Revision number: Purchasing Agent: Larry Thacker
Phone #: 801-537-9242
Email: lthacker@utah.gov

Item: Cleaning and Janitorial Supplies, Chemicals, Ecolab Products, Hard Goods & Equipment, Industrial Paper, Bags and Can Liners

Vendor: 35650A Waxie Sanitary Supply
5107 W 1730 S
Salt Lake City, UT 84104

Internet Homepage: http://info.waxie.com/contracts/state-of-utah-contract/

General Contact: Dave Hansen
Telephone: 801-886-3700
Fax number: dhansen@waxie.com
Email: dhansen@waxie.com

Usage Report Contact: Same
Reporting Type: Item-Line
Brand/trade name: See Vendor Catalog

Price: See Attached Pricing Schedule
Terms: Net 30
Effective dates: 01/01/2013 Through 02/28/2017
Potential renewal options remaining: None
Days required for delivery: Two Days for in Stock Items
Price guarantee period: As per Off Manufacture List (six month periods)
Freight: None - All Freight included in price to end user
Minimum order: None
Min shipment without charges: None - All Freight included in price to end user
Other conditions:

This is a new contract.

BID NO. LT13001

This contract covers all items in the vendors catalog and is priced according to the off manufacture list price schedule. State agencies will place orders directly with the vendor creating a PRC in Finet. Agencies will return to the vendor any invoice which reflects incorrect pricing.
GENERAL INSTRUCTIONS AND INFORMATION

Mandatory Requirements

DISPENSING SYSTEMS

This contract may have some or all of the following systems available

A. Pre-Portioned Pack System (to meet the following specifications)
If equipment is needed to use this system, it must be provided to any state agency and political subdivision at no additional cost.
Operating instructions for use must be labeled on any equipment.
It is required that any product, container label, secondary labels, and wall chart labels be color coded to match for each specific product.
It is required that any labels have both English and Spanish on the same label.

B. Ready to dispense Product System (to meet the following specifications)
If equipment is needed to use this system, it must be provided to any state agency and political subdivision at no additional cost.
Operating instructions for use must be labeled on any equipment.
It is required that any product, container label, secondary labels, and wall chart labels be color coded to match for each specific product.
It is required that any labels have both English and Spanish on the same label.

C. Compublend Type System (base chemicals) (to meet the following specifications)
Must be equipped with backflow preventers to conform to local building and plumbing codes.
Must include storage rack for dispensing/dilution containers with spouts and be capable of filling spray bottles and mop buckets.
Vendor to install units, supply connecting hoses and “Y” connectors if needed.
During the contract period all maintenance on and repair of dispensing system is to be provided by the vendor including routine dilution ratio maintenance.
Must be provided to any state agency and political subdivision at no additional cost. Operating instructions for use must be labeled on equipment.
It is required that any product, container label, secondary labels, and wall chart labels be color coded to match for each specific product.
Labels must have both English and Spanish on the same label.

D. Chemical Portion Control dispensing System (to meet the following specifications)
Must be equipped with backflow preventers to conform to local building and plumbing codes.
Must work without electricity or air pressure.
Must include storage rack for dispensing/dilution containers with spouts and be capable of filling spray bottles and mop buckets.
Vendor to install units, supply connecting hoses and “Y” connectors if needed.
During the contract period all maintenance on and repair of dispensing system is to be provided by the vendor including routine dilution ratio maintenance. Must be provided to any state agency and political subdivision at no additional cost. Operating instructions for use must be labeled on equipment. It is required that any product, container label, secondary labels, and wall chart labels be color coded to match for each specific product. Labels must have both English and Spanish on the same label.

E. Standard Mix and Measure (to meet the following specifications)

Operating instructions for use must be labeled if applicable. It is required that any product, container label, secondary labels, and wall chart labels be color coded to match for each specific product. It is required that any label have both English and Spanish on the same label. Easy to dispense container.

F. Ready to Use (to meet the following specifications)

Operating instructions for use must be labeled if applicable. It is required that any product, container label, secondary labels, and wall chart labels be color coded to match for each specific product. Labels must have both English and Spanish on the same label.

OTHER REQUIREMENTS

Products must have Material Safety Data Sheets (MSDS) available on demand from the end users for all facilities that use the product for both concentrate and diluted products. Products must also have OSHA approved matching labels for all dispensers and spray bottles.

All products must have all Federal, State and Local appropriate approval ratings including but not limited to the USDA, OSHA, FHSA and the EPA. Products available for food service must also include but not be limited to the appropriate USDA requirements for the end user.

Product liability insurance is required for the products and chemical dispensing system.

The awarded vendor must have a distribution warehouse within the State of Utah.

The solicitation is broken into four categories along with a fifth category being titled miscellaneous. It is intended that the miscellaneous category will be for those few items a vendor may carry in their normal day to day catalog that may not fit into one of the other four categories. The categories are (1) Cleaning Products – Chemicals/Floor Care/ Soaps/ Degreasers etc. (2) Janitorial Supplies and Equipment – Hard Goods (mops, brooms, buckets, etc. (3) Industrial/Janitorial Paper and related items etc. (4) Bags/Can Liners. A vendor must be willing and able to supply at least one full category of product to the entire state area. A catalog item will be one that appears in the vendors hard copy catalog or an on line electronic catalog maintained by the vendor.
On line ordering capabilities is preferred.

Delivery requirements: Minimum two business day delivery state wide for in stock items.

**PRICING INFORMATION**

Pricing is to be FOB destination prepaid by the vendor to any Utah location. There is no minimum order quantity or dollar amount required, however the end users are encouraged to order responsibly. The pricing offered will be ceiling pricing, however the vendor is allowed and encouraged to offer volume or other type discounts on top of the percentage off manufacture list price offered and at no time during the contract period should the pricing be more than the percentage off manufacture list pricing that was offered. The state and political subdivisions will not accept any additional charges from the awarded vendor or third party delivery companies. These include but are not limited to MSDS sheets, pallet charges, fuel surcharges or any other delivery fees. If any charges are incurred from a third party delivery company, those fees will be paid by the awarded vendor. All fees and charges are reflected in the price offered. Any violation of this could result in the state canceling any contract awarded. Where required the pricing will include an initial evaluation of the facility, a written recommendation of the best suited system and products, a written estimate of product usage and a follow-up comparison to actual usage to determine if the product and/or equipment is working as intended. Pricing includes on-site trouble shooting of cleaning problems. Pricing includes adequate training, for proper use, of all employees using the system and products. Pricing includes Chemical dispensing equipment and maintenance/repair/replacement of that equipment. Pricing includes secondary product labels, MSDS pages, operating instructions, wall charts, etc. as needed. Pricing will be determined by a percentage off the current manufacture list price. The percentage off manufacture list price that is offered cannot change throughout the life of the contract. The pricing will be determined by the percentage off manufacture list price matched up to the manufacture list price at the beginning of the calendar year. (Example – Vendor will use the list price as of January 1st. Prices will be calculated and a price established for each item.) The price will remain firm on all items for six months. The process will be followed again on July 1st and prices established according the manufacture list price on that date. This process will be repeated every six months for the life of the contract. A full list of the available items along with their description, pack size and pricing etc. must be available for view and use to all end users of the contract. The list must be available for easy access on the vendors web site and/or on an excel spread sheet that can be linked on the state purchasing web site. This list must be made available immediately at the beginning of each pricing period. This list should also include the manufacture list price. If not then a list with the manufacture list price must also be available immediately at the beginning of each pricing period upon demand to state purchasing or any end user that desires to have that list. All items in the category will have the same off manufacture list price percentage attached to them.
Vendors listed each have a multiple award contract for all categories. **LIST PRICES WILL VARY FROM VENDOR TO VENDOR.**

When making comparisons please use actual sale price.

In addition to these vendors you may also purchase any cleaning/janitorial product from the following vendors.
- Fastenal MA043
- Grainger Industrial MA042
- Industrial Supply Company MA1949
- MSC Industrial Supply MA323

<table>
<thead>
<tr>
<th>Category</th>
<th>Bell Janitorial MA336</th>
<th>Brady Industries MA338</th>
<th>Hylon Koburn MA339</th>
<th>Janisan, Inc. MA343</th>
<th>Waxie Sanitary MA354</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chemicals/Cleaners</td>
<td>35.11%</td>
<td>61.50%</td>
<td>47.00%</td>
<td>25.00%</td>
<td>40.00%</td>
</tr>
<tr>
<td>Hard Good Supplies</td>
<td>40.11%</td>
<td>61.89%</td>
<td>50.00%</td>
<td>30.00%</td>
<td>40.00%</td>
</tr>
<tr>
<td>Industrial Paper</td>
<td>45.11%</td>
<td>61.50%</td>
<td>49.00%</td>
<td>35.00%</td>
<td>60.00%</td>
</tr>
<tr>
<td>Bags/Can Liners</td>
<td>45.11%</td>
<td>62.20%</td>
<td>59.50%</td>
<td>35.00%</td>
<td>65.00%</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>35.00%</td>
<td>0.00%</td>
<td>45.00%</td>
<td>35.00%</td>
<td>15.00%</td>
</tr>
</tbody>
</table>

**FINET COMMODITY CODE(S):**
- 08545-BAGS: NYLON OR POLYESTER
- 45087-GALLON WATER COOLER
- 46550-HOUSEKEEPING EQUIPMENT & SUPPLIES
- 48504-APPLICATORS, ALL TYPES
- 48510-BROOMS, BRUSHES, AND HANDLES
- 48512-CLEANER, BOWL, LIQUID QUART
- 48513-CLEANER, HAND AND SKIN, SYNTHETIC/DETERGENT TYPE
- 48516-CLEANER, HARD SURFACE, GENERAL PURPOSE, LIQUID
- 48518-CLEANER, HEAVY DUTY DEGREASER (INCLUDING OVEN CLEANER)
- 48525-CLEANER, TILE AND GROUT
- 48526-CLEANER, BOWL, LIQUID
- 48528-CLEANER AND WAX: WINDOW, MIRROR, AND LIQUID
- 48529-CLEANER, POWDERED, CHORINATED
- 48537-DETERGENT-DISINFECTANT (WASHROOM TYPE), LIQUID AND AEROSOL
- 48538-CLEANER, DETERGENT, POWER
- 48540-DISINFECTANT, SPRAY AND POWERED
- 48544-DISPENSERS, SOAP (INCLUDING WATERLESS SOAP DISPENSERS)
- 48545-DISPENSERS, (FOR METERED AEROSOL DEODORANTS, AIR SANITIZERS, AND
INSECTICIDES) AC AND DC MODELS
48546-DISPENSERS AND HOLDERS (FOR PAPER TOWELS, TOILET TISSUE, AND TOILET SEAT COVERS
48550-DOOR MATS, ALL TYPES
48554-FLOOR POLISHES AND WAXES, FLOOR SEALER AND DUST MOP TREATING COMPOUND
48555-FLOOR STRIPER AND CLEANER
48564-JANITOR CARTS AND BAGS
48566-LINEN HAMPERS AND BAGS
48567-LITTER PICK DEVICES
48568-MOP BUCKETS, WRINGERS, AND ATTACHMENTS
48570-MOPS AND HANDLES, DRY AND TREATED TYPES
48572-MOPS AND HANDLES, WET TYPES
48578-RUG AND CARPET SHAMPOO AND SPOT REMOVER
48580-SAND URNS, FILLING MATERIALS, SMOKING STANDS, WALL MOUNTED ASHTRYS, AND CUSPIDORS
48584-SCALE REMOVER (ACID TYPE CLEANERS FOR DISHWASHERS, STEAM TABLES, ETC.)
48586-SOAP, HAND: BAR, LIQUID, AND POWERED
48588-SQUEEGEES, SPONGES, AND SCRUBBING PADS (FOR MANUAL HARD SURFACE CLEANING)
50535-DETERGENTS SYNTHETIC
51575-SPREADERS, BROADCAST, FERTILIZER & SEED
64022-CONTAINERS, PAPER & PLASTIC
64055-PAPER PRODUCTS
64066-RECYCLED PAPER, PLASTIC, AND STYROFOAM PRODUCTS (DISPOSABLE TYPE)
64075-TOILET TISSUES, PAPER TOWELS, AND TOILET SEAT COVERS
64085-WIPERS, SHOP USE, CELLULOSE AND PAPER
80178-SIGN, WET FLOOR, YELLOW
90364-FREIGHT HANDLING; MATERIALS HANDLING
00000-GENERIC COMMODITY CODE

REVISION HISTORY: