

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Chemical Dispensing Systems & Related- ESC Region 19
Purchasing Cooperative

RFP NUMBER: 08-6130

RFP OPENING DATE: September 10, 2007

CONTRACT TERM: Date of Award until August 31, 2009 with the option to extend in 12-month increments not to exceed 60 months in the aggregate
(Extended on July 23, 2009 until August 31, 2010 by administration)
(Extended on July 14, 2010 until August 31, 2011 by administration)
(Extended on July 26, 2011 until August 31, 2012 by administration)

FUNDING SOURCE: Various

RFQ's ISSUED: 6

RESPONSES: 2

ADVERTISEMENT DATES: August 24th & 31st, 2007

BOARD MEETING DATE: October 11, 2007

RECOMMENDED FOR AWARD: Ecolab Inc.

TOTAL (estimated) ~~\$80,000.00~~ annually
\$250,000.00 based on increased usage as of April 7, 2010

EXPLANATIONS:

Award of this contract will enable Region 19 Purchasing Cooperative members to utilize the goods and services for the stated chemical dispensing systems as required during the contract studies. Studies have shown that utilization of portion control cleaning chemicals can save a government agency 60% of the cost for the same chemicals that are not processed through a pre-portioned chemical dispensing system. Per special conditions, this is an "all or none" award.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC-Region 19 Purchasing

EVALUATION COMMITTEE: Tim Luntz
El Paso ISD

Royce Cleveland
ESC Region 19 Purchasing

Mark Vichione
Socorro ISD

CONTACT INFORMATION: Ecolab Inc.
Attn: ~~Thomas Ohs~~ Sue Berschens
370 N. Wabasha Street-Gov't Sales
St. Paul, MN 55102-1390
800-352-5326, ext 4310/ 651-293-4311 Fax: 651-293-2682
www.ecolab.com; sue.berschens@ecolab.com

SPECIAL CONDITIONS

1. This bid will be awarded "all or none" in the best interest of Region 19 and its Purchasing Coop Members.
2. Bids will include a copy of the "Service Report" forms and the awarded contractor will perform preventative maintenance on all equipment placed on a monthly basis to assure calibration, quality control, and proper use of chemicals by food service, custodial, and maintenance personnel.
3. Vendor agrees to furnish the Business Office of each site with a monthly "Service Report", current MSDS, and product data sheets on chemicals being used. The vendor will receive a signature from the contact person on each visit.
4. Pricing provided will include all shipping and handling charges FOB El Paso County.
5. Proof of General Liability must be included with bids for award consideration.
6. Awarded contractors will be dealing directly with the Region 19 Cooperative Purchasing Members.
7. All product data sheets must be provided with adequate information for evaluation purposes.
8. The bidder by his signature agrees that pricing provided is the lowest pricing available to governments and shall remain so during the contract period.
9. A listing of certified personnel available to service the Region 19 Coop account must be provided with bids.
10. Only national brand manufacturers' chemicals will be considered due to previous quality control problems.
11. **Complete MSDS, data sheets, and general application instructions must be submitted for evaluation purposes.**
12. No samples of product will be submitted.
13. Currently the Region 19 Purchasing Coop Members utilize over 500 chemical dispensing stations from the current vendor.
14. The awarded vendor will be required to remove existing dispensing stations and replace with its dispensing stations at no charge to the customer unless stated in the response. Vendor agrees to leave the removed units at the site location and obtain a signature from the person the old dispensing system was left with.
15. In an effort to eliminate cross contamination of products, a push button dispensing system will be utilized on this bid.
16. **All dilution ratios provided must be certified on company literature or an affidavit signed by an officer of the company**
17. No current usage is available at this time.
18. Award basis will be 50% aggregate pricing, 25% vendor reputation and track record for this type of contract, and 25% material quality and overall ability to perform specifications based on personnel commitments, compliance with product specifications, and local resources.
19. Vendors who cannot provide required insurance and proof of workers compensation insurance will not be considered for award.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
1.	Chemical Dispensing System	\$ N/C	N/C	7-10 DAY

Automatic on demand push button
 No reservoir for storage
 all mounted or rack mounted
 Must meet all plumbing codes
 4-product dispenser or greater
 spray bottle, mop bucket, or pail filling capability
 color coding for easy product identification in English and Spanish
 cost must include all installation, maintenance, and service during the contract period.
 Unit must be able to be hooked up to both hot and cold water lines
 Dispenser for bottles must be different from dispensers for bucket fill

Brand/ Model: OASIS SELECT 4 AND ULTRA ONE

1ST LOW- ECOLAB- \$ NO CHARGE

2.	Mounting Racks	\$ N/C	N/C	7-10 DAY
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Capable of holding four (4) chemicals

Brand/ Model: OASIS WALL RACKS

1ST LOW- ECOLAB- \$ NO CHARGE

3.	Neutral Floor Cleaner & Maintainer	\$39.98	\$11,615.70	2-3 DAY
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~~\$41.97 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011
 \$42.80

Removal of soils without dulling wax
 Biodegradable surfactant
 Use on all floor and tile surfaces
 Pleasant odor
 For use in Food Preparation, Bathroom, and General Areas
Dilution ration per 10 gallons 10 OZ.
Use cost per 10 gallons \$1.249

Brand/ Model: 14522 Oasis 100 Neutral Floor Cleaner

Package size: 2.5 GAL.

Estimated annual usage- 93,000 gallons

1ST LOW- ECOLAB- ~~\$39.98/ 2.5 GAL.~~

~~\$41.97 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$42.80

Green Seal Certified Product: Oasis 110 G (code #15778) Neutral Floor Cleaner & Maintainer

Package size: 2.5 Gallon

Dilution ration per 10 gallons 10 oz.

Use cost per 10 gallons \$2.18

~~\$69.86/ 2.5 gallon~~

~~\$73.35 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$74.81

Item	Description	Unit cost	Extension	ARO
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4.	All Purpose Cleaner	\$34.50 / CS \$36.22 as of 9/1/09	\$16,170.00	2-3 DAY
2% increase will be implemented effective 11/1/2011 \$36.94				

Mild Alkaline ammoniated
Mild odor
PH 10.0
For use on floors, washable surfaces, walls, equipment
For use in bathrooms and general purpose areas
For medium to heavy duty cleaning

Dilution ration per 10 gallons 10 OZ.
Use cost per 10 gallons \$1.078

Estimated annual usage- 150,000 gallons

Brand/ Model: 10625 OASIS 115XP

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$34.50~~/ 2.5 GAL.
~~\$36.22 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$36.94

Green Seal Certified Product: Oasis 139G(code #17704) All Purpose Cleaner

Package size: 2.5 Gallon

Dilution ration per 10 gallons 10 oz.

Use cost per 10 gallons \$1.40

~~\$45.00~~/ 2.5 gallon

~~\$47.25 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$48.19

5.	All Purpose Cleaner	\$39.98 / CS \$41.97 as of 9/1/09	\$2,747.80	2-3 DAY
2% increase will be implemented effective 11/1/2011 \$42.80				

Non-Caustic, non-corrosive, food service applications
For removal of grease, oils, and foods service related stains
For light duty to medium duty cleaning

Dilution ration per 10 gallons 10 OZ.
Use cost per 10 gallons \$1.249

Estimated annual usage- 22,000 gallons

Brand/ Model: 15131 OASIS 266 NEUTRAL APC

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$39.98~~/ 2.5 GAL.
~~\$41.97 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$42.80

Green Seal Certified Product: Oasis 139G(code #17704) All Purpose Cleaner

Package size: 2.5 Gallon

Dilution ration per 10 gallons 10 oz.

Use cost per 10 gallons \$1.40

~~\$45.00~~/ 2.5 gallon

~~\$47.25 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$48.19

Item	Description	Unit cost	Extension	ARO
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6.	Glass Cleaner	\$44.77/ CS \$47.00 as of 9/1/09	\$10,632.40	2-3 DAY
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2% increase will be implemented effective 11/1/2011 \$47.94

Ammoniated cleaner
No residual or smears
No chlorine

Dilution ration per 10 gallons 40 OZ.
Use cost per 10 gallons \$5.596

Estimated annual usage- 19,000 gallons

Brand/ Model: 11227 OASIS 255 SF

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$44.77/ 2.5 GAL.~~
\$47.00 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$47.94

Green Seal Certified Product: Oasis 258G(code #17700) Glass Cleaner

Package size: 2.5 Gallon

Dilution ration per 10 gallons 80 oz.

Use cost per 10 gallons \$12.358

~~\$49.43/ 2.5 gallon~~

7.	Glass Cleaner	\$44.77/ CS \$47.00 as of 9/01/09	\$11,751.60	2-3 DAY
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2% increase will be implemented effective 11/1/2011 \$47.94

Non-ammoniated cleaner
Streak free

Dilution ration per 10 gallons 40 OZ.
Use cost per 10 gallons \$5.596

Estimated annual usage- 21,000 gallons

Brand/ Model: 24155 OASIS 259

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$44.77/ 2.5 GAL.~~
\$47.00 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$47.94

Green Seal Certified Product: Oasis 258G(code #17700) Glass Cleaner

Package size: 2.5 Gallon

Dilution ration per 10 gallons 80 oz.

Use cost per 10 gallons \$12.358

~~\$49.43/ 2.5 gallon~~

~~\$51.90 as of 9/1/09~~

2% increase will be implemented effective 11/1/2011 \$52.93

Item	Description	Unit cost	Extension	ARO
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8.	Non-Caustic Heavy duty degreaser	\$41.04 \$43.09 as of 9/1/09	\$2,816.00	2-3 DAY
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2% increase will be implemented effective 11/1/2011 \$43.95

USDA approved
Surfactant based

General purpose use

Dilution ration per 10 gallons

10 OZ.

Use cost per 10 gallons

\$1.28

Estimated annual usage- 22,000 gallons

Brand/ Model: 14175 OASIS 133 APC DEGREASER

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$41.04/ 2.5 GAL.~~

\$43.09 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$43.95

Green Seal Certified Product: Oasis 139G(code #17704) All Purpose Cleaner

Package size: 2.5 Gallon

Dilution ration per 10 gallons 10 oz.

Use cost per 10 gallons \$1.40

~~\$45.00/ 2.5 gallon~~

\$47.25 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$48.19

9.	Quaternary Detergent & disinfectant	\$43.00 \$45.15 as of 9/1/09	\$9,669.60	2-3 DAY
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2% increase will be implemented effective 11/1/2011 \$46.05

Nuetral one step germicidal cleaner, deodorizer, and disinfectant

Effective in hard water up to 400 PPM

Broad spectrum germicidal, virucidal, and fungicidal

EPA registered

HBV and HCV certified

Dilution ration per 10 gallons

10 OZ.

Use cost per 10 gallons

\$1.343

Estimated annual usage- 72,000 gallons

Brand/ Model: 14162 OASIS 531 NEUTRAL DISINFECTANT CLEANER

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$43.00/ 2.5 GAL.~~

\$45.15 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$46.05

No Green Seal Alternative for and EPA rated disinfectant product

Item	Description	Unit cost	Extension	ARO
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10.	Liquid Oven Cleaner	\$46.50 CS. \$48.82 as of 9/1/09	\$1,089.60	2-3 DAY
2% increase will be implemented effective 11/1/2011 \$49.79				

Foam free liquid for spray bottles
 Safe on iron, steel, stainless steel, nickel, porcelain, and glass
 Not for use on aluminum or other metals
 Biodegradable surfactant
 USDA approved
 Dilution ration per 10 gallons 40 OZ.
 Use cost per 10 gallons \$.908
 Estimated annual usage- 12,000 gallons
Brand/ Model: 19513 GREASECUTTER PLUS
Package size: 4/1 GAL.

1ST LOW- ECOLAB- ~~\$46.50~~ 4 GAL.
 \$48.82 as of 9/1/05
 2% increase will be implemented effective 11/1/2011 \$49.79

Green Seal Certified Product: Greasecutter NC (non caustic) code #19520
Package size: 4/1 Gallon
Dilution ration per 10 gallons 40 oz.
Use cost per 10 gallons \$4.25

~~\$54.50~~ 4/1- gallon
 \$57.22 as of 9/1/09
 2% increase will be implemented effective 11/1/2011 \$58.36

11.	Air Freshener	\$63.86 CS \$67.05 as of 9/1/09	\$1,596.40	2-3 DAY
2% increase will be implemented effective 11/1/2011 \$68.59				

Spray bottle application
 For use in common areas
 Provide different fragrances
 Dilution ration per 10 gallons 40 OZ.
 Use cost per 10 gallons \$7.982
 Estimated annual usage- 2,000 gallons
Brand/ Model: 19836 OASIS 276 (GARDEN POTPOURRI) OR 19869 OASIS (FOREST FRESH - OASIS
19869 DISCONTINUED ON 11/01/08) LAVENDER PARADISE - 6100143 AS OF 06/10/10
Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$63.86~~ 2.5 GAL.
 \$67.05 as of 9/1/09
 2% increase will be implemented effective 11/1/2011 \$68.59

Green Seal Certified Product: Oasis 280G Air Freshener (code #15804)
Package size: 2.5 gal.
Dilution ration per 10 gallons 40 oz.
Use cost per 10 gallons \$4.25

~~\$94.80~~ 2.5 gallon
 \$99.54 as of 9/1/09
 2% increase will be implemented effective 11/1/2011 \$101.53

Item	Description	Unit cost	Extension	ARO
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12.	Carpet Extraction Cleaner	\$42.00/ CS \$44.10 as of 9/1/09	\$5,510.40	2-3 DAY
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2% increase will be implemented effective 11/1/2011 \$44.98

Mild Alkaline formula

Pleasant fragrance

Safe on natural and synthetic carpets

For use in any type of carpet extractor

Dilution ration per 10 gallons

10 OZ.

Use cost per 10 gallons

\$1.312

Estimated annual usage- 42,000 gallons

Brand/ Model: 14226 OASIS 609 CARPET EXTRACTION

Package size: 2.5 GAL.

1ST LOW- ECOLAB- ~~\$42.00/ 2.5 GAL.~~

\$44.10 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$44.98

Green Seal Certified Product: Revitalize Carpet & Extraction Cleaner (code #61495078)

Package size: 2.5 gal.

Dilution ration per 10 gallons 10 oz.

Use cost per 10 gallons \$1.49

~~\$94.80/ 2.5 gallon~~

\$99.54 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$101.53

12A. Green Seal Certified Oasis 305G Bathroom Cleaner (code #17702)

Dilution Ratio per 10 gallons 80 oz.

Use cost per 10 gallons \$16.87

~~\$67.50/ 2.5 gal.~~

\$70.87 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$72.28

13.	Workers Right to Know Stations	\$50.00/ EACH \$52.50 as of 9/1/09	\$5,000.00	7-10 DAY
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2% increase will be implemented effective 11/1/2011 \$53.55

Wall mounted waterproof notebook with updates on MSDS and product 9/1/0 applications

English and Spanish

For all products awarded on this contract

Installed by awarded contractor

Estimated annual usage- 100

Brand/ Model 92902485 MSDS STATION

1ST LOW- ECOLAB- ~~\$50.00/ EACH~~

\$52.50 as of 9/1/09

2% increase will be implemented effective 11/1/2011 \$53.55

Please use this space for any other dispensing chemicals and include name, brand, MSDS, dilution ratios, and cost per 10 gallons along with packaging:

14. Please provide any additional discount pricing based on either weight or dollar purchases on a per shipment basis combined.

Additional pricing discounts? Yes X No _____

or provide shipping weight freight discounts;

3,000 – 4,999 LBS.	2% DISCOUNT
5,000 - 9,999 LBS.	3% DISCOUNT
10,000 – 19,999 LBS.	5% DISCOUNT
20,000 + LBS.	8% DISCOUNT

15. Number of personnel available and residing in El Paso or surrounding area:

6

16. Response time for service calls both by phone and on site?

15 MINUTES BY PHONE, 1-HOUR ON SITE RESPONSE

17. Provide list of three comparable size accounts including phone numbers and contact persons?

GRAPEVINE-COLLEYVILLE ISD
DANETTE MURRAY
817-251-5562

EL PASO ISD
TIM LUNTZ
915-759-2711

FORT WORTH ISD
JOANNA SWONGER
915-871-2153

18. A catalog with pricing and specifications for other items not referenced in this contract For items which can be utilized through a dispensing system items should be provided along applications and any equipment required should be provided. The discount provided from the price list must include S & H to El Paso, Texas Region 19 Purchasing Cooperative members.

35% from price list

1 ST LOW- ECOLAB-	\$ 78,599.50
2 ND LOW- AUTO-CHLOR SYSTEMS OF WEST TEXAS	\$281,435.89

NOTE- AWARD COST BASED ON QUANTITIES AND YIELDS PROVIDED TO VENDOR WITH RFP AND RESULTS BASED ON ALL ITEMS COMBINED

Approved by: _____	Date: _____
(Santiago Rodriguez- Region 19 Chair)	(October 11, 2007)
(James R. Vasquez- Executive Director)	(July 23, 2009)
(Sonia Eubank – Associate Executive Director)	(July 14, 2010)
(Sonia Eubank – Associate Executive Director)	(July 26, 2011)