

**EDUCATION SERVICE CENTER REGION 19**  
**RFP AWARD SUMMARY**

**RFP TITLE:** Chemical Dispensing Systems and Related- ESC Region 19 and Head Start  
**RFP NUMBER:** 12-6797  
**RFP OPENING DATE:** June 14, 2012  
**CONTRACT TERM:** Date of Award until August 31, 2013 with the option to extend in 12 month increments not to exceed 36 months in the aggregate  
**(Extended by Region 19 until August 31, 2014)**  
**(Extended by Region 19 until August 31, 2015)**  
**FUNDING SOURCE:** Various Region 19 Purchasing Cooperative members  
**RFP's ISSUED:** 25  
**RESPONSES:** 4  
**ADVERTISEMENT DATES:** May 18<sup>th</sup> & May 25<sup>th</sup>, 2012  
**BOARD MEETING DATE:** July 19<sup>th</sup>, 2012

**RECOMMENDED FOR AWARD** **Ecolab, Inc.**  
**Laun-Dry Supply Company, Inc.**  
**Spectrum Paper Company, Inc. (HUB)**  
**Southwestern Mill Distributors, Inc.**

**TOTAL (estimated)** \$100,000,000 / year

**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 but in the best interest of the ESC Region 19 Purchasing Cooperative multiple vendors were awarded.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19

Nancy Alvarado  
ESC Region 19

Martin Camacho  
ESC Region 19

**ORDER INFORMATION:**

**Ecolab, Inc.**

Attn: Shaun Freeze  
370 Wabasha St. North  
St. Paul, MN 55102  
651-293-4311 / 1-800-352-5326  
Fax: 651-293-2682  
[www.ecolab.com](http://www.ecolab.com) / [shaun.freeze@ecolab.com](mailto:shaun.freeze@ecolab.com)

**Laun-Dry Supply Company, Inc.**

Attn: David Royalty - 915-204-7411  
3800 Durazno  
El Paso, TX 79905  
915-533-8217 / 800-995-2863  
Fax: 915-533-1301  
[www.laun-drysupply.com](http://www.laun-drysupply.com) / [maxiglik@me.com](mailto:maxiglik@me.com)

## ORDER INFORMATION:

### Spectrum Paper Company, Inc. (HUB)

Attn: Jim Brown  
27 Concord St.  
El Paso, TX 79906  
915-595-0020  
Fax: 915-595-3435  
[www.spectrumpaper.com](http://www.spectrumpaper.com) / [jimbrown@spectrumpaper.com](mailto:jimbrown@spectrumpaper.com)

### Southwestern Mill Distributors, Inc.

Attn: Rod Sterling  
PO BOX 1202  
El Paso, TX 79947  
915-532-4693  
Fax: 915-532-4120  
[www.swmill.net](http://www.swmill.net) / [rods@swmill.net](mailto:rods@swmill.net)

## 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 600 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.
20. This proposal is requesting vendors provide green chemical substitutions for all chemicals proposed. By definition green chemicals are a class of compounds that are biodegradable. Each ESC Region 19 Purchasing Cooperative member must have the ability to choose whether they want to utilize a green chemical program by means of this contract. A complete list of specifications and MSDS must be provided and easily identified for both non-bio degradable and bio degradable chemicals submitted.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
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1.	Chemical Dispensing System	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>N/R</u>
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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 Dispensers

1<sup>st</sup> low – Ecolab, Inc.

	Chemical Dispensing System	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>2-3 days</u>
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Brand/ Model: Buckeye Smart Center

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

	Chemical Dispensing System	<u>\$ 189.00</u>	<u>N/R</u>	<u>7 days</u>
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Brand/ Model: Versafill 2 # 9066 – Dispensers will be at no charge if school district signs a 3 year agreement

2<sup>nd</sup> low – Southwestern Mill Distributors, Inc.

	Chemical Dispensing System	<u>\$ 85.00</u>	<u>N/R</u>	<u>1-10 days</u>
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Brand/ Model: Betco Fast Draw 4

3<sup>rd</sup> low – Spectrum paper Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
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<b>2.</b>	<b>Mounting Racks</b>	<b><u>\$ 0.00</u></b>	<b><u>\$ 0.00</u></b>	<b><u>N/R</u></b>
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Capable of holding four (4) chemicals

Brand/ Model: Oasis Wall Racks

NOTE- OTHER DISPENSING SYSTEMS (PORTABLE, SMALLER, AND OTHERWISE CAN BE PROVIDED IN THE SPACE BELOW FOR ITEM 1, BUT MINIMALLY THE UNIT DESCRIBED ABOVE MUST BE COMPARABLE IN PERFORMANCE AS PER SPECIFICATIONS PROVIDED.

OPTION A

DESCRIPTION: QC Dispenser

MODEL NUMBER: QC up to four product dispenser

COST INSTALLED AS PER SPECIFICATIONS: \$0.00 as long as Ecolab chemicals are used

SPECIFICATION SHEET MUST BE PROVIDED FOR EVALUATION

OPTION B

DESCRIPTION: Mobil cleaning cart that holds up to four products.

MODEL NUMBER: Cleaning Caddy

COST INSTALLED AS PER SPECIFICATIONS: \$999.99

SPECIFICATION SHEET MUST BE PROVIDED FOR EVALUATION

OPTION C

DESCRIPTION: Back pack with applicator

MODEL NUMBER: Phazer Mobile Floor Care System

COST INSTALLED AS PER SPECIFICATIONS: \$150.12 per system, \$8.25 per pad applicator. \$33.15 per 5 pack pad applicator

SPECIFICATION SHEET MUST BE PROVIDED FOR EVALUATION

**1<sup>st</sup> low – Ecolab, Inc.**

<b>Mounting Racks</b>	<b><u>\$ 0.00</u></b>	<b><u>\$ 0.00</u></b>	<b><u>2-3 days</u></b>
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Capable of holding four (4) chemicals

Brand/ Model: Buckeye Smart Center – The smart sacs are attached to hooks provided with installation.

**1<sup>st</sup> low – Laun-Dry Supply Company, Inc.**

<b>Mounting Racks</b>	<b><u>\$ 0.00</u></b>	<b><u>\$ 0.00</u></b>	<b><u>7 days</u></b>
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Capable of holding four (4) chemicals

Brand/ Model: Versafill Mountrack

**2<sup>nd</sup> low –Southwestern Mill Distribution, Inc.**

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
<b>Mounting Racks</b>		<b>\$ <u>10.00</u></b>	<b><u>N/R</u></b>	<b><u>1-10 days</u></b>

Capable of holding four (4) chemicals

Brand/ Model: **Betco Fast Draw**

OPTION A

DESCRIPTION: Fast Draw (single)

MODEL NUMBER: 99947

COST INSTALLED AS PER SPECIFICATIONS: \$0.00

SPECIFICATION SHEET MUST BE PROVIDED FOR EVALUATION

OPTION B

DESCRIPTION: Fast Draw Portable Unit

MODEL NUMBER: N/R

COST INSTALLED AS PER SPECIFICATIONS: \$0.00

SPECIFICATION SHEET MUST BE PROVIDED FOR EVALUATION

OPTION C

DESCRIPTION: Fast Draw Foam Gun

MODEL NUMBER: N/R

COST INSTALLED AS PER SPECIFICATIONS: \$0.00

SPECIFICATION SHEET MUST BE PROVIDED FOR EVALUATION

**3<sup>rd</sup> low Spectrum paper Company, Inc.**

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
<b>3.</b>	<b>Neutral Floor Cleaner &amp; Maintainer</b>	<b>\$ <u>64.39</u></b>	<b>\$ <u>11,920.54</u></b>	<b><u>1-10 days</u></b>

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** **5 oz.**

**Use cost per 10 gallons** **\$ 1.19**

**Cost** **\$ 64.39**

**Brand/ Model: Betco PH7 17847**

**Package size: 4 2 liter / case**

Estimated annual usage- 100,000 gallons

**1<sup>st</sup> low – Spectrum paper Company, Inc.**

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Neutral Floor Cleaner & Maintainer	\$ <u>19.44</u>	\$ <u>14,395.73</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.44</u>		
	Cost	\$ <u>19.44</u>		
	Brand/ Model: <u>Spartan-COG Damp Mop</u>			
	Package size: <u>4-2 liter / case</u>			

2<sup>nd</sup> low –Southwestern Mill Distribution, Inc.

	Neutral Floor Cleaner & Maintainer	\$ <u>42.80</u>	\$ <u>26,750.00</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	\$ <u>2.68</u>		
	Cost	\$ <u>42.80</u>		
	Brand/ Model: <u>Ecolab / Oasis 110g / 15778 Oasis 100 #14522</u>			
	Package size: <u>2.5 gallon / case</u>			

3<sup>rd</sup> low – Ecolab, Inc.

**Correction on Brand/Model: Ecolab Oasis 100 #14522 as of August 10, 2012**

Neutral Floor Cleaner & Maintainer

No Bid – Laundry Supply Company, Inc.

	Biodegradable Neutral Floor Cleaner & Maintainer	\$ <u>49.92</u>	\$ <u>10,000.00</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>10 oz.</u>		
	Use cost per 10 gallons	\$ <u>0.984</u>		
	Cost	\$ <u>49.92</u>		
	Brand/ Model: <u>Buckeye True 7 (Green seal Certified)</u>			
	Package size: <u>3 x 5 liters / case</u>			

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

	Biodegradable Neutral Floor Cleaner & Maintainer	\$ <u>64.94</u>	\$ <u>12,022.36</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>5 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.20</u>		
	Cost	\$ <u>64.94</u>		
	Brand/ Model: <u>Betco Green Earth 53647</u>			
	Package size: <u>4-2 liters / case</u>			

2<sup>nd</sup> low Spectrum paper Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Biodegradable Neutral Floor Cleaner & Maintainer	\$ <u>74.81</u>	\$ <u>23,378.13</u>	<u>2-3 days</u>

Dilution ration per 10 gallons                    10 oz.  
 Use cost per 10 gallons                            \$ 2.34  
 Cost    \$ 74.81  
 Brand/ Model: Ecolab / Oasis 110g / 15778  
 Package size: 2.5 gallon / case

3<sup>rd</sup> low – Ecolab, Inc.

	Biodegradable Neutral Floor Cleaner & Maintainer	\$ <u>39.00</u>	\$ <u>28,880.33</u>	<u>7 days</u>
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Dilution ration per 10 gallons                    20 oz.  
 Use cost per 10 gallons                            \$ 2.89  
 Cost    \$ 39.00  
 Brand/ Model: Ecolab / Oasis 110g / 15778  
 Package size: 2.5 gallon / case

4<sup>th</sup> low – Southwestern Mill Distributors, Inc.

<b>4.</b>	<b>All Purpose Cleaner</b>	\$ <u>36.94</u>	\$ <u>20,201.56</u>	<u>2-3 days</u>
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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                            \$ 1.15  
 Estimated annual usage- 175,000 gallons

Brand/ Model: Ecolab Oasis 115XP / 10625  
 Package size: 2.5 gallon

1<sup>st</sup> low – Ecolab, Inc.

	All Purpose Cleaner	\$ <u>37.40</u>	\$ <u>48,467.12</u>	<u>1-10 days</u>
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Dilution ration per 10 gallons                    20 oz.  
 Use cost per 10 gallons                            \$ 2.75

Brand/ Model: Betco TopFlite  
 Package size: 4 – 2 liters / case

2<sup>nd</sup> low – Spectrum Paper Company, Inc.



<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Biodegradable All Purpose Cleaner	<u>\$ 39.00</u>	<u>\$ 50,540.58</u>	<u>7 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 2.89</u>		
	Brand/ Model: <u>Spartan – COG Tribase #4830</u>			
	Package size: <u>4 - 2 liters / case</u>			
				3 <sup>rd</sup> low – Southwestern Mill Distributors, Inc.

	Biodegradable All Purpose Cleaner	<u>\$ 42.43</u>	<u>\$ 54,985.56</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 3.14</u>		
	Brand/ Model: <u>Betco Green Earth 19847</u>			
	Package size: <u>4 - 2 liters / case</u>			
				4 <sup>th</sup> low – Spectrum Paper Company, Inc.

<b>5.</b>	<b>All Purpose Cleaner</b>	<u>\$ 42.80</u>	<u>\$ 4,683.00</u>	<u>2-3 days</u>
	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	<u>10 oz.</u>		
	Use cost per 10 gallons	<u>\$ 1.338</u>		
	Estimated annual usage- 35,000 gallons			
	Brand/ Model: <u>Ecolab Oasis 139G / 17704 Oasis 266 / #15131</u>			
	Package size: <u>2.5 gallon</u>			
				1 <sup>st</sup> low – Ecolab, Inc.

**Correction on Brand/Model: Ecolab Oasis 266 #15131 as of August 10, 2012**

	All Purpose Cleaner	<u>\$ 59.94</u>	<u>\$ 13,062.80</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 3.73</u>		
	Brand/ Model: <u>Betco Citrus Chisel 16747</u>			
	Package size: <u>4-2 liters / case</u>			
				2 <sup>nd</sup> low – Spectrum Paper Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	All Purpose Cleaner	\$ <u>59.94</u>	\$ <u>15,535.40</u>	<u>7 days</u>
	Dilution ratio per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	\$ <u>4.44</u>		
	Brand/ Model: <u>Spartan – COG Degreaser #4734</u>			
	Package size: <u>4-2 liters / case</u>			
			3 <sup>rd</sup> low – Southwestern Mill Distributors, Inc.	
	All Purpose Cleaner		No Bid – Laundry Supply Company, Inc.	
	Biodegradable All Purpose Cleaner	\$ <u>65.28</u>	\$ <u>4,576.92</u>	<u>2-3 days</u>
	Dilution ratio per 10 gallons	<u>10 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.287</u>		
	Cost	\$ <u>65.28</u>		
	Brand/ Model: <u>Buckeye Ram (Green seal Certified)</u>			
	Package size: <u>3 x 5 liters / case</u>			
			1 <sup>st</sup> low – Laun-Dry Supply Company, Inc.	
	Biodegradable All Purpose Cleaner	\$ <u>48.19</u>	\$ <u>5,270.78</u>	<u>2-3 days</u>
	Dilution ratio per 10 gallons	<u>10 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.51</u>		
	Cost	\$ <u>48.19</u>		
	Brand/ Model: <u>Ecolab Oasis 139G / 17704</u>			
	Package size: <u>2.5 gallon / case</u>			
			2 <sup>nd</sup> low Ecolab, Inc.	
	Biodegradable All Purpose Cleaner	\$ <u>39.00</u>	\$ <u>10,108.12</u>	<u>7 days</u>
	Dilution ratio per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	\$ <u>2.89</u>		
	Cost	\$ <u>39.00</u>		
	Brand/ Model: <u>Spartan – COG Tribase #4830</u>			
	Package size: <u>4-2 liters / case</u>			
			3 <sup>rd</sup> low – Southwestern Mill Distributors, Inc.	

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Biodegradable All Purpose Cleaner	<u>\$ 41.20</u>	<u>\$ 32,034.95</u>	<u>1-10 days</u>

Dilution ration per 10 gallons 60 oz.  
 Use cost per 10 gallons \$ 9.15  
 Cost \$ 41.20

**Brand/ Model:** Betco Natural Degreaser  
**Package size:** 4-2 liters / case

4<sup>th</sup> low – Spectrum Paper Company, Inc.

<b>6.</b>	<b>Glass Cleaner</b>	<u>\$ 73.44</u>	<u>\$ 13,595.97</u>	<u>7 days</u>
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Ammoniated cleaner  
 No residual or smears  
 No chlorine  
 Dilution ration per 10 gallons 20 oz.  
 Use cost per 10 gallons \$ 5.44  
 Estimated annual usage- 25,000 gallons

**Brand/ Model:** Spartan COG Glass Cleaner #4730  
**Package size:** 4-2 liters / case

1<sup>st</sup> low – Southwestern Mill Distributors, Inc.

	<b>Glass Cleaner</b>	<u>\$ 92.20</u>	<u>\$ 17,069.02</u>	<u>1-10 days</u>
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Dilution ration per 10 gallons 20 oz.  
 Use cost per 10 gallons \$ 6.83

**Brand/ Model:** Betco Deep Blue  
**Package size:** 4-2 liters / case

2<sup>nd</sup> low – Spectrum Paper Company, Inc.

	<b>Glass Cleaner</b>	<u>\$ 47.94</u>	<u>\$ 29,962.50</u>	<u>7 days</u>
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Dilution ration per 10 gallons 80 oz.  
 Use cost per 10 gallons \$ 11.99  
 Estimated annual usage- 25,000 gallons

**Brand/ Model:** Ecolab / Oasis 255sf / 11227  
**Package size:** 2.5 gallon / case

3<sup>rd</sup> low – Ecolab, Inc.

**Glass Cleaner** No Bid – Laun-Dry Supply Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
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	Biodegradable Glass Cleaner	<u>\$ 42.93</u>	<u>\$ 7,947.65</u>	<u>7 days</u>
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Dilution ration per 10 gallons	<u>20 oz.</u>
Use cost per 10 gallons	<u>\$ 3.18</u>
Cost	<u>\$ 42.93</u>

Brand/ Model: Spartan – Bio-Renewable Glass Cleaner  
 Package size: 4-2 liters / case

1<sup>st</sup> low – Southwestern Mill Distribution, Inc.

	Biodegradable Glass Cleaner	<u>\$ 86.83</u>	<u>\$ 17,393.83</u>	<u>2-3 days</u>
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Dilution ration per 10 gallons	<u>40 oz.</u>
Use cost per 10 gallons	<u>\$ 6.96</u>
Cost	<u>\$ 86.83</u>

Brand/ Model: Buckeye Star Spray Concentrate (Green seal Certified)  
 Package size: 3 x 5 liters / case

2<sup>nd</sup> low – Laun-Dry Supply Company, Inc.

	Biodegradable Glass Cleaner	<u>\$ 106.20</u>	<u>\$ 19,660.84</u>	<u>7 days</u>
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Dilution ration per 10 gallons	<u>20 oz.</u>
Use cost per 10 gallons	<u>\$ 7.86</u>
Cost	<u>\$ 106.20</u>

Brand/ Model: Betco Green Earth 53547  
 Package size: 4-2 liters / case

3<sup>rd</sup> low – Spectrum paper Company, Inc.

	Biodegradable Glass Cleaner		<b>No Bid – Ecolab, Inc.</b>	
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<b>7.</b>	<b>Glass Cleaner</b>	<b>\$ 63.35</b>	<b>\$ 13,135.37</b>	<b><u>1-10 days</u></b>
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Non-ammoniated cleaner  
 Streak free  
 Dilution ration per 10 gallons 20 oz.  
 Use cost per 10 gallons \$ 4.69  
 Estimated annual usage- 28,000 gallons

Brand/ Model: Betco Clear Image  
 Package size: 4-2 liters / case

1<sup>st</sup> low – Spectrum Paper Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	<b>Glass Cleaner</b>	<b>\$ <u>73.44</u></b>	<b>\$ <u>15,277.49</u></b>	<b><u>7 days</u></b>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 5.44</u>		
	Estimated annual usage- 28,000 gallons			

**Brand/ Model:** Spartan – COG Super Concentrated Glass Cleaner 4730  
**Package size:** 4-2 liters / case

2<sup>nd</sup> low – Spectrum Paper Company, Inc.

	<b>Glass Cleaner</b>	<b>\$ <u>47.94</u></b>	<b>\$ <u>16,779.00</u></b>	<b><u>2-3 days</u></b>
	Dilution ration per 10 gallons	<u>40 oz.</u>		
	Use cost per 10 gallons	<u>\$ 5.99</u>		
	Estimated annual usage- 28,000 gallons			

**Brand/ Model:** Oasis 259 / 24155  
**Package size:** 2.5 gallon / case

3<sup>rd</sup> low – Ecolab, Inc.

**Glass Cleaner** **No Bid – Laun-Dry Supply Company, Inc.**

	<b>Biodegradable Glass Cleaner</b>	<b>\$ <u>42.93</u></b>	<b>\$ <u>8,901.36</u></b>	<b><u>7 days</u></b>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 3.18</u>		
	Cost	<u>\$ 42.93</u>		

**Brand/ Model:** Spartan – COG Bio Renewable Glass Cleaner #4835  
**Package size:** 4-2 liters / case

1<sup>st</sup> low – Southwestern Mill Distributors, Inc.

	<b>Biodegradable Glass Cleaner</b>	<b>\$ <u>52.93</u></b>	<b>\$ <u>18,525.50</u></b>	<b><u>2-3 days</u></b>
	Dilution ration per 10 gallons	<u>40 oz.</u>		
	Use cost per 10 gallons	<u>\$ 6.62</u>		
	Cost	<u>\$ 52.93</u>		

**Brand/ Model:** Ecolab / Oasis 258G / 17700  
**Package size:** 2.5 gallon

2<sup>nd</sup> low – Ecolab, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Biodegradable Glass Cleaner	<u>\$ 86.83</u>	<u>\$ 19,481.09</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>40 oz.</u>		
	Use cost per 10 gallons	<u>\$ 6.96</u>		
	Cost	<u>\$ 86.83</u>		

**Brand/ Model:** Buckeye Star Spray Concentrate (Green Seal Certified)  
**Package size:** 3 x 5 liters / case

3<sup>rd</sup> low – Laun-Dry Supply Company, Inc.

	Biodegradable Glass Cleaner	<u>\$ 106.20</u>	<u>\$ 22,020.14</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 7.86</u>		
	Cost	<u>\$ 106.20</u>		

**Brand/ Model:** Betco Green Earth  
**Package size:** 4-2 liters / case

4<sup>th</sup> low – Spectrum Paper Company, Inc.

<b>8.</b>	<b>Non-Caustic Heavy duty degreaser</b>	<u>\$ 43.95</u>	<u>\$ 3,844.40</u>	<u>2-3 days</u>
	USDA approved			
	Surfactant based			
	General purpose use			
	Dilution ration per 10 gallons	<u>10 oz.</u>		
	Use cost per 10 gallons	<u>\$ 1.439</u>	<u>\$1.373</u>	
	Estimated annual usage- 28,000 gallons			

**Brand/ Model:** Ecolab Oasis 139G / 14175 Oasis 133 / #14175  
**Package size:** 2.5 gallon

1<sup>st</sup> low – Ecolab, Inc.

**Correction on Brand/Model: Ecolab Oasis 133 #14175 and Use cost per 10 gallons (\$1.373) as of August 10, 2012**

	Non-Caustic Heavy duty degreaser	<u>\$ 50.40</u>	<u>\$ 10,450.24</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 3.73</u>		
	Estimated annual usage- 28,000 gallons			

**Brand/ Model:** Betco Citrus Chisel  
**Package size:** 4-2 liters / case

2<sup>nd</sup> low – Spectrum Paper Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
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	<b>Non-Caustic Heavy duty degreaser</b>	<b>\$ <u>55.22</u></b>	<b>\$ <u>11,449.64</u></b>	<b><u>7 days</u></b>
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Dilution ration per 10 gallons                    20 oz.  
 Use cost per 10 gallons                            \$ 4.09  
 Estimated annual usage- 28,000 gallons

**Brand/ Model: Spartan – COG Clean by Peroxy**  
**Package size: 4-2 liters / case**

3<sup>rd</sup> low – Southwestern Mill Distributors, Inc

**Non-Caustic Heavy duty degreaser**

No Bid – Laun-Dry Supply Company, Inc.

	<b>Biodegradable Non-Caustic Heavy Duty Degreaser</b>	<b>\$ <u>71.30</u></b>	<b>\$ <u>3,999.20</u></b>	<b><u>2-3 days</u></b>
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Dilution ration per 10 gallons                    10 oz.  
 Use cost per 10 gallons                            \$ 1.43  
 Cost    \$ 71.30

**Brand/ Model: Buckeye Food Master**  
**Package size: 3 x 5 liter / case**

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

	<b>Biodegradable Non-Caustic Heavy Duty Degreaser</b>	<b>\$ <u>48.19</u></b>	<b>\$ <u>4,216.63</u></b>	<b><u>2-3 days</u></b>
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Dilution ration per 10 gallons                    10 oz.  
 Use cost per 10 gallons                            \$ 1.51  
 Cost    \$ 48.19

**Brand/ Model: Ecolab / Oasis 139G / 17704**  
**Package size: 2.5 gallon**

2<sup>nd</sup> low – Ecolab, Inc.

	<b>Biodegradable Non-Caustic Heavy Duty Degreaser</b>	<b>\$ <u>40.50</u></b>	<b>\$ <u>25,192.54</u></b>	<b><u>7 days</u></b>
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Dilution ration per 10 gallons                    60 oz.  
 Use cost per 10 gallons                            \$ 9.00  
 Cost    \$ 40.50

**Brand/ Model: Spartan – COG Green Solutions Industrial Degreaser #3515**  
**Package size: 4-2 liter / case**

3<sup>rd</sup> low – Southwestern Mill Distributors, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Biodegradable Non-Caustic Heavy Duty Degreaser	\$ <u>41.20</u>	\$ <u>25,627.96</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>60 oz.</u>		
	Use cost per 10 gallons	\$ <u>9.15</u>		
	Cost	\$ <u>41.20</u>		
	Brand/ Model: <u>Betco Natural Degreaser</u>			
	Package size: <u>4-2 liter / case</u>			

4<sup>th</sup> low – Spectrum Paper Company, Inc.

<b>9.</b>	<b>Quaternary Detergent &amp; disinfectant</b>	\$ <u>64.39</u>	\$ <u>8,582.79</u>	<u>1-10 days</u>
	Neutral 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	<u>5 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.19</u>		
	Estimated annual usage- 72,000 gallons			
	Brand/ Model: <u>Betco PH7Q</u>			
	Package size: <u>4-2 liter / case</u>			

1<sup>st</sup> low – Spectrum Paper Company, Inc.

	<b>Quaternary Detergent &amp; disinfectant</b>	\$ <u>46.05</u>	\$ <u>10,361.25</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>10 oz.</u>		
	Use cost per 10 gallons	\$ <del>46.05</del> <u>\$1.44</u>		
	Estimated annual usage- 72,000 gallons			
	Brand/ Model: <u>Ecolab / Oasis 531 / 14162</u>			
	Package size: <u>2.5 gallon</u>			

2<sup>nd</sup> low – Ecolab, Inc.

**Correction on Use cost per 10 gallons from \$46.05 to \$1.44 as of August 10, 2012**

	<b>Quaternary Detergent &amp; disinfectant</b>	\$ <u>33.75</u>	\$ <u>8,582.79</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	\$ <u>2.50</u>		
	Estimated annual usage- 72,000 gallons			
	Brand/ Model: <u>Spartan – COG HDQ #4702</u>			
	Package size: <u>4-2 liter / case</u>			

3<sup>rd</sup> low – Southwestern Mill Distributors, Inc.

Quaternary Detergent & disinfectant No Bid – Laun-Dry Supply Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	Biodegradable Quaternary Detergent & Disinfectant	\$ <u>121.39</u>	\$ <u>8,754.09</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>5 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.22</u>		
	Cost	\$ <u>121.39</u>		

Brand/ Model: Buckeye Sanicare Quat 256  
Package size: 3 x 5 liters / case

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

	Biodegradable Quaternary Detergent & Disinfectant	\$ <u>67.15</u>	\$ <u>8,960.58</u>	<u>1-10 days</u>
	Dilution ration per 10 gallons	<u>5 oz.</u>		
	Use cost per 10 gallons	\$ <u>1.24</u>		
	Cost	\$ <u>67.15</u>		

Brand/ Model: Betco Green Earth Daily Disinfectant Cleaner  
Package size: 4-2 liters / case

2<sup>nd</sup> low – Spectrum Paper Company, Inc.

	Biodegradable Quaternary Detergent & Disinfectant	\$ <u>33.75</u>	\$ <u>17,994.67</u>	<u>7 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	\$ <u>2.50</u>		
	Cost	\$ <u>33.75</u>		

Brand/ Model: Spartan – COG Green Solutions Disinfectant Cleaner #3513  
Package size: 4-2 liters / case

3<sup>rd</sup> low – Southwestern Mill Distributors, Inc.

Biodegradable Quaternary Detergent & Disinfectant **No Bid – Ecolab, Inc.**

**10. Liquid Oven Cleaner** **\$ 49.79** **\$ 4,667.81** **1-10 days**

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 \$ 3.89  
Estimated annual usage- 12,000 gallons

Brand/ Model: Ecolab / Greasecutter Plus / 19513  
Package size: 4 / 1 gallon

1<sup>st</sup> low –Ecolab, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	<b>Liquid Oven Cleaner</b>	<b>\$ <u>64.96</u></b>	<b>\$ <u>6,246.15</u></b>	<b><u>2-3 days</u></b>
	Dilution ration per 10 gallons	<u>40 oz.</u>		
	Use cost per 10 gallons	<u>\$ 5.21</u>		
	Estimated annual usage- 12,000 gallons			
	<b>Brand/ Model: <u>Buckeye Liberate</u></b>			
	<b>Package size: <u>3 x 5 liters / case</u></b>			<b>2<sup>nd</sup> low – Laun-Dry Supply company, Inc.</b>
	<b>Liquid Oven Cleaner</b>	<b>\$ <u>40.00</u></b>	<b>\$ <u>11,250.00</u></b>	<b><u>7 days</u></b>
	Dilution ration per 10 gallons	<u>120 oz.</u>		
	Use cost per 10 gallons	<u>\$ 9.38</u>		
	Estimated annual usage- 12,000 gallons			
	<b>Brand/ Model: <u>Spartan – Oven &amp; Grill Cleaner #3194</u></b>			
	<b>Package size: <u>4 / 1 gallon / case</u></b>			<b>3<sup>rd</sup> low – Southwestern Mill Distributors, Inc.</b>
	<b>Liquid Oven Cleaner</b>			<b>No Bid – Spectrum Paper Company, Inc.</b>
	<b>Biodegradable Liquid Oven Cleaner</b>	<b>\$ <u>58.36</u></b>	<b>\$ <u>5,471.25</u></b>	<b><u>2-3 days</u></b>
	Dilution ration per 10 gallons	<u>40 oz.</u>		
	Use cost per 10 gallons	<u>\$ 4.56</u>		
	Cost	<u>\$ 58.36</u>		
	<b>Brand/ Model: <u>Ecolab / Grease cutter Plus / 19513</u></b>			
	<b>Package size: <u>4 / 1 gallon / case</u></b>			<b>1<sup>st</sup> low – Ecolab, Inc.</b>
	<b>Biodegradable Liquid Oven Cleaner</b>			<b>No Bid – Laundry Supply Company, Inc. Spectrum Paper Company, Inc. Southwestern Mill Distributors, Inc.</b>

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
11.	<b>Air Freshener</b>	<b>\$ <u>68.59</u></b>	<b>\$ <u>1,714.80</u></b>	<b><u>2-3 days</u></b>

Spray bottle application  
 For use in common areas  
 Provide different fragrances  
 Dilution ration per 10 gallons  
 Use cost per 10 gallons  
 Estimated annual usage- 2,000 gallons

40 oz.  
\$ 8.574

**Brand/ Model: Ecolab / Lavender Paradise / 6100143**  
**Package size: 2.5 gallon**

1<sup>st</sup> low – Ecolab, Inc.

<b>Air Freshener</b>	<b>\$ <u>119.23</u></b>	<b>\$ <u>1,765.85</u></b>	<b><u>1-10 days</u></b>
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Dilution ration per 10 gallons  
 Use cost per 10 gallons  
 Estimated annual usage- 2,000 gallons

20 oz.  
\$ 8.83

**Brand/ Model: Betco Ocean**  
**Package size: 4-2 liters / case**

2<sup>nd</sup> low – Spectrum Paper Company, Inc.

<b>Air Freshener</b>	<b>\$ <u>127.58</u></b>	<b>\$ <u>1,889.51</u></b>	<b><u>7 days</u></b>
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Dilution ration per 10 gallons  
 Use cost per 10 gallons  
 Estimated annual usage- 2,000 gallons

20 oz.  
\$ 9.45

**Brand/ Model: Spartan – COG Airlift Tropical #4710**  
**Package size: 4-2 liters / case**

3<sup>rd</sup> low – Southwestern Mill Distributors, Inc.

<b>Air Freshener</b>		<b>No Bid – Laun-Dry Supply Company, Inc.</b>	
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<b>Item</b>	<b>Description</b>	<b>Unit cost</b>	<b>Extension</b>	<b>ARO</b>
	Biodegradable Air Freshener	<u>\$ 93.63</u>	<u>\$ 1,500.48</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>40 oz.</u>		
	Use cost per 10 gallons	<u>\$ 7.50</u>		
	Cost	<u>\$ 93.63</u>		
	Brand/ Model: <u>Buckeye Scavenger</u>			
	Package size: <u>3 x 5 liters / case</u>			

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

	Biodegradable Air Freshener	<u>\$ 127.58</u>	<u>\$ 1,889.51</u>	<u>7 days</u>
	Dilution ration per 10 gallons	<u>20 oz.</u>		
	Use cost per 10 gallons	<u>\$ 9.45</u>		
	Cost	<u>\$ 127.58</u>		
	Brand/ Model: <u>Buckeye Scavenger</u>			
	Package size: <u>4-2 liters / case</u>			

2<sup>nd</sup> low – Southwestern Mill Distributors, Inc.

Biodegradable Air Freshener

No Bid - Ecolab, Inc.  
Spectrum Paper Company, Inc.

<b>12.</b>	<b>Carpet Extraction Cleaner</b>	<u>\$ 87.27</u>	<u>\$ 3,671.21</u>	<u>2-3 days</u>
	Mild Alkaline formula			
	Pleasant fragrance			
	Safe on natural and synthetic carpets			
	For use in any type of carpet extractor			
	Dilution ration per 10 gallons	<u>5 oz.</u>		
	Use cost per 10 gallons	<u>\$ 0.87</u>		
	Estimated annual usage- 42,000 gallons			
	Brand/ Model: <u>Buckeye Jet Stream</u>			
	Package size: <u>3 x 5 liters / case</u>			

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

	Carpet Extraction Cleaner	<u>\$ 44.98</u>	<u>\$ 3,689.77</u>	<u>2-3 days</u>
	Dilution ration per 10 gallons	<u>10 oz.</u>		
	Use cost per 10 gallons	<u>\$ 0.88</u>		
	Estimated annual usage- 42,000 gallons			
	Brand/ Model: <u>Ecolab / revitalize C&amp;U Ext Cleaner</u>			
	Package size: <u>4 / 1 gallon</u>			

2<sup>nd</sup> low – Ecolab, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
	<b>Carpet Extraction Cleaner</b>	<b>\$ <u>54.95</u></b>	<b>\$ <u>4,272.62</u></b>	<b><u>1-10 days</u></b>

Dilution ratio per 10 gallons  
 Use cost per 10 gallons  
 Estimated annual usage- 42,000 gallons

5 oz.  
\$ 1.02

**Brand/ Model: Betco Fiberpro Esteam**  
**Package size: 4-2 liters / case**

3<sup>rd</sup> low – Spectrum Paper Company, Inc.

	<b>Carpet Extraction Cleaner</b>	<b>\$ <u>36.45</u></b>	<b>\$ <u>11,336.64</u></b>	<b><u>7 days</u></b>
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Dilution ratio per 10 gallons  
 Use cost per 10 gallons  
 Estimated annual usage- 42,000 gallons

20 oz.  
\$ 2.70

**Brand/ Model: Spartan – COG Extraction II**  
**Package size: 4-2 liters / case**

4<sup>th</sup> low - Southwestern Mill Distributors, Inc.

Biodegradable Carpet Extraction Cleaner

Dilution ratio per 10 gallons  
 Use cost per 10 gallons  
 Cost

20 oz.  
\$ 2.23  
\$ 30.11

**Brand/ Model: Spartan – Green Solutions Carpet Cleaner #3514**  
**Package size: 4-2 liters / case**

1<sup>st</sup> low - Southwestern Mill Distributors, Inc.

Biodegradable Carpet Extraction Cleaner

**No Bid – Ecolab, Inc.**  
**Laun-Dry Supply Company, Inc.**  
**Spectrum Paper Company, Inc.**

<b>13.</b>	<b>Workers Right to Know Stations</b>	<b>\$ <u>0.00</u></b>	<b>\$ <u>0.00</u></b>	<b><u>2-3 days</u></b>
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Wall mounted waterproof notebook with updates on MSDS and product applications  
 English and Spanish  
 For all products awarded on this contract  
 Installed by awarded contractor  
 Estimated annual usage- 100

**Brand/ Model Provided with each Buckeye Smart System – no cost**

1<sup>st</sup> low – Laun-Dry Supply Company, Inc.

<u>Item</u>	<u>Description</u>	<u>Unit cost</u>	<u>Extension</u>	<u>ARO</u>
<b>Workers Right to Know Stations</b>		<b>\$ <u>46.10</u></b>	<b>\$ <u>4,610.00</u></b>	<b><u>7 days</u></b>
<b>Brand/ Model <u>Impact #7919</u></b>			<b>2<sup>nd</sup> low – Southwestern Mill Distributors, Inc.</b>	
<b>Workers Right to Know Stations</b>		<b>\$ <u>50.00</u></b>	<b>\$ <u>5,000.00</u></b>	<b><u>1-10 days</u></b>
<b>Brand/ Model <u>MSD's Stations</u></b>			<b>3<sup>rd</sup> low – Spectrum Paper Company, Inc.</b>	
<b>Workers Right to Know Stations</b>		<b>\$ <u>53.55</u></b>	<b>\$ <u>5,355.00</u></b>	<b><u>2-5 days</u></b>
<b>Brand/ Model <u>MSD's Stations</u></b>			<b>4<sup>th</sup> low – Ecolab, Inc.</b>	

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

Ecolab QC PRODUCTS- all containers are 2/ 1.30 liters

- QC- Neutral Floor Cleaner, Dilution is 2.5oz per 10 gallons ,cost of 10 gallons .930 #- 61166808, 2/ 1.30 liters
- QC- Peroxide Glass and Surface Cleaner, Dilution is 10oz per 10 gallons, cost of 10 gallons #- 6100610, 2/ 1.30 liters
- QC- 51- General Purpose Cleaner ,Dilution is 5oz per 10 gallons ,cost of 10 gallons 2.215 #-61166825, 2/1.30 liters
- QC- 456II Disinfectant, Dilution is 5oz per 10 gallons,cost of 10 gallons 1.380 #- 61166931, 2/ 1.30 liters
- QC - 53 Multi purpose degreaser,Dilution is 10oz per 10 gallon,cost of 10 gallons 3.632 #- 61166861, 2/1.30 liters
- QC - Laundry Fresh, Dilution is 20oz per 10 gallons, cost of 10 gallons 11.229 #-6100381, 2/1.30 liters

Cleaning Caddy Products- all containers are 2/2 liters

- Oasis PRO 14- Antibacterial All Purpose Cleaner, Dilution is 5oz per 10 gallons, cost of 10 gallons 2.629, #14205, 2/2 liters
- Oasis PRO 16- Orange Force, Dilution is 20oz per 10 gallons, cost of 10 gallons 7.565, #21038, 2/2 liters
- Oasis PRO 63- Alkaline Bathroom Cleaner, Dilution is 5oz per 10 gallons, cost of 10 gallons 1.915, #14206, 2/2 liters
- Oasis PRO 66- Heavy Duty Alkaline Bathroom Cleaner, Dilution is 80oz per 10 gallons, cost of 10 gallons 39.714, #10158, 2/2 liters
- Disinfectant 2.0- Dilution is 10oz per 10 gallons, cost of 10 gallons 7.12, #14561, 2/2 liters
- Oasis PRO 42- Glass Force, Dilution is 40oz per 10 gallons, cost of 10 gallons 10.116, #24156, 2/2 liters
- Oasis PRO 32- Neutral Floor Cleaner, Dilution is 10oz per 10 gallons, cost of 10 gallons 2.899, # 21013, 2/2 liters

Phazer Products- all containers are 2/1 gallon

- Maxx Phazer Durable Floor Finish Kit - RTU - \$128.15, #6100413, 2/1 gallon
- Phazer Front Court Wood Floor Finish- RTU - \$218.20, #6100000, 2/1 gallon
- Phazer Low Maintenance Floor Finish- RTU- \$75.20, #6100024, 2/1 gallon
- Phazer Medium Frequency Floor Finish- RTU- \$56.10, #64895733, 2/1 gallon
- Phazer Monostar Floor Finish - RTU- \$93.25, #64895113, 2/1 gallon
- Phazer Multi 25 Floor Finish- RTU- \$68.15, #64895701, 2/1 gallon
- Phazer Sealer Finish- RTU- \$57.10, #64895757, 2/1 gallon
- Phazer Stratus Floor Finish- RTU- \$65.23, #64895911, 2/1 gallon

**Ecolab, Inc.**

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

Marauder Environmentally friendly All Purpose Cleaner with peroxide  
Green Seal Certified  
Biodegradable  
Diluted at 5 oz. in 10 gallons = \$0.8302  
\$27.63 / 5 liter  
\$82.89 / case  
Can be used to clean mirrors, windows, stainless steel, pre spray for carpet cleaning and grout

**Laun-Dry Supply Company, Inc.**

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

Betco currently offers 33 different items in Fast Draw.

**Spectrum Paper company, Inc.**

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

No additional dispensing chemicals

**Southwestern Mill Distributors, Inc.**

**14. Please provide any additional discount pricing based on either weight or dollar purchases on a per shipment basis combined. Full Service Catalog and current pricing should be accompanied with this all submittals to evaluation purposes.**

Additional pricing discounts?                      Yes X                      No \_\_\_\_\_  
If yes, provide details

If yes, please complete

\$1 - \$500	<u>  </u> %
\$500 - \$1500	<u>  </u> %
\$1501 - \$3000	<u>  </u> %
\$3000 - \$5000	<u>  </u> %
\$5001 - \$7500	<u>  </u> %
\$7501 - \$10,000	<u>  </u> %

or provide shipping weight freight discounts;

**3,000 to 4,999 lbs. 2% discount**  
**5000 to 9,999 lbs. 3% discount**  
**10,000 to 19,000 lbs. 5% discount**  
**20,000 plus lbs. 8% discount**

**Ecolab, Inc**

**Please provide any additional discount pricing based on either weight or dollar purchases on a per shipment basis combined. Full Service Catalog and current pricing should be accompanied with this all submittals to evaluation purposes.**

Additional pricing discounts?                      Yes X                      No \_\_\_\_\_  
If yes, provide details

If yes, please complete

\$1 - \$500	<u>0</u> %
\$500 - \$1500	<u>1</u> %
\$1501 - \$3000	<u>2</u> %
\$3000 - \$5000	<u>3</u> %
\$5001 - \$7500	<u>4</u> %
\$7501 - \$10,000	<u>5</u> %

or provide shipping weight freight discounts;

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**Laun-Dry Supply, Inc.**

**Please provide any additional discount pricing based on either weight or dollar purchases on a per shipment basis combined. Full Service Catalog and current pricing should be accompanied with this all submittals to evaluation purposes.**

Additional pricing discounts?                      Yes X                      No \_\_\_\_\_  
If yes, provide details

If yes, please complete

\$1 - \$500	<u>0</u> %
\$500 - \$1500	<u>1</u> %
\$1501 - \$3000	<u>0</u> %
\$3000 - \$5000	<u>1</u> %
\$5001 - \$7500	<u>2</u> %
\$7501 - \$10,000	<u>3</u> %

or provide shipping weight freight discounts;

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**Spectrum Paper Company, Inc.**

Please provide any additional discount pricing based on either weight or dollar purchases on a per shipment basis combined. Full Service Catalog and current pricing should be accompanied with this all submittals to evaluation purposes.

Additional pricing discounts? Yes X No \_\_\_\_  
If yes, provide details

If yes, please complete

\$1 - \$500	<u>30</u> %
\$500 - \$1500	<u>32</u> %
\$1501 - \$3000	<u>34</u> %
\$3000 - \$5000	<u>36</u> %
\$5001 - \$7500	<u>38</u> %
\$7501 - \$10,000	<u>40</u> %

or provide shipping weight freight discounts;

**2% - 10 days**

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**Southwestern Mill Distributors, Inc.**

15. **Number of personnel available and residing in El Paso or surrounding area that are certified to service all aspects of this contract:**

**Ecolab, Inc. - 7**

**Laun-Dry Supply Company, Inc. - 4**

**Spectrum Paper Company, Inc. - 5**

**Southwestern Mill Distributors, Inc. - 3**

Provide certifications and credentials for those individuals:

**Ecolab, Inc. – Pool & Spa Certified, Serve Safe Certified**

**Laun-Dry Supply Company, Inc. - Formulation Chemist, installation and servicing of dilution systems, equipment and repair, training of custodial staff on dilution dispensing systems.**

**Spectrum Paper Company, Inc. - Hands on training from a Betco representative. Betco will have a team to install dispensers for orders of 200 + at no charge.**

**Southwestern Mill Distributors, Inc. – N/R**

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

Ecolab, Inc. – Phone 15 minutes On Site 1 hour

Laun-Dry Supply Company, Inc. - Phone 15 minutes On Site 1 hour

Spectrum Paper Company, Inc. - Phone 1 hour On Site 24 hours

Southwestern Mill Distributors, Inc. - Phone N/R On Site next day

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

All references on file

18. Number of Service Vehicles in El Paso including make, model, and year:

Ecolab, Inc. – 7 - 2011 & 2012 Dodge Caravans

Laun-Dry Supply Company, Inc. - 4 – 2004 GMC Sierra, 1996 Ford F-150, 2006 Honda Accord, 2011 Jeep Wrangler

Spectrum Paper Company, Inc. - 5 – 2007 Dodge Sprinter van

Southwestern Mill Distributors, Inc. – 7 trucks

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 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.

\_\_\_\_\_ % from price list

Ecolab, Inc. – 35 % from price list

Laun-Dry Supply Company, Inc. - 10 % from price list

Spectrum Paper Company, Inc. - 35-60 % from price list

Southwestern Mill Distributors, Inc. – 30 % from price list

Approved by: \_\_\_\_\_

(James R. Vasquez)  
(James R. Vasquez)  
(Armando Aguirre – Executive Director)

Date: \_\_\_\_\_

(July 6, 2012)  
(June 19, 2013)  
(July 22, 2014)