

<b>Compaines Name</b>	<b>Rental Per Pound</b>	<b>COG Per Pound</b>	<b>Cost of Delivery</b>	<b>Replacement Cost</b>	<b>Total Cost</b>
<b>Linen King</b>	\$0.91	\$1.00	Free/Special \$250	\$7.00 Per Lb/if damaged	\$2,280
<b>Hospital Linen Serv</b>	\$1.45	\$1.29	\$716		\$3,625
<b>ImageFirst</b>			\$198.58	\$248.01	2,184.39
<b>Superior Linen Serv</b>	\$0.76		\$111.39	\$22.78	\$2,809.50

# LINEN KING

MEMBER OF HEALTHCARE  
LINEN SERVICES GROUP

Request for information  
*Alliance Health - Clinton, OK*

Our family of companies delivers solutions that  
are an optimal balance between patient safety  
and satisfaction, environmental impact, and  
overall cost.



## Overview

Decade after decade, the companies of Healthcare Linen Services Group have provided outsourced healthcare linen products and laundry services. We are established as the go-to resource for linen products throughout the regions we serve — and the premier alternative to the on-premise healthcare laundry.



Linen  
Management



Patient  
Apparel



Healthcare  
Laundry



Staff  
Uniform

*Our quality products are ready to use and delivered directly to your door*

All of our facilities are accredited by the Healthcare Laundry Accreditation Council because we provide the highest quality, hygienically clean linens and apparel backed by exceptional service that's tailored to our customers' needs.

## List of References

James Gregory, Director of EVS, SR

Via Christi Hospitals

JGregory@iamtouchpoint.com

903-978-6264

Sami Long, EVS Operations Manager

Labette Health

1902 S US HWY 59

Parsons, KS 67357

620-820-5286 Office

620-212-5675 Cell

"Where you're treated like royalty"

*With Linen King,  
personalized,  
attention from an  
company-  
has a vested  
complete  
Moreover, we  
same pride and  
employees.*



*you will receive  
hands-on  
owner of the  
someone who  
interest in your  
satisfaction.  
have fostered the  
dedication in our*

October 1st, 2023

Alliance Health – Clinton, OK

Dear Sarah,

Thank you for the opportunity to provide you this bid for laundry services for Alliance Health – Clinton, OK. Linen King is certain you will see the advantages in quality and performance in our service. This bid is valid until **September 22, 2023**.

I have provided a proposal for service that outlines what you can expect from Linen King. This includes prices and services for the needs of Alliance Health – Clinton, OK. This proposal offers one day per week delivery. You will discover our rental program has many benefits that will enhance your laundry program. We have a large variety of products to choose from to benefit your patients.

Some additional services you will notice with our system is that by having a designated Customer Service Representative working with you, it will ensure that your needs are met. Linen King is looking forward to a partnership with Alliance Health – Clinton, OK to accomplish cost savings, maintain the highest linen quality and addressing future developments to ensure the total success of this outsourcing program. We will work with you to put together a startup process that meets your needs.

Linen King has a long-term commitment to the healthcare market as shown by building state-of-the-art processing facilities. Linen King is a part of Healthcare Linen Services group who has been servicing healthcare linen for over 100 years. Linen King's Midwest City, OK location is also HLAC accredited, ensuring we provide your patients with quality products and services that live up to the quality of healthcare your provide.

Thank you again for this opportunity, and we look forward to serving Alliance Health, Clinton - OK Sincerely,

*Steven Marlin*

**Service Agreement/Pricing Stability:**

The initial agreement would be a minimum of 5 years. The current pricing is listed below. The price increase annually would be by the previous calendar year's Consumer Price Index (CPI).

**Textile Rental Prices Are:**

\$0.91 per clean pound bulk delivery This would include all the base bulk items listed below. The customer provided weekly average is listed below:

Product	Weekly Delivery
Flat sheet	200
fitted sheet	200
plastic snap IV gown	120
washcloths	600
bath towels	600
spreads	120
pillowcases	600
draw sheet	300
bath blankets	300
stretcher sheet	300
ped gown M	60
ped gown L	60
microfiber cleaning cloths	400
18 inch wet mop	300
Ceil scrub set Small	60
Ceil scrub set Medium	60
Ceil scrub set Large	60
Ceil scrub set XL	60
Ceil Jacket Small	15
Ceil Jacket Medium	15
Ceil Jacket Large	15
Ceil Jacket XL	15

**Miscellaneous Items:**

There are a few items, that due to the specific nature and use of each item that Linen King does not rent so the customer may choose to purchase and own these items, but laundered at Linen King. These items may include but are not limited to: specialty bed spreads, slings, and more.

**Customer Owned Goods (COG) are:**

COG items: \$1.00 per clean pound

The linen items not available under the rental system will be washed at the above price. Linen King would work with you to ensure all your COG items are properly labeled. Any items added in the future will be agreed upon at that time.

**Delivery Charge**

There is no charge for regular scheduled deliveries. Special delivery requested by the facility will be \$250.00 per trip.

**Red Bag Bio-hazard Charge**

Any red bag (bio-hazard waste) material that appears in the COMPANY's laundry bins will result in a \$350 charge to CUSTOMER.

**Linen Loss Charge**

Linens not returned to COMPANY by CUSTOMER due to loss, patient transfer, patient/employee theft, or otherwise shall be replaced by COMPANY. If clean/soil levels fall below 8% CUSTOMER agrees to pay COMPANY \$7.00 per pound for every pound necessary to achieve a 108% clean/soil variance.

The COMPANY has allocated \$0.12 per clean pound shipped for linen replacement of linens discarded due to normal wear and tear.

## Brenda Jennings

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**From:** Sarah Keys  
**Sent:** Wednesday, September 6, 2023 2:10 PM  
**To:** Brenda Jennings  
**Subject:** FW: Superior Linen Service - Est Use

*Sarah Keys | Director Environmental Services | Lead Admissions*

*Clinton Regional Hospital*

*100 North 30 street*

*Clinton, Ok 73601*

Phone: 580-323-2363  
C: (580) 890-7392  
Email: [sarah.k@crhaok.com](mailto:sarah.k@crhaok.com)

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**From:** Therese Hood  
**Sent:** Wednesday, September 6, 2023 1:50 PM  
**To:** Sarah Keys  
**Cc:** Therese Hood  
**Subject:** Superior Linen Service - Est Use

Hello Sarah,

Based on the numbers you sent me for weekly service amounts, (including a two-day back stock par level for your linen room), I ran the quantities through an estimator tool we have developed based on an average weight per item of merchandise. (Unfortunately, I cannot send you the entire spreadsheet as it is a confidential document. But as an example of how the sheet is formatted part of it is represented below. The first yellow column is the quantity, the second is the average weight by item, the third is the total weight, the second column is the price and finally, the last column is the total cost for that particular item.) Based on this scenario, you would be billed for approx. 3266 pounds a week.

I kept it conservative with a two-day back stock par to start out, but of course, we can increase quantities of inventory by individual product item at any time, once you start having the rhythm of patient care throughout the facility. I am simply trying to keep your shelf charges for product that is not turning through service each week as low as possible starting out.

This summary information includes the scrub rental and COG processing we discussed but does not include the cubicle curtains.

We would have to come out and measure your areas to be able to quote you accurately on that segment as there will probably be hanging track and mesh to purchase for the snap panel drapes we use. The panels themselves rent for \$2.90 per week, with full inventory billing for all in circulation.

This of course isn't 100% accurate as the weight of the products is simply an average, but it should be pretty close to being able to compare unit pricing overall to processing by the pound charges other providers might quote. Most providers also do by the pound rate for flat goods, but bill each for apparel, microfiber products, mops, etc. separately so getting their total costs will be an estimate as well.

24" Dust Mop	77415	12	1.00	12.00	\$1.500	\$18.00
36" Dust Mop	77419	12	1.50	18.00	\$1.750	\$21.00
48" Dust Mop	77425		2.00	0.00		\$0.00
60" Dust Mop	77429		2.50	0.00		\$0.00
Wet Mop - Medium	79510		0.75	0.00		\$0.00
Wet Mop - Large	79511		1.00	0.00		\$0.00
Wet Mop - X Large	79513		1.20	0.00		\$0.00
Microfiber Mop Pad - 18"	79610	340	0.25	85.00	\$0.400	\$136.00
COG SCRUBS -		80	0.25	20.00	\$0.550	\$44.00
Sub-totals:				3,266.65		\$2,475.33

Approximate Cost Per Pound - Goods Only \$0.76

TRC --- Linen Replacement	9.00%	\$222.78
ESC / Delivery (Use Column E for %)	4.50%	\$111.39
ESC / Delivery Flat Rate (Use Column G)		\$0.00
		<b>\$2,809.50</b>

I.

I'd appreciate your feedback on this information in comparison to the other proposals you receive. Please let me know if you want me to start putting together an agreement for approval, schedule a visit to measure for a cubicle curtain proposal/review some of our sample products, or schedule a plant tour.

Thanks,

Therese

**Therese Hood**

Director of Sales



8224 West Reno Avenue | Oklahoma City, OK | 73127  
 Main: 405.384.5701 | Direct: 405.384.5705  
[therese@superlinen.com](mailto:therese@superlinen.com) | [superlinen.com](http://superlinen.com)

**Take a tour of our facilities:**

Western Division – Tulsa

Eastern Division – Springdale

**SEARCHLIGHT CENTER, INC.**

902 S. PARK RD.  
P.O. BOX 804  
HOBART, OK 73651  
580-726-3964(T)  
580-726-3878 (F)

08/02/2023

Dear Brenda,

Thank you for giving Searchlight Center, Inc. the opportunity to propose our laundry services to Clinton Regional Hospital.

Our services include pick up of dirty linen, laundering flatwork, tumble work, mops, and all other laundry items at the rate of \$0.98 per pound based on the weight of clean laundry delivered for the duration of the term.

We have provided laundry service for surrounding hospitals and healthcare facilities for over 20 years. Choosing Searchlight Center, Inc. as your laundry service will provide jobs for many individuals with mental and physical challenges. We take great pride in the work we do and look forward to serving you in the future.

Any questions or concerns you may have, please feel free to contact me.

Respectfully,



Courtney Robbins  
Searchlight Center, Inc.  
Laundry Supervisor



HEALTHCARE LAUNDRY SPECIALISTS

5115 SW 36th Street  
Oklahoma City, OK 73139

Contact: John Ryan Curtis

Phone: 9184406229

Fax:

Email: RCurtis@imagefirst.com

Web: www.imagefirst.com

**Sales Quotation For:**

Clinton Regional Hospital  
100 N 30 St  
Clinton, OK 73601  
  
Sarah Keys  
580-890-7392

Quote Number: JC00168

Date: 08/29/23

Quote Expires on: 09/28/23

Description	Product Code	Qty	Price	Extended
SHEET, FLAT LARGE WHITE	IMGSHEETFLLG	200	0.93	186.00
KNITTED FITTED SHEET	IMGSHEETKN	200	0.83	166.00
SHEET, DRAW WHITE 54x72	IMGSHEETDRAW	300	0.68	204.00
SHEET, STRETCHER BLUE	IMGSHEETSTBL	200	0.82	164.00
PILLOW CASE, WHITE	IMGSHEETPC	200	0.27	54.00
BLANKET, BATH WHITE	IMGBLANKET	200	1.24	248.00
BLANKET, THERMAL	IMGTHERMAL	100	1.37	137.00
TOWEL, BATH WHITE	IMGTOWELBATH	200	0.42	84.00
WASHCLOTH, WHITE	IMGWASHCLO	200	0.18	36.00
GOWN, IV	IMGGOWNIV	120	0.97	116.40
GOWN, PEDIATRIC SMALL	IMGGOWNPEDS	60	0.55	33.00
GOWN, PEDIATRIC LARGE	IMGGOWNPEDL	60	0.55	33.00
GOWN, MAMO PINK	IMGMAMOPINK	60	0.85	51.00
GOWN, PINK COMFORT CARE PLUSH	IMGGOWNCCPK		1.50	0.00
SCRUB, TOP CEIL BLUE XL	MED610NTH	20	0.49	9.80
SCRUB, PANT CEIL BLUE XL	MED600NTH	20	0.49	9.80
WARMUP, JACKET CEIL BLUE S	MED849NTH	20	0.81	16.20
WARMUP, JACKET CEIL BLUE M	MED849NTH	20	0.81	16.20
WARMUP, JACKET CEIL BLUE L	MED849NTH	20	0.81	16.20
WARMUP, JACKET CEIL BLU XL	MED849NTH	20	0.81	16.20
TOWEL, MICROFIBER YELLOW 16X16	IMGMICTWLYE	300	0.09	27.00
MOP, RFID BLUE MICRO WET 18 IN	IMGMICWETBLU	300	0.38	114.00
Garment Guarantee	IMGGARMGAR	1		
Loss and Damage Protection			15%	248.01
Service Charge			198.58	198.58
SubTotal:				2,184.39

# Statement of Capabilities

Hospital Linen Services

## Capabilities Statement

**Company:** Hospital Linen Services

### **Overview:**

Hospital Linen Services is a distinguished provider of comprehensive linen and laundry solutions tailored to the specific needs of healthcare facilities. Our commitment to adhering to the Environmental Infection Control guidelines established by the CDC, combined with our purpose-built facility and cutting-edge technology, sets us apart as a reliable partner. With over 50 years of combined experience within our management team, we possess the expertise to deliver exceptional service and meet the highest standards of hygiene and efficiency.

### **Core Capabilities:**

**1. Expertise in Environmental Infection Control:** We take immense pride in our ability to meticulously align with the CDC's guidelines for Environmental Infection Control in Health-Care Facilities. We stand behind The Joint Commission's Leadership Standard LD.04.01.01 requirements in health care organizations to adhere to applicable federal (e.g. OSHA), state, and local regulations. Our adherence to these guidelines ensures that the linens we handle maintain the highest standards of cleanliness and infection control, contributing to the overall safety and well-being of patients and healthcare professionals.

**2. State-of-the-Art Facility:** Our purpose-built facility is a testament to our commitment to excellence. Outfitted with state-of-the-art technology, our facility is intentionally developed based on the various federal regulatory requirements and safety guidelines as well as best industry practices. Our specialized equipment and facility design optimizes the laundry process, enabling us to provide swift and efficient services without compromising on quality. The facility's design is tailored to the unique demands of healthcare linen management.

**3. Efficiency and Speed:** Leveraging advanced technology, our laundry processes are streamlined to guarantee quick turnaround times without sacrificing the quality of our work. We understand the urgency of clean linens in healthcare settings and are dedicated to meeting those demands promptly.

**4. Experienced Management Team:** Our leadership team has ALM certified managers with nearly sixty years experience in healthcare and hospitality linen processing. This wealth of knowledge and expertise allows us to anticipate challenges, provide innovative solutions, and ensure that our services are grounded in the best practices of the industry.

**5. Comprehensive Industry Knowledge:** Our team's deep understanding of hygienically clean standards, industry regulations, and best practices uniquely positions us to handle the intricacies of healthcare laundry. We are not only well-versed in the technical aspects but also dedicated to fostering a hygienic and safe environment.

**6. Customer-Centric Approach:** At Hospital Linen Services, customer satisfaction is paramount. We are committed to going above and beyond to meet the unique needs of each healthcare facility we serve. Our personalized approach ensures that our clients receive tailored solutions that align perfectly with their requirements.

**Value Proposition:**

With an unwavering focus on meeting the standards of the Joint Compliance and CDC guidelines for Environmental Infection Control, an advanced purpose-built facility, an experienced management team, and a commitment to customer satisfaction, Hospital Linen Services stands as a strong partner for healthcare facilities seeking excellence in their linen and laundry services. Our dedication to maintaining the highest standards of cleanliness, efficiency, and professionalism makes us an ideal choice for healthcare organizations that prioritize the well-being of their patients and staff.

## Pricing

**Price per Pound**

**Rental: \$1.45 per pound**

**COG: \$1.29 per pound**

**Transportation Fee (per Trip): \$716**

Hospital Linen Services proposal will hold firm on this pricing model through the calendar year 2023.

**Linen Processing**

Estimated Weekly Average: 2,500 lbs.

**Fuel and Transportation**

352 miles (roundtrip)

## References for Hospital Linen Services

**Ochiltree General Hospital**

Phone: (806) 435-3606, TX 79070

Contact: Kelly Judice, Chief Operating Officer

**AUA Surgical Center**

8207 W Amarillo Blvd, Amarillo, TX 79124

Phone: (806) 350-7388

Contact: Adam Johnson

**Oceans Behavioral Hospital Amarillo**

7501 Wallace Blvd, Amarillo, TX 79124

Phone: (806) 310-2205

Contact: Evelyn Alsup, Administrator/CEO

**Collingsworth General Hospital**

1013 15th St, Wellington, TX 79095

Phone: (806) 447-2521

Contact: Candy Powell, Administrator