

EDUCATION SERVICE CENTER REGION 19
RFP AWARD SUMMARY

RFP TITLE: Paper Towel, Toilet Tissue Dispensers, Trash Receptacles and Related - ESC
Region 19 Purchasing Cooperative
RFP NUMBER: 12-6728
RFP OPENING DATE: October 27, 2011
CONTRACT TERM: Date of Award until September 30, 2012 with the option to extend in 12 month
increments not to exceed 36 months in the aggregate
(Extended by Region 19 until September 30, 2013 on August 24, 2012)
FUNDING SOURCE: Various Region 19 Purchasing Cooperative members
RFP's ISSUED: 18
RESPONSES: 4
ADVERTISEMENT DATES: October 9th & 16th, 2011
BOARD MEETING DATE: December 15, 2011

RECOMMENDED FOR AWARD **SHELBY DISTRIBUTION, INC.**
SOUTHWESTERN MILL DISTRIBUTORS, INC.
SPECTRUM PAPER COMPANY, INC. (HUB QUALIFIED)

TOTAL (estimated) \$2,000,000.00/ year

EXPLANATIONS:

Award of this contract will enable ESC-Region 19 and its Purchasing Cooperative members to purchase a diverse line of paper dispensers and trash receptacles products during the contract period. In some circumstances, multiple vendors were awarded in the best interest of all ESC Region 19 Cooperative members while satisfying the cost savings of volume commitments by the ESC Region 19 Purchasing Cooperative Vendors who did not submit the specification sheets and samples in compliance to the terms were not considered. Administration determined that it was in its best interest to extend this contract for year 2 of a 2-year contract. Many vendors who did not perform in compliance to the terms were removed and in those instances, other vendors who were 2nd or 3rd low were re-awarded by administration. Also, a letter was sent out requesting vendors to respond on whether they could hold pricing or needed increases. Only those vendors who responded were considered during this process for the extension of another year.

SPECIFICATIONS PROVIDED BY: Royce Cleveland
ESC Region 19

EVALUATION COMMITTEE: Nancy Alvarado
ESC Region 19

Martin Camacho
ESC Region 19

ORDER INFORMATION:

Shelby Distribution, Inc.

Attn: Julian Grubbs / Thomas Stover 915-503-8899

29 D Butterfield Trail

El Paso, TX 79906

915-590-3050 / 866-590-3050

Fax: 915-590-3080

www.expressop.com / jgrubbs@expressop.com / tstover@expressop.com

Southwestern Mill Distributors, Inc.

Attn: Rod Sterling

PO Box 1202

El Paso, TX 79901

915-532-4639

Fax: 915-532-4120

swmill.net / rods@swmill.net

ORDER INFORMATION:

Spectrum Paper Company, Inc. (HUB Qualified)

Attn: Jim Brown
27 Concord St.
El Paso, TX 79906
915-595-0020
Fax: 915-595-3435
jimbrown@spectrumpaper.com

SPECIAL CONDITIONS

1. QUANTITIES LISTED HAVE BEEN PROVIDED BY REGION 19 COOPERATIVE MEMBERS FOR THE PERIOD OF AUGUST 2011 UNTIL JULY 2012 FOR DELIVERY IN EL PASO COUNTY.
2. REGION 19 AND ITS PURCHASING COOPERATIVE MEMBERS RESERVE THE OPTION TO AWARD INDIVIDUALLY, IN GROUPS, OR "ALL OR NONE" WHICHEVER IS DETERMINED TO BE IN THE BEST INTEREST OF THE AGENCIES PARTICIPATING IN THIS CONTRACT.
3. VENDORS ARE NOT ASKED TO SUBMIT SAMPLES WITH THIS CONTRACT, HOWEVER, A SAMPLE OF EVERY ITEM SUBMITTED FOR AWARD MUST BE READILY AVAILABLE WITHIN 24 HOURS (NEXT DAY DELIVERY GIVEN NOTICE BY 12 NOON EL PASO TIME AFTER NOTIFICATION IF THE PRODUCT REQUIRES TESTING DURING THE EVALUATION PROCESS.
4. THE OVERALL INTENT OF THIS CONTRACT IS TO CONSOLIDATE QUANTITY REQUIREMENTS, SHIPMENTS, AND TURNS IN AN EFFORT TO REDUCE OVERALL COSTS TO PARTICIPANTS AND ALLOWING AWARDED VENDORS TO MAXIMIZE BUYING POWER IN AN EFFORT TO REDUCE COSTS AND PASSING THOSE SAVINGS ON THE REGION 19 COOPERATIVE MEMBERSHIPS.
5. NUMEROUS LARGE LOCAL GOVERNMENTS HAVE RECENTLY JOINED THE REGION 19 PURCHASING COOPERATIVE WHO MAY CHOOSE TO UTILIZE THIS CONTRACT.
6. SPECIFICATION SHEETS MUST BE INCLUDED FOR ALL ITEMS THE VENDOR WISHES TO HAVE CONSIDERED FOR AWARD; **THE ITEM # AS IT APPEARS ON THE PROPOSAL SHOULD BE AFFIXED FOR EASY IDENTIFICATION IN NUMERICAL ORDER FOR EASY ACCESS DURING THE EVALUATION.** IN AN EFFORT TO IMPROVE SPECIFICATIONS FOR FUTURE PURCHASES, THE PURCHASING COOPERATIVE WILL REQUIRE COMPLETE DATA SPECIFICATIONS FOR THOSE PRODUCTS CURRENTLY REFERENCED ON THIS CONTRACT.
7. WHEN CATALOG SPECIFICATIONS ARE SUBMITTED, COPIES OF MATERIALS FROM CATALOGS WILL BE COPIED BY THE VENDOR AND SUBMITTED SEPARATE FROM THE CATALOG. **ALSO, TWO (2) COMPLETE COPY SETS OF SPECIFICATIONS/ DATA WILL BE PROVIDED WITH THIS CONTRACT TO ENABLE THE COOPERATIVE TO EXPEDITE THE EVALUATION PROCESS.** SPECIFICATIONS AND DATA WILL BE DISSIMINATED TO EVALUATION COMMITTEE MEMBERS. THIS REQUIREMENT IS CRITICAL FOR THE BEST USE OF TAX DOLLARS.
8. ALL ITEMS REQUIRING MSDS SHOULD ALSO INCLUDE THIS DATA WITH SPECIFICATION/ DATA COPIES FOR AWARD CONSIDERATION. FAILURE TO PROVIDE THIS INFORMATION MAY BE GROUNDS FOR THAT ITEM NOT BEING CONSIDERED DUE TO TIME CONSTRAINTS IN THE EVALUATION PROCESS.
9. INDIVIDUAL PURCHASING COOPERATIVE MEMBERS WILL BE RESPONSIBLE FOR ORDERING AND PAYING AWARDED VENDORS DIRECTLY UNDER THIS CONTRACT.
10. BY SIGNING THIS CONTRACT, VENDORS AGREE THAT PRICING IS THE BEST OFFER AVAILABLE AND PRICING WILL REMAIN DURING THE CONTRACT PERIOD.
11. AWARDED VENDORS WILL BE RESPONSIBLE FOR COMMUNICATING WITH EACH COOPERATIVE MEMBER ON DELIVERY SCHEDULES AND SPECIAL SITUATIONS DURING THE ENTIRE TERM OF THE CONTRACT.

SPECIAL CONDITIONS

12. ANY DISPUTES REGARDING PRODUCT QUALITY, DELIVERIES, AND OR PRICING ARISING OUT OF THIS CONTRACT WILL BE SUBMITTED IN WRITING/ OR CONFIRMED EMAIL TO THE ATTENTION OF THE ESC-REGION 19 PURCHASING MANAGER BY BOTH PARTIES INVOLVED IN THE TRANSACTION RESULTING FROM THIS CONTRACT. ADMINISTRATIVE HEARINGS ARE NOT ROUTINE AND WILL BE THE ARBITRATION METHOD ON ANY AND / OR ALL CONTRACT COMPLIANCE ISSUES FOR THIS CONTRACT.
13. DUE TO ESCALATING FUEL AND RAW MATERIALS REQUIRED TO FACILITATE THE STATED REQUIREMENTS, **PRICING SUBMITTED MUST ACCOUNT FOR FIXED PRICING DURING THE FIRST SIX MONTHS OF THE CONTRACT.** NO PRICE INCREASE REQUESTS WILL BE ACCEPTED DURING THE FIRST SIX MONTHS, SHORT OF A NATIONAL DISASTER AND/OR FORCE MAJEURE. NO PRICE INCREASE REQUESTS DURING THE LAST SIX MONTHS OF THE CONTRACT WILL BE APPROVED WITHOUT A THOROUGH ESCALATION REVIEW BY COMMITTEE AND COOP MEMBERSHIP. THE BURDEN OF PROOF OF A PRICE INCREASE WILL BE THE RESPONSIBILITY OF THE AWARDED VENDOR. REGION 19 PURCHASING COOPERATIVE MEMBERSHIP WILL BE THE SOLE DECIDER FOR BASIS ON WHETHER OR NOT THE PRICE INCREASE OR SUBSTITUTED PRODUCT WILL OR WILL NOT BE ACCEPTED.
14. A MINIMUM ORDER BY REGION 19 PURCHASING COOPERATIVE MEMBERSHIP WILL BE **\$250.00 OR MORE PER DELIVERY POINT,** UNLESS OTHERWISE WORKED OUT WITH INDIVIDUAL MEMBER CIRCUMSTANCES.
15. IN AN EFFORT TO CONTROL THE ENVIRONMENTAL FOOTPRINT THAT GOVERNMENT AND OTHER NON-PROFIT AGENCIES LEAVE ON THE EL PASO AREA REGARDING WATER QUALITY, INDOOR AIR QUALITY, GROUND AND LANDFILL CONTAMINATION, GREEN AND BIORERENEWABLES, SUSTAINABLE, AND RECYCLES PRODUCTS WILL BE ENCOURAGED WHERE APPLICABLE. DUE TO BUDGET CONSIDERATIONS, PRICE WILL BE A MAJOR CONSIDERATION, HOWEVER, IT SHOULD BE NOTED THAT CERTAIN AGENCIES HAVE TESTED AND THEIR INTENT IS TO PURCHASE GREEN,YELLOW, AND ENVIRONMENTALLY FRIENDLY PRODUCTS. IN NUMEROUS CATEGORIES, A GREEN OR YELLOW ALTERNATIVE WILL ALSO BE AWARDED IN ADDITION TO THE TRADITIONAL PRODUCTS SUBMITTED.
15. THE AWARD BASIS FOR ITEMS AWARDED UNDER THIS CONTRACT WILL BE:
- | | |
|--|-----|
| PRICE - | 65% |
| ABILITY OF VENDOR TO PERFORM BASED ON PAST PERFORMANCE | 10% |
| CONFORMANCE OF PRODUCT SPECIFICATIONS- | 15% |
| COMPLIANCE TO SPECIAL CONDITIONS | 10% |
16. AWARDED VENDORS WILL HAVE LOCAL TRAINED REPRESENTATIVE'S TO MONITOR THE OVERALL CONTRACT DURING THE TERM UP TO INCLUDING CONDUCTING WORKSHOPS AND PRESENTATIONS TO DESIGNATED GROUPS, PRODUCT DEMONSTRATIONS, AND TRAINING MEMBERS ON OVERALL APPLICATION, AND MAINTENANCE FOR PRODUCTS IT HAS BEEN AWARDED AND SELLING TO THE COOPERATIVE.
17. THIS CONTRACT WILL BE DIVIDED INTO COMMODITY LOTS FOR EASY ACCESS BY MEMBERS WHEN PURCHASES ARE REQUIRED.

REQUIRED QUESTIONNAIRE

1. Total number of employees living and working in El Paso, Texas?

SHELBY DISTRIBUTION, INC. – 32

SOUTHWESTERN MILL DISTRIBUTORS, INC. - 28

SPECTRUM PAPER CO., INC – 24

2. Total number of delivery trucks located in El Paso, Texas?

SHELBY DISTRIBUTION, INC. - 5

SOUTHWESTERN MILL DISTRIBUTORS, INC.- 6

SPECTRUM PAPER CO., INC - 4

3. Number of years in delivery business for schools and education facilities?

SHELBY DISTRIBUTION, INC. - 11

SOUTHWESTERN MILL DISTRIBUTORS, INC.- 20

SPECTRUM PAPER CO., INC - 10

4. Will vendor deliver to other ESC Region 19 Purchasing Cooperative members?

SHELBY DISTRIBUTION, INC. - YES

SOUTHWESTERN MILL DISTRIBUTORS, INC. – YES

SPECTRUM PAPER CO., INC - YES

5. If yes, what is the minimum order required for delivery to each site?

SHELBY DISTRIBUTION, INC. - \$100.00

SOUTHWESTERN MILL DISTRIBUTORS, INC. - \$50.00

SPECTRUM PAPER CO., INC – NO MINIMUM

6. Provide three (3) educational or related references company has provided food delivery service to in the southwest during the past 12 months? Information must have Agency Name, Contact person, person's title, phone number, mailing address, and email address if available.

1.

2. **ALL REFERENCES ON FILE**

3.

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>
4	EL PASO ISD	600
	OTHERS	180

DESCRIPTION

PLASTIC TOILET TISSUE DISPENSER
 REQUESTED QUANTITY – EACH
 TENSION INSTALLATION INCLUDED
 For two (2) standard core rolls, plastic, lockable, must
 have acceptable Tension on rolls to stop free spin.

Spot Price **\$10.30**
 60+ Per Single Order **\$9.97**

Product/Manufacture **PALMER**
 Quantity/Pack **1 EACH**
 ARO **7-10 DAYS**

1ST LOW –SPECTRUM PAPER CO.- \$10.30 / \$9.97 / EACH

2ND LOW- SW MILLS DIST.- \$16.95 / \$16.50 / EACH

NOTE-SPECTRUM / SW MILLS BIDDING ALTERNATE

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>
5	OTHERS	260

DESCRIPTION

TOILET TISSUE DISPENSER
 CONTINENTAL 401SD OR EQUAL
 PACK SIZE – 12 / CASE
 TENSION INSTALLATION INCLUDED
 REQUESTED QUANTITY – EACH

Spot Price **\$7.75**
 60+ Per Single Order **\$7.59**

Product/Manufacture **CONTINENTAL 401SD**
 Quantity/Pack **1 EACH.**
 ARO **7 DAYS**

AWARDED VENDOR- SPECTRUM PAPER CO.- \$7.75 / \$7.59 / EACH

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>
6	EL PASO ISD	60
	SAN ELIZARIO ISD	30
	OTHER	100

DESCRIPTION

SANITARY NAPKIN DISPENSER LINERS
 HOSPITAL SPECIALTY OR BETTER
 REQUESTED QUANTITY – 500 CASES

Spot Price ~~\$17.85 / CS~~ **\$18.75**
 16+ Per Single Order ~~\$17.35 / CS~~ **\$18.20**

Product/Manufacture **HOSPITAL SPECIALTY KL260**
 Quantity/Pack **500**
 ARO **STOCK**

AWARDED VENDOR SW MILL DIST. - ~~\$17.85~~ \$18.75 / ~~\$17.35~~ \$18.20 / 500 CS
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
7	EL PASO ISD	144	SS SANITARY NAPKIN DISPOSAL UNIT
	SAN ELIZARIO ISD	5	HOSPITAL SPECIALTY OR EQUAL
	OTHER	220	NATIONAL BRANDS ONLY
			REQUESTED QUANTITY – EACH
Spot Price \$32.50 \$34.12			Product/Manufacture <u>HOSPITAL SPECIALTY ND-1E</u>
68+ Per Single Order \$31.95 \$33.55			Quantity/Pack <u>1 EACH</u>
ARO <u>7-10 DAYS</u>			

1ST LOW- SW MILL - ~~\$32.50~~ \$34.12 / ~~\$31.95~~ \$33.55 / EACH
Price change effective September 30, 2012

SPECTRUM PAPER CO.- \$25.00 / \$23.70 / EACH / NOTE-SPECTRUM BIDDING ALTERNATE GP

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
8	EL PASO ISD	120	STAINLESS STEEL DOUBLE TOILET TISSUE DISPENSER
	OTHER	100	BOBRICK #BOB2888 OR EQUAL
			REQUESTED QUANTITY – EACH
Spot Price \$45.60 \$50.15			Product/Manufacture <u>BOBRICK 2888</u>
20+ Per Single Order \$44.25 \$47.35			Quantity/Pack <u>EACH</u>
ARO <u>7-10 DAYS</u>			

AWARDED VENDOR - SW MILLS DIST.- ~~\$45.60~~ \$50.15 / ~~\$44.25~~ \$47.35 / EACH
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
9	EL PASO ISD	72	DISPENSER, TOILET SEAT COVER 1/2 FOLD, WHITE PLASTIC
	OTHER	150	REQUESTED QUANTITY – CASES
Spot Price \$11.20 \$11.78			Product/Manufacture <u>HOSPITAL SPECIALTY HG-1-2</u>
20+ Per Single Order 10.95 \$11.50			Quantity/Pack <u>2 EACH / CASE</u>
ARO <u>7-10 DAYS</u>			

AWARDED VENDOR - SW MILL - ~~\$11.20~~ \$11.78 / ~~\$10.95~~ \$11.50 / 2 EACH / CS
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
10	EL PASO ISD	60	TOILET SEAT COVERS - LARGE
	OTHER	100	REQUESTED QUANTITY – CASES
Spot Price \$24.70 \$28.07			Product/Manufacture <u>ROCHESTER MIDLAND</u>
20+ Per Single Order \$24.00 \$27.27			Quantity/Pack <u>5000</u>
ARO <u>1-7 DAYS</u>			

1ST LOW- SPECTRUM PAPER CO. - ~~\$24.70~~ \$28.07 / ~~\$24.00~~ \$27.27 / 5000 / CS
Price change effective September 30, 2012

2ND LOW – SW MILL DIST. - \$27.18 / 26.95 / 5000 / CS – BENMORE T5000

TRASH RECEPTACLES AND PLASTIC CONTAINERS

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
11	HEAD START	50	7 GALLON PLASTIC TRASH CAN
	OTHER	110	LID INCLUDED
			REQUESTED QUANTITY – EACH
Spot Price \$3.20 \$3.44			Product/Manufacture <u>CONTINENTAL 2818</u>
30+ Per Single Order \$2.88 \$3.10			Quantity/Pack <u>12</u>
ARO <u>1-7 DAYS</u>			

AWARDED VENDOR - SPECTRUM PAPER CO. INC. - ~~\$3.20~~ \$3.44 / ~~\$2.88~~ \$3.10 / 12 CTN.
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
12	EL PASO ISD	24	30 GALLON GALVANIZED METAL GARBAGE CAN
	OTHER	100	LID INCLUDED
			WITT 2310CL OR BETTER
			REQUESTED QUANTITY – EACH (CAN + LID)
Spot Price <u>N/B</u>			Product/Manufacture -----
30 36+ Per Single Order <u>N/B</u>			Quantity/Pack -----
ARO -----			
NO BID			

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2011-2012</u>	<u>DESCRIPTION</u>
13	EL PASO ISD	60	STEP ON TRASH CAN
	OTHER	150	WITT 9681WH OR BETTER REQUESTED QUANTITY – EACH
Spot Price \$45.35 \$47.75			Product/Manufacture <u>RUBBERMAID – RCPMST35EPLWH</u>
12 + Per Single Order \$544.20			Quantity/Pack <u>EACH</u> ARO <u>2 DAYS</u>

1ST LOW- SHELBY DISTRIBUTION, INC.- ~~\$45.35~~ \$47.75 / EACH / ~~\$544.20~~ / 12+
Price change effective September 30, 2012

2ND LOW- SPECTRUM PAPER CO.- \$54.00 / \$53.00 / EACH - IMPACT

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
14	EL PASO ISD	48	RECEPTACLE-TORPEDO TYPE-SWINGTOP
	OTHERS	180	15 GALLON CAPACITY / HARD PLASTIC COMPLETE WITH LINER DARK BROWN / MARSHALL 8160 OR COMPARABLE REQUESTED QUANTITY – EACH
Spot Price <u>\$83.00</u>			Product/Manufacture <u>CONTINENTAL 1307</u>
30+ Per Single Order <u>\$80.00</u>			Quantity/Pack <u>1 EACH</u> ARO <u>7 DAYS</u>

1ST LOW- SPECTRUM PAPER CO. INC. - \$83.00 / \$80.00 / EACH

2ND LOW- SW MILL DIST. -~~\$83.95~~ \$88.00 / ~~\$82.00~~ \$87.20 / EACH – CONTINENTAL 1307BN
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
15	EL PASO ISD	144	48 GALLON PLASTIC TRASH CONTAINER
	OTHERS	145	GRAY, CONTINENTAL 4000GY OR COMPARABLE REQUESTED QUANTITY – EACH
Spot Price \$28.95 <u>\$31.76</u>			Product/Manufacture <u>CONTINENTAL 4000GY</u>
30+ Per Single Order \$27.45 <u>\$30.20</u>			Quantity/Pack <u>4 / CASE</u> ARO <u>STOCK</u>

1ST LOW- SW MILL DIST. - ~~\$28.95~~ \$31.76 / ~~\$27.45~~ \$30.20 / EACH
Price change effective September 30, 2012

2ND LOW- SPECTRUM PAPER CO. INC. -~~\$28.97~~ / \$28.34 / EACH / CONTINENTAL 4000GY

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
16	EL PASO ISD	12	55-GALLON PLASTIC TRASH CONTAINER WITH LID
	HEAD START	80	NO DOOR, BROWN COLOR / GLUTON 256B & 256V,
	OTHERS	155	CONTINENTAL 5750BN OR COMPARABLE
			REQUESTED QUANTITY – EACH (CAN + LID)

Spot Price ~~\$153.00~~ **\$168.30** Product/Manufacture CONTINENTAL 5750BN
 30+ Per Single Order ~~\$147.80~~ **\$162.55** Quantity/Pack **1 EACH**
 ARO **7-10 DAYS**

1ST LOW- SW MILL DIST. - \$153.00 \$168.30 / \$147.80 \$162.55 / EACH
Price change effective September 30, 2012

2ND LOW- SPECTRUM PAPER CO. INC. - \$153.97 / \$149.69 / EACH / CONTINENTAL 5750BN

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
17	EL PASO ISD	360	48 QT ALMOND COLORED METAL WASTE BASKET WITH
	OTHERS	100	WITT 5 AL OR EQUAL
			REQUESTED QUANTITY – EACH

Spot Price ~~\$15.40~~ **\$16.17** Product/Manufacture **CONTINENTAL 72NBE**
 30+ Per Single Order ~~\$15.40~~ **\$15.85** Quantity/Pack **3 / CASE**
 ARO **7-10 DAYS**

AWARDED VENDOR - SW MILL- \$15.40 \$16.17 / \$15.40 \$15.85 / EACH
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
18	EL PASO ISD	96	14 QUART GREY PLASTIC BUCKET WITH METAL HANDLE
	OTHERS	100	CONTINENTAL 8114 OR COMPARABLE
			REQUESTED QUANTITY – EACH

Spot Price ~~\$5.90~~ **\$6.49** Product/Manufacture **CONTINENTAL 8114GY**
 30+ Per Single Order ~~\$5.80~~ **\$6.09** Quantity/Pack **6 / CASE**
 ARO **7-10 DAYS**

1ST LOW- SW MILL- \$5.90 \$6.49 / \$5.80 \$6.09 / EACH
Price change effective September 30, 2012

2ND LOW- SPECTRUM PAPER CO. INC. - \$6.27 \$6.74 / \$6.05 \$6.51 / EACH / CONTINENTAL 8114GY
Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
19	HEAD START	50	44- GALLON TRASH CANS
	SAN ELIZARIO ISD	10	24" DIAMETER X 33" HIGH
	OTHERS	100	NSF/USDA APPROVED / POLYETHYLENE CONSTRUCTION
			ASSORTED COLORS
			NATIONAL BRANDS ONLY
			REQUESTED QUANTITY – EACH

Spot Price ~~\$22.95~~ **\$25.48** Product/Manufacture **CONTINENTAL 4444**
 30+ Per Single Order ~~\$21.65~~ **\$23.81** Quantity/Pack **4 / CASE**
 ARO **1-7 DAYS**

1ST LOW- SW MILL- ~~\$22.95~~ \$25.48 / ~~\$21.65~~ \$23.81 / 4 CASE
 Price change effective September 30, 2012

2ND LOW- SPECTRUM PAPER CO. INC. -~~\$23.25~~ \$24.52 / ~~\$22.40~~ \$23.57 / 4 CASE / (CONTINENTAL 4444)
 Price change effective September 30, 2012

<u>ITEM</u>	<u>REQUESTED QTY</u>	<u>2009-2010</u>	<u>DESCRIPTION</u>
20	HEAD START	50	23 GALLON SQUARE DURABLE PLASTIC CONTAINER
	OTHERS	110	14.5" SQUARE X 28" HIGH
			BASE COLOR ONLY
			NATIONAL BRANDS ONLY
			REQUESTED QUANTITY – EACH

Spot Price ~~\$22.05~~ **\$24.25** Product/Manufacture **CONTINENTAL 8322**
 30+ Per Single Order ~~\$21.50~~ **\$23.65** Quantity/Pack **4 / CASE**
 ARO **7-10 DAYS**

1ST LOW- SW MILL- ~~\$22.05~~ \$24.25 / ~~\$21.50~~ \$23.65 / 4 / CASE
 Price change effective September 30, 2012

2ND LOW- SPECTRUM PAPER CO. INC. -~~\$22.30~~ \$23.48 / ~~\$21.36~~ \$22.48 / 4 / CASE / (CONTINENTAL 8322)
 Price change effective September 30, 2012

ITEM
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DESCRIPTION
DISPENSER AND TRASH RECEPTACLE CATALOGS

NAME OF COMPANY **SHELBY DISTRIBUTIONS**

CATALOG NAME: **SHELBY DISTRIBUTIONS, INC.**

MANUFACTURERS' **UNITED STATIONERS**

DISCOUNT FROM CURRENT PRICE LIST FOR \$1- \$1,000 **22%**

DISCOUNT FROM CURRENT PRICE LIST FOR \$1, 0001- \$2,500 **22.5%**

DISCOUNT FROM CURRENT PRICE LIST FOR \$2,501 - \$5,000 **24%**

PRICE LIST CHANGES ALLOWED DURING CONTRACT PERIOD **YES**

DISCOUNTS MUST INCLUDE S & H AND REMAIN INTACT DURING CONTRACT PERIOD **YES**

ARO **2 DAYS**

DISPENSER AND TRASH RECEPTACLE CATALOGS

NAME OF COMPANY **SOUTHWESTERN MILL DISTRIBUTORS, INC.**

CATALOG NAME: **2011 JANITORIAL FOOD SERVICES PAPER**

MANUFACTURERS' **RUBBERMAID, SAN JAMAR, KIMBERLY CLARK, GP, BOBRICK**

DISCOUNT FROM CURRENT PRICE LIST FOR \$1- \$1,000 **26%**

DISCOUNT FROM CURRENT PRICE LIST FOR \$1, 0001- \$2,500 **28%**

DISCOUNT FROM CURRENT PRICE LIST FOR \$2,501 - \$5,000 **30%**

PRICE LIST CHANGES ALLOWED DURING CONTRACT PERIOD **YES**

DISCOUNTS MUST INCLUDE S & H AND REMAIN INTACT DURING CONTRACT PERIOD **YES**

ARO **7 DAYS**

DISPENSER AND TRASH RECEPTACLE CATALOGS

NAME OF COMPANY **SPECTRUM PAPER CO., INC.**

CATALOG NAME: **SPECTRUM PAPER – JANITORIAL, FOOD SERVICE, PAPER CATALOG**

MANUFACTURERS' **VARIOUS**

DISCOUNT FROM CURRENT PRICE LIST FOR \$1- \$1,000 **30%**

DISCOUNT FROM CURRENT PRICE LIST FOR \$1, 0001- \$2,500 **35%**

DISCOUNT FROM CURRENT PRICE LIST FOR \$2,501 - \$5,000 **38%**

PRICE LIST CHANGES ALLOWED DURING CONTRACT PERIOD **YES**

DISCOUNTS MUST INCLUDE S & H AND REMAIN INTACT DURING CONTRACT PERIOD **YES**

ARO **2-7 DAYS**

Approved by: _____
(James R. Vasquez)
(James R. Vasquez)

Date: _____
(December 1, 2011)
(August 24, 2012)