

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Dish machine Supplies, Service, and Related- ESC Region 19 Purchasing Cooperative
RFP NUMBER: 09-6432
RFP OPENING DATE: August 12, 2009
CONTRACT TERM: Date of award until September 1, 2010 with the option to extend in 12-month increments not to exceed 48 months in the aggregate
(Extended until September 1, 2011 on July 28, 2010 by ESC Region 19)
(Extended until September 1, 2012 on July 26, 2011 by ESC Region 19)
(Extended until September 1, 2013 on August 8, 2012 by ESC Region 19)
FUNDING SOURCE: Various members
RFP's ISSUED: 10
RESPONSES: 2
ADVERTISEMENT DATES: July 29th & August 5th, 2009
BOARD MEETING DATE: October 8, 2009

RECOMMENDED FOR AWARD: Ecolab Inc.

TOTAL (ESTIMATED) \$375,000.00

EXPLANATIONS:

Award of this contract will enable ESC Region 19 Purchasing Cooperative members to purchase goods and services from the recommended vendor for daily requirements to operate commercial dishwashers. No pricing increases are reflected over the previous contract. This particular contract is used by most all of the Region 19 Purchasing cooperative members who have commercial dish machines.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Royce Cleveland
ESC Region 19 Purchasing

Martin Camacho
ESC Region 19 Purchasing

Nancy Alvarado
ESC Region 19 Purchasing

ORDER INFORMATION:

Ecolab Inc.
Attn: ~~Thomas E. Ohs~~ Sue Berschens
370 Wabasha Street- Government Sales
St. Paul, MN 55102
800-352-5326, ext. 84310/ 651-293-4311
Fax: 651-293-2682
www.ecolab.com / bid.sales@ecolab.com ; sue.berschens@ecolab.com
Local- Marty Schafer- 915-253-0732-cell

SPECIAL CONDITIONS

1. Awarded contractor will perform monthly service calls on all facilities using any of the chemicals referenced.
2. Service reports will be provided to designated individuals in each organization which provide a detailed report of all findings, adjustments made, and or other recommended service work required to stay in compliance with applicable health and safety requirements.
3. Minimally, current inventory, equipment conditions, MSDS availability, and any follow up requirements should be documented in the report.
4. A sample report must be submitted with the proposal for award consideration.
5. This lot will be awarded as a group "all or none" in the best interest of the Purchasing Cooperative.
6. Award basis will be 70% pricing, 15% reference for comparable size accounts, and 15% ability to facilitate the requirements of the Purchasing Cooperative members in a fast, efficient, and economical manner that will enhance the Food Nutrition and related programs.
7. Members include but are not limited to area school districts.

Item	Description	Qty	Price	Ext.	ARO
1.	Low-Temperature Ware washing Detergent -liquid non-chlorinated detergent -designed for use in automatic dispensing systems -safe for soft metals and plastics -PH of .2% solution to be 12-12.5 -no phosphorus -100% biodegradable, USDA authorized -usage to be 1 oz to 2.5 oz per 10 gallons of water Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	5 gal	\$51.75 2% increase will be implemented effective 11/1/2011 \$52.78		<u>2-3 days</u> \$52.78
					<u>5-gallon pail</u> <u>12716 Ultra Klene</u> <u>Yes</u> <u>2-3 days</u> <u>.75 oz</u> <u>.0606</u>
2.	Low-Temperature liquid sanitizer -liquid 8.4% sodium hypochlorite -designed for use in automatic dispensing systems -usage to be 2 oz per 13 gallons of water to maintain a minimum of 50-200 ppm -EPA rated -Test papers to be included as per local health code and data results must be included with service reports Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	5 gal	\$29.94 2% increase will be implemented effective 11/1/2011 \$30.53		<u>2-3 days</u> \$30.53
					<u>5 gallon pail</u> <u>13987 Eco- San</u> <u>Yes</u> <u>2- 3 days</u> <u>.769 oz.</u> <u>.0359</u>

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>	<u>Ext.</u>	<u>ARO</u>
3.	High temp/ low temp solid detergent -no aluminum, no granulated products -100% active machine washing detergent in solid capsule -solid capsule to contain stable source of chlorine, water conditioner, defoamer, maximum strength alkali's -capsules with heavy duty defoamer in dispensing systems -vendor to provide system for dispensing -active ingredients to be phosphates and non-phosphate water conditioners -biodegradable -usage to be .90 to 1.2% solution in 10 gallons of hard water Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	4/9 lb	\$ 57.87 2% increase will be implemented effective 11/1/2011 \$59.02		<u>2-3 days</u>
	<u>4 / 9 lbs.</u> <u>25155 Solid Power Plus</u> <u>Yes</u> <u>2-3 days</u> <u>.20 oz.</u> <u>.0200</u>				
4.	High temp/ low temp solid detergent -soft metal safe/ plastics, no granules -100% active machine dishwashing detergent in solid capsule -to contain corrosion inhibitors, chlorine, and water conditioner and safe for washing aluminum wares -vendor provided system for dispensing -biodegradable with phosphate water conditioners -usage to be .11 to .36% solution in 10 gallons of hard water Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	4/9 lb	\$ 57.87 2% increase will be implemented effective 11/1/2011 \$59.02		<u>2-3 days</u>
	<u>4 / 9 lbs.</u> <u>10215 Solid Insure</u> <u>Yes</u> <u>2-3 days</u> <u>.45 oz.</u> <u>.0452</u>				
5.	High temp drying agent liquid (soft metal/ plastic safe) -use with final rinse cycle of commercial machines to speed drying, reduce water spots, and film -concentrated liquid of non-ionic nature, PH of 100% solution at 8.5-9.5. -no phosphorous, USDA authorized, and biodegradable Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	4/1gal	\$ 66.66 2% increase will be implemented effective 11/1/2011 \$67.99		<u>2-3 days</u>
	<u>4/ 1 gal.</u> <u>11817 Jet Dry</u> <u>Yes</u> <u>2-3 days</u> <u>.064 oz.</u> <u>.0083</u>				

Item	Description	Qty	Price	Ext.	ARO
6.	Low temp drying agent -use in final rinse cycle of commercial dish machines to speed drying, reduce water spots, and filming -soft metal/ plastic safe -concentrated liquid of non-ionic nature Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	4.5 gal	\$80.51 2% increase will be implemented effective 11/1/2011 \$82.12		<u>2-3 days</u>
					<u>4.5 gal. pail</u> <u>15172 Ultra Dry</u> <u>Yes</u> <u>2-3 days</u> <u>.064 oz.</u> <u>.0089</u>
7.	High/ Low Temperature Deliming Agent -non-abrasive liquid acid detergent for deliming and stain removal from metal, glass, ceramic, tile, or cement surfaces -for use on dish machines, steam tables, coffee urns, and aluminum equipment -to be from specially selected acidic raw materials and organic detergents to reduce attack on equipment to be cleaned -chemical analysis to fall in the following ranges: nonionic (active synthetic detergent) 1-3% vehicles and buffering agents 40-65% phosphates less than 8.7% Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	4/1 gal	\$36.17 2% increase will be implemented effective 11/1/2011 \$36.89		<u>2-3 days</u>
					<u>4/ 1 gal.</u> <u>18700 Lime-A-Way</u> <u>Yes</u> <u>2- 3 days</u> <u>5 oz.</u> <u>.3532</u>
8.	Disinfectant, Germicidal Rinse -EPA registered quaternary ammonium sanitizer for use as a sanitizing rinse in 3-compartment sink. Safe on soft metals, stainless, steel, as well as hard water conditions up to 500 PPM. Color to be visible blue to insure sanitizer is present. Dilution ratio is 1 oz per 4 gallons of water -Test papers to be provided as per local health code and results to be included in service reports Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	4/1 gal	\$47.50 2% increase will be implemented effective 11/1/2011 \$48.45		<u>2-3 days</u>
					<u>4/ 1 gal.</u> <u>17781 Oasis 146</u> <u>Yes</u> <u>2- 3 days</u> <u>2.5 oz.</u> <u>.2319</u>

Item	Description	Qty	Price	Ext.	ARO
9.	Manual ware washing detergent	3/3lb	\$88.97		<u>2-3 days</u>
				2% increase will be implemented effective 11/1/2011 \$90.74	
				\$59.31 effective 11/1/11 for Apex Manual Detergent (2/3 lbs.)	
	-Use on pots, pans, dishware, and silverware				
	-solid block to be dispensed from a closed use system				
	provided by vendor with color and shape coding to ensure				
	proper product usage and dilution.				
	100% non-caustic				
	Pack size	<u>3/3 lbs.</u>	<u>2/3 lbs. effective 11/1/11</u>		
	Brand/ code	<u>16025 Mag Fusion-10362 Apex Manual Detergent effective</u>			
		<u>11/1/11</u>			
	Data sheets	<u>Yes</u>			
	Delivery ARO	<u>2-3 days</u>			
	Dilution ration / 10 gal of water	<u>.125 oz</u>			
	Use cost per 10 gal.	<u>.0772</u>			
10.	Sanitizer	2.5 gal	\$59.78		<u>2-3 days</u>
				2% increase will be implemented effective 11/1/2011 \$60.97	
	-EPA registered quaternary ammonium sanitizer for use				
	as a sanitizing rinse in a 3-compartment sink.				
	-Free rinsing sanitizer, disinfectant, and deodorizer				
	-Dilution ratio of 1 oz. per 4 gallons of water				
	with visible blue color upon dilution				
	-Test papers to be provided as per local health code and				
	results to be included in service reports				
	Pack size	<u>2.5 gal.</u>			
	Brand/ code	<u>17708 Oasis 146</u>			
	Data sheets	<u>Yes</u>			
	Delivery ARO	<u>2-3 days</u>			
	Dilution ration / 10 gal of water	<u>2.5 oz.</u>			
	Use cost per 10 gal.	<u>.2319</u>			
11.	Liquid Pot and Pan Soap	4/1 gal	\$32.25		<u>2-3 days</u>
				2% increase will be implemented effective 11/1/2011 \$32.89	
	-Non-abrasive, liquid heavy duty formula				
	-For use in all water conditions				
	-Product to be dispensed through vendor provided wall				
	mounted push button dispenser for proper amount of dispensing				
	Pack size	<u>4/1 gal.</u>			
	Brand/ code	<u>11262 Pan Dandy</u>			
	Data sheets	<u>Yes</u>			
	Delivery ARO	<u>2-3 days</u>			
	Dilution ration / 10 gal of water	<u>1.25 oz.</u>			
	Use cost per 10 gal.	<u>.0787</u>			
12.	Rinse Additive for Automatic Dish machines	5-gal	\$71.22		<u>2-3 days</u>
				2% increase will be implemented effective 11/1/2011 \$72.64	
	-For use in final rinse water of commercial				
	spray washing machines for speed drying				
	-Product should be colored so that it is readily seen				
	in the rinse injector devise.				
	Pack size	<u>5 gal. pail</u>			
	Brand/ code	<u>10934 Rinse Dry</u>			
	Data sheets	<u>Yes</u>			
	Delivery ARO	<u>2-3 days</u>			
	Dilution ration / 10 gal of water	<u>.032 oz.</u>			
	Use cost per 10 gal.	<u>.0035</u>			

<u>Item</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>	<u>Ext.</u>	<u>ARO</u>
13.	Quaternary Sanitizer -EPA registered water based quat ammonium sanitizer/ disinfectant -Safe for use with all metals -Vendor to supply electronic locking dispenser for proper dispensing to be maintained by vendor -Test papers to be provided as per local health code and results to be included in service reports Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	2/77 oz.	\$ 46.50 2% increase will be implemented effective 11/1/2011 \$47.43		<u>2-3 days</u>
14.	High/ Low Temperature Dish machine Powder -chlorinated/ defoamer for low temp foam control -safe on flat ware, plastic, china, and aluminum -individual packages for portion control -to include food protein inhibitors & be biodegradable -dispensing system to be provided by vendor for dispensing -Yield to be 1.6 oz per 10 gallons of water at .12% solution Pack size Brand/ code Data sheets Delivery ARO Dilution ration / 10 gal of water Use cost per 10 gal.	15/3 lb	\$ 39.90 2% increase will be implemented effective 11/1/2011 \$40.69		<u>2-3 days</u>
15.	Workers right to know station set-up -to include a wall mounted waterproof notebook with updates on MSDS and product applications -manual and set up to be installed by awarded contractor -English & Spanish Pack size Brand/ code Delivery ARO	each	\$ 65.00 2% increase will be implemented effective 11/1/2011 \$66.30		<u>2-3 days</u>
16.	Pot & Pan Detergent for power wash sinks -stable sudsing action throughout wash cycle -5-gal. container to include closed suction system to eliminate contamination -must cut through baked on crusty food soils -vendor to supply key lock dispenser to accurate settings on chemical dispensing Pack size Brand/ code Data sheets Delivery ARO Dilution ratio/ 10 gal. of water Use cost per 10 gal. Cost of dispenser	5-gal.	\$79.95 2% increase will be implemented effective 11/1/2011 \$81.54		<u>2-3 days</u>

Item	Description	Qty	Price	Ext.	ARO
17.	Multi-Purpose Cleaner for Automatic Hood	4/1 gal.	\$ 39.90		<u>2-3 days</u>
					2% increase will be implemented effective 11/1/2011 \$40.69
	Cleaning Systems				
	-Safe for all washable surfaces				
	-concentrated				
	-product must state it is for hood cleaning systems				
	Specification sheets				
	-Cost of vendor supplied dispenser if required			\$ <u>N/A</u>	
	Pack size	<u>4/1 gal.</u>			
	Brand/ code	<u>15651 Encompass</u>			
	Data sheets	<u>Yes</u>			
	Delivery ARO	<u>2-3 days</u>			
	Dilution ratio/ 10 gal. of water	<u>2 oz.</u>			
	Use cost per 10 gal.	<u>1558</u>			
	Cost of dispenser	<u>No charge</u>			

18. Markup over cost or discount from list price for other dish machine and food service cleaning chemicals not identified on this proposal

- % markup
Or
25% from list price

Current list price of products must be submitted for evaluation purposes.

16. Response time on service calls? 2 hours
17. Response time on phone calls? 1 hour
18. Number of representatives assigned to cooperative? 7 employees

List of three local area customers for reference purposes?
(Please include contact, company name, and phone number)

El Paso ISD, P.O. Box 20100 El Paso, TX 79998 – Nancy Nordell- 915-887-6507
Austin ISD, 1111 W. 6th St. Austin, TX 78703 – Kirk Perry – 512-414-2114
Katy ISD, 5364 Franz Rd. Katy, TX 77493 – Lydia Bontempo – 281-396-6240

19. Will vendor offer any discounts for items awarded if cooperative member buys full pallets?

Yes No

If yes, please explain

Freight discount schedule	<u>Gross weight</u>	<u>Discount</u>
	3,000-7,500	2%
	7,501-15,00	3%
	15,001-20,000	4%
	20,0001 +	6%

20. Will vendor offer any discounts for single item purchases that exceed \$2500?

Yes _____ No X

If yes, please explain

21. Will vendor offer any discounts for single item purchases that exceed \$5,000?

Yes X No _____

If yes, please explain

See item 19, freight discount schedule.

22. Number of Service Vehicles in El Paso County?

Ecolab has 7 service vehicles registered in El Paso County.

23. Provide copies of service reports used and tools used to communicate with end users of products with submission of proposal:

Service report and product information sheets attached.

24. Provide details on other value added services the vendor can provide such as dish machine parts replacement and trouble shooting, etc.

Ecolab, Inc can supply our spot pac dish machine parts, a complete line of repair parts available to Region 19. All items above the dish machine water line will be replaced with no labor charges. Below water line replacement parts come with technical assistance and aid in trouble shooting problems.

Ecolab can provide water filtration systems for steamers and ice machines. Filtration systems are installed and filters replaced at appropriate intervals with no labor charges if purchasing Ecolab systems and filters.

Ecolab can provide the Daydots Food Safety Solutions to Region 19. Food rotation labeling discounted 15% and all other items 10% from current catalog pricing.

All Ecolab personnel are Serv Safe certified. Ecolab representatives provide normal dish machine service as per bid specifications and can also provide the Ecolab 360 of protection program, taking every aspect of your operation into account.

Ecolab offers a complete testing facility to our customers to help solve tough cleaning issues, not only in the kitchen but in the entire facility.

Ecolab local reps have over 85 combined years of experience in the industry. They can provide bilingual in-service training for Region 19 employees.

Ecolab can provide a full line of lease dish machines to Region 19; single, double and conveyor. Ecolab will install machines, train Region 19 employees on operation, as well as provide all parts, labor and service for the entire lease period.

Approved by: _____

Date: _____

(James R. Vasquez- Executive Director)
 (James R. Vasquez- Executive Director)
 (Sonia Eubank – Associate Executive Director)
 (James R. Vasquez- Executive Director)

(September 1, 2009)
 (July 28, 2010)
 (July 26, 2011)
 (August 8, 2012)