

AUG 13 2014



Haywood County Schools
Child Nutrition
5855 Crabtree Rd.
Clyde, NC 28721



Alison Francis, Director of Child Nutrition

Date: June 4, 2014

Mark your return envelope as follows:

"Sealed Proposal" for Cleaning Supplies for Cafeterias

REQUEST FOR PROPOSAL

Sealed Proposal #14-15

Opening Date: June 24, 2014

Description and Instructions
<p>Haywood, Henderson, and Buncombe County Schools (79 sites) are interested in receiving proposals for providing Chemicals for the Child Nutrition Program. The attached pages contain the required information. Your proposal should be based upon this Request for Proposal (RFP).</p>
<p>Sealed Proposals will be received for providing Chemicals and should also include: Monthly Preventative Service, 24-hour/365-day Emergency Service with a 2-hour response time, Customized Training, Just in Time Delivery, Dispensing System and Related Items for the 2014-2015 School Session from July 1, 2014 through June 30, 2015, with a four year extension clause available if all parties agree.</p>
<p>Your original and one (1) copy of the proposal shall be placed in an envelope, sealed and properly identified with Chemical Proposal No. 14-15 and delivered to the Haywood County Schools, Child Nutrition Program, 5855 Crabtree Rd., Clyde, NC 28721 by 2:00 PM, Tuesday, June 24, 2014. Proposals received after that time will be returned unopened.</p>
<p>Proposals must show the full name and address of the vendor. Unsigned proposals will be disqualified. Person signing proposal must be someone with the authority to bind their firm to a contract. Items must conform to appropriate local, state, and federal ordinances, statutes, and regulations governing the manufacture, safety, and installation of the item. By signing this proposal, the company certifies and represents to the District the vendor has not offered, conferred, or agreed to confer any pecuniary benefit or other thing of value for the receipt of special treatment, advantage, information, recipient's decision, opinion, recommendation, vote or any other exercise of discretion concerning this proposal. The signer further certifies that this company is not prohibited from doing business with any Federal Department or Agency.</p>
<p>Any questions concerning this proposal should be directed to Alison Francis at 828-627-1150.</p>

Opening Time: 2:00pm on June 24, 2014

Opening Location: Haywood County Schools 5855 Crabtree Rd., Clyde, NC 28721

Cleaning Chemicals #14-15

GENERAL TERMS AND CONDITIONS

1.0 **INSURANCE:** The Vendor awarded the Contract shall maintain all necessary insurance for the period during which purchases are made, including Comprehensive General Liability Insurance, Property Damage Insurance, Workers Compensation Insurance, and Automobile Liability Insurance. The Vendor must provide Evidence of Insurance in **ATTACHMENT A** that it currently has, and agrees to purchase and maintain, during its performance under this Contract, the following insurance from one or more insurance companies authorized to do business in the State of North Carolina:

1.1. Property Damage - The Vendor shall maintain bodily injury and property damage liability insurance covering all owned, non-owned and hired vehicles. The policy limits of such insurance shall not be less than \$1,000,000 combined single limit each person/each occurrence.

1.2. Commercial General Liability -- Vendor shall maintain Commercial General Liability insurance that shall protect the Vendor from claims of bodily injury or property damage which arise from performance under this Contract. This insurance shall include coverage for Contractual liability. The policy limits of such insurance shall not be less than \$1,000,000 combined single limit each occurrence/annual aggregate.

1.3. Worker's Compensation - The Vendor shall meet the statutory requirements of the State of North Carolina for worker's compensation coverage and employer's liability insurance.

1.4. Should any of the above required insurance be cancelled before the expiration, the issuing company will mail thirty (30) days written notice to the School Districts.

2.0 **LUNSFORD ACT:** The Vendor acknowledges that N.C. General Statute 14-208.18 prohibits anyone required to register as a sex offender under Article 27A of Chapter 14 of the General Statutes from knowingly being on the premises of any school. This prohibition applies to persons required to register under Article 27A who have committed any offense in Article 7A of Chapter 14 or any offense where the victim of the offense was under the age of 16 years at the time of the offense.

2.1. **CRIMINAL BACKGROUND CHECKS:** The Vendor shall conduct criminal background checks on each of its employees who, pursuant to this Agreement, engage in any services on school property or at and school events. The Vendor shall provide documentation that criminal background checks were conducted on each of its employees prior to hiring, and shall refuse employment to any person convicted of a felony or any other crime, whether misdemeanor or felony, that indicates the person poses a threat to the physical safety of students, school personnel or others. Such check shall include an annual check of the State Sex Offender and Public Protection Registration Program, the State Sexually Violent Predator Registration Program, and the National Sex Offender Registry. Vendor shall not assign any employee or agent to provide services pursuant to this contract if (1) said worker appears on any of the listed registries; (2) said worker has been convicted of a felony; (3) said worker has been convicted of any crime, whether misdemeanor or felony, involving sex, violence, or drugs; or (4) said worker has engaged in any crime or conduct indicating that the worker may pose a threat to the safety or well-being of student or school personnel. Buncombe, Haywood or Henderson County Schools reserve the right to prohibit any individual employee of Vendor from providing services on School District's property or at any School District event if the School District(s) determines, in its sole discretion, that such employee poses a threat to the safety or well-being of students, school personnel or others. The Vendor must submit the procedure for complying with **Criminal Background Checks** to meet this requirement in **ATTACHMENT B**.

3.0 **RECORDS RETENTION REQUIREMENTS:** By signing this Bid, the Vendor awarded the Contract understands that the School Districts and their auditors, the U.S. Department of Agriculture, the NC Department of Public Instruction, the Comptroller General of the United States, or any of their duly authorized representative, shall have access to any books, documents, papers, and records of the Contractor which are directly pertinent to the specific Contract, for the purpose of audits, examinations, excerpts, and transcriptions.

3.1. The Vendor awarded the Contract must retain all pertinent records identified by source, type, and category for a minimum of three (3) years after the School Districts make final payments. In the event of any unresolved audit findings, the records shall be retained beyond the three (3) year period for as long as required for resolution of the issues raised by the audit.

4.0 **ADDITIONAL AREAS OF REGULATORY COMPLIANCE:** The Vendor and School Districts mutually agree to comply with all applicable standards, orders or requirements issued pursuant to Section 306 of the Clean Air Act (42 USC 1857 [h]), Section 508 of the Clean Water Act (33 USC 1368), Executive Order 117389 and Environmental Protection Agency regulations (40 CFR Part 15). Any violations thereof shall be reported to the Administrator for Enforcement or other appropriate authority. Each party shall not be responsible to the other for acts beyond its control or acts caused by the negligence of the other party.

4.1 The Vendor agrees to comply with all mandatory standards and policies relating to energy efficiency as cited in the State Energy Conservation Plan issued in compliance with the Energy Policy and Conservation Act (P.L. 94 -163).

4.2 The Vendor shall comply with Executive Order 11246, entitled Equal Employment Opportunity, as amended by Executive Order 11375 of October 13, 1967, and as supplemented in Department of Labor regulations, 41 CFR Part 60.

4.3 The Vendor shall comply with the following Civil Right Act of 1964 as amended. The Vendor awarded the Contract shall comply with applicable Federal, State and local laws and regulations pertaining to wages, hours, and conditions of employment. In connection with the Vendor's performance of work under this Contract, the Vendor agrees not to discriminate against any employee(s) or applicant(s) for employment because of age, race, religious creed, sex, national origin or handicap. The Vendor shall also comply with other Civil Rights laws as amended including Title VI of the Civil Rights Act of 1964; Title IX of the Education Amendments of 1972; Section 504 of the Rehabilitation Act of 1973; the Age Discrimination Act of 1975; Title 7 CFR parts 15, 15a, and 15b; the Americans with Disabilities Act; and FNS Instruction 113-6, "Civil Rights Compliance and Enforcement in School Nutrition Programs".

4.4 The Vendor awarded the Contract shall comply with the provisions of the Consumer Product Safety Act.

4.5 The Vendor awarded the Contract must comply with the State of North Carolina Conflict of Interest requirement as defined in General Statute Chapter 14-234.

4.6 Bids that have been certified by the North Carolina Department of Administration as **Historically Underutilized Business (HUB)** Entities are required to indicate their HUB status when responding to the IFB. The Vendor shall submit evidence of HUB Certification in ATTACHMENT C.

4.7 Submission of **Certification of Contracts, Grants, Loans, Cooperative Agreements and Lobbying** is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31 U.S. Code. Any Vendor who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure. Certification should be provided in ATTACHMENT D.

4.8 The Vendor is required to complete, sign and attach the **Debarment and Suspension Certification Form** after accessing North Carolina Department of Administration website and checking the debarment section at <http://www.doa.state.nc.us/PandC/actions.asp> The signed form should be included as ATTACHMENT E.

4.9 The Vendor shall abide by all applicable Federal and State laws and policies of the State and Local Board of Education when providing services under this Contract.

5.0 **DEFAULT:** In the event the School Districts terminate this Contract, in whole or in part, for cause or default on the part of the Vendor awarded the Contract, the School Districts reserves the right to award the canceled Contract, or any portion thereof, to the next lowest or most responsive Vendor as it deems such award to be in the best interest of the School Districts.

5.1 Vendor failure to adhere to any of the provisions of the General Terms and Conditions of this proposal, vendor delivering any product(s) that fail to meet the Item specifications, vendor delivering any substitution(s) of product(s) different than those originally proposed and awarded without the prior approval, vendor failure to meet the required delivery schedules, or vendor violation of any other provision contained within the General Terms and Conditions or any Attachment or Addendum(s) thereto which provides for Contract termination as a remedy.

5.2 Neither the School Districts nor any of its members shall be liable to the Vendor for any damages (including but not limited to, loss of profits or loss of business, or any special, consequential exemplary, or incidental damages) in the event the School Districts declares the Vendor in default.

5.3 The Vendor shall hold the School Districts harmless from any and all damages and claims that may arise by reason of any negligence on the part of the Vendor, his agents or employees in the performance of the Contract.

SPECIAL TERMS AND CONDITIONS

- **SCOPE OF WORK:** This Request for Proposal is for the provision of Cleaning Chemicals, Dish Machine Chemicals and Dispensers to Buncombe, Haywood and Henderson County Schools Child Nutrition Kitchens for the months that schools are in operation (10). Summer feeding and year round sites will be handled on an individual basis during the months they are in operation. The Buncombe, Haywood and Henderson County School Districts are located in Western North Carolina and operate seventy-nine (79) campuses and three (3) warehouses serving approximately 46,000 students. School list and calendars attached. The proposed system is to include delivery of all cleaning products needed to maintain consistently superior sanitation in all Child Nutrition areas once a month during the school year. Detailed training on safe working practices and the safe and effective use of cleaning chemicals and supplies, which fully complies with OSHA regulations, must be provided to all Child Nutrition employees in all school kitchens as a condition of the contract.

6.0 **VENDOR QUALIFICATION:** The Vendor awarded the Contract must be fully acquainted with terms and conditions relating to the scope and restrictions involved in the execution of the work as described in the RFP. Failure or omission of the Vendor to be familiar with existing conditions shall in no way relieve the company of obligation with respect to this Contract.

6.1 The Vendor awarded the Contract must have a minimum of three (3) year of experience in the safety and sanitation service business. Vendors shall provide documentation of applicable license, certification, experience, and/or letters of reference as requested.

6.2 The Vendor awarded the Contract must, upon request, provide satisfactory evidence of their ability to furnish products in accordance with the terms and conditions of this RFP. The School Districts reserves the right to make the final determination as to the Vendor's ability to provide the products requested herein.

6.3 The Vendor's personnel are to present a professional appearance at all times while on school property. Personnel shall be neat, clean, well groomed, properly uniformed with visible personal identification and the

vendor's name displayed on their shirts, conduct themselves in a respectable and courteous manner while performing duties at any of the School District's facilities.

6.4 The Vendor's personnel are forbidden to consume alcohol, use tobacco, or possess firearms on school property at any time.

6.5 The employment of unauthorized aliens by the Vendor is considered a violation of Section 247A (e) of the Immigration Reform and Control Act of 1986. If the Vendor knowingly employs unauthorized aliens, such a violation shall also be cause for cancellation of the Contract.

7.0 SUBMITTALS: Vendors will propose their solutions to meet the requirements listed within this proposal. The proposal shall include a complete description and product specifications and a list of current public school customers.

It is the vendor's responsibility to provide clear, detailed information about all materials being bid. All services and materials listed must be provided to each school kitchen as part of the proposed service and included in the cost of the contract. At minimum, the syllabus should include:

- A list of support materials necessary for the effective use of cleaning chemicals such as dispensing equipment, spray bottles, etc.
- A list of all cleaning chemicals and supplies, with a sample of each product.
- Vendor must provide a minimum of (3) three written references with contact person and phone number included, from School Districts of comparable size where the vendor has the program in use. Each reference must be from a different School District. One (1) of the references must have a self contained septic system, and be labeled or identified as such.

8.0 CONTRACT PERIOD: The term of this proposal shall be for one (1) year, beginning July 1, 2014 through June 30, 2015.

The proposal may be extended, by mutual consent of all parties, for four (4) additional one-year periods, adhering to the original proposal terms, conditions and pricing.

9.0 TERMINATION OF AGREEMENT: The Districts reserve the right to terminate the agreement upon thirty (30) days written notice to the vendor due to unsatisfactory performance. The Districts reserve the right to interpret "unsatisfactory performance". The Districts shall only be liable for payment of services rendered prior to the effective date of termination.

10.0 ASSIGNMENT: The Vendor, whether under separate contract or not, shall not assign any part or the whole of this proposal or agreement to another party, subcontractor, or company, unless mutually agreed upon by the parties.

11.0 ITEM SUBSTITUTIONS AND CHANGES: Each item that is delivered must be the approved brand/product or approved equal quoted in this proposal. Unauthorized substitutions will not be accepted. It is expected that the Vendor will always have adequate supply of product on hand to service this proposal. An excessive occurrence of out-of-stock items is cause for contract cancellation.

11.1 If the vendor needs to make a brand change during the term of the contract, they may request approval for the change by submitting a petition to each district's Child Nutrition Director, listing the reasons for a

change. The Districts reserve the right to make brand or product changes at any point during the contract for reasons including, but not limited to: poor performance, quality control issues and product complaints.

11.2 Individual school districts reserve the right to received/order 5% of products off bid with any vendor based on monetary amount of the bid. This would allow school districts to test products and order products from local companies that cannot meet the broad scope of this bid.

12.0 BID REVIEW AND REWARD

- After the public opening of the proposals, school officials will require at least seven (7) working days for review.
- The School Districts will award the contract their next regularly scheduled board meetings after the opening.
- All proposals are subject to verification of mathematical extensions. If the errors on math and brands are within the tolerances described in the Request for Proposal, the bottom line will be adjusted, and if the proposal is still low, the proposal disclosure procedures will continue.
- Bid will be awarded based on the following: Please see award criteria included in **Attachment F**.
- The proposal will be awarded in the best interest of the **Buncombe, Haywood, and Henderson County Schools Child Nutrition** and this determination will be made solely by these offices. Should services and/or product not meet the needs of the Districts we reserve the right to break the contract.

13.0 SERVICE SPECIFICATIONS: The successful vendor will provide a Sanitation Service System to each school site in Buncombe, Haywood, and Henderson County Schools. Training, on-site monitoring, just-in-time delivery of chemicals/cleaning supplies, and a standardized system of reporting are integral parts of the service required. The service should include, but not be limited to:

- A set of all Product Labels in compliance with the Globally Harmonized System on all chemicals and detergents supplied by the successful vendor and used in the kitchens, posted in accordance with OSHA's Hazardous Communication Act (2012 Hazard Communications Label Requirements). The vendor will ensure all mixing and usage charts and other instructional materials are posted in food service areas.
- Monthly on-site training with subsequent site monitoring on effective use and inventory control of chemicals and cleaning supplies.
- A clean, concise system of reporting by site and collectively, all service calls, site observations and cleaning supplies/chemicals delivered to the District's kitchens; reporting in an electronic format is preferred.
- At minimum, each kitchen is to be serviced monthly during the school year.
- Representative will inspect all dispensing equipment to ensure proper function and concentrations
- Timely delivery of cleaning supplies and chemicals to each site in sufficient quantity to enable each kitchen to meet the District's required level of sanitation.

14.0 VENDOR SERVICE REQUIREMENTS

- Service reports after each visit, sent to specified food service supervisor or director. Reports will include date and time spent at each site and a brief description of services provided.
- Vendor representative will ensure all necessary GHS Product Labels for all products are posted in each school site in accordance with OSHA's Hazardous Communications Act 2012. Vendor representative will ensure all mixing/usage cards, charts and other instructional materials are posted throughout the food service area. All Equipment will also be labeled with instructions.
- Vendor will agree to a 24-hour response time to any location with re-supply needs or technical needs. A 1-800 or local number will be provided for Managers and any additional shipping costs will be incurred by Vendor.
- When there is a change in vendor, the previous vendor will be responsible for removal of all materials, containers, dispensing equipment, etc. with fifteen (15) working days from the last day of the previous contract period.

15.0 MATERIAL SPECIFICATIONS: The successful vendor must provide and deliver F.O.B. destination, freight prepaid to each site, as a condition of this contract and at no additional cost, cleaning chemicals and supplies in sufficient quantity to meet the levels of sanitation required by the Health Department and the local Child Nutrition Department. Package labeling must exhibit clear dilution and use directions in English and Spanish. Detergents must dilute instantly in hot or cold, hard or soft water. Products shall make an effective cleaning solution, which leaves no film or residue, and shall not stain, discolor or damage equipment when used at recommended proportions.

The Districts may have school sites with self contained septic systems. These sites have been issued permits by the State of North Carolina, Department of Environmental and Natural Resources, Division of Water Quality to operate and discharge wastewater under the National Pollutant Discharge Elimination System. The water system pH levels and other discharge contaminant levels are monitored regularly for compliance to ensure proper balances are maintained. Products used at these sites must comply with our requirements to meet water quality levels as defined by the permit issued. Products shall be non-corrosive, and, metal safe with low surfactant levels.

Where protocols exist, all cleaners must be certified as Green Seal®, EcoLogo®, or carry the DFE (Design for the Environment, an EPA Partnership Program) label. Proof of certification or labeling must be included in the RFP packet with product descriptions.

16.0 MATERIALS/ANCILLARY ITEMS VENDOR TO PROVIDE

- Vendor will provide Product Labels in compliance with GHS, temperature logs, procedures for cleaning materials, charts, posters and any training materials pertinent to employee training and follow-up.
- Vendor will ensure all bottles, containers; dispensing equipment has 2012 OSHA Compliant labeling.
- Vendor to provide procedure and reference manual covering the mixing, use and application of all materials used in the program.
- Service will also be continued for all sites "opened" for summer school. Service will be continuous for sites that have year-round sessions.

EQUIPMENT

- Will install and maintain dispensing equipment necessary for the controlled dispensing of products
- UL approved equipment provided at no additional charge
- Product selector valves for spray bottle and mop bucket filling.
- Push button filling with "push and turn" mop bucket locking feature for mop bucket filling.
- Simple three screw cabinet mounting.
- Separate spray bottle and mop bucket fill rates (1 gpm and 3.5 gpm).
- Use of metering tips to select dilution rates.

- Easy product concentrate cartridge docking.
- Built-in product cartridge dip tubes.
- Color-coded trilingual labeling, usage icons, consistent product colors and numbering.
- Low foaming spray bottle fill tube.

17.0 BILLING REQUIREMENTS

- Billing will be done monthly; monthly invoices will be sent to the designated bookkeeper at each school district.
- Service will also be continued for all sites “opened” for summer school; service will be continuous for sites that have year-round school sessions.
- Costs quoted are to be FOB destination, freight pre-paid to any and all locations in the Districts; quotes should not include city, state, sales or federal excise tax.

ATTACHMENT A
EVIDENCE OF INSURANCE (1.0)

Attach copy, or evidence, of required Property, Liability and Worker's Compensation Insurance.

ATTACHMENT B

CRIMINAL BACKGROUND CHECKS – LUNSFORD ACT COMPLIANCE (2.1)

Provide an explanation of company policy to provide compliance with the above requirement.

**ATTACHMENT C
HUB Certification (4.6)**

Historically Underutilized Business (HUB) Certification

Companies submitting Bids that have been certified by the North Carolina Department of Administration as Historically Underutilized Business (HUB) Entities are encouraged to indicate their HUB status when responding to this IFB.

Yes, I certify that my company has been certified by the North Carolina Department of Administration as Historically Underutilized Business (HUB), and I have attached a copy of our HUB certification to this form. **Required documentation for recognition as a HUB:**

Check all that apply:

- Minority**
- Small Business**
- Women Owned**

Company Name (Print)

Signature of Authorized Representative

No, My company has NOT been certified by North Carolina as a Historically Underutilized Business (HUB).

Company Name (Print)

Signature of Authorized Representative

ATTACHMENT D

Certification of Contracts, Grants, Loans, Cooperative Agreements and Lobbying (4.7)

The undersigned certifies, to the best of his or her knowledge and belief that:

1. No federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal Contract, the making of any cooperative agreement, and the extension, continuation, renewal, amendment or modification of any Federal Contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal Contract, grant, loan or cooperative agreement, the undersigned shall complete and submit Standard Form -LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including sub-Contracts, sub-grants and Contracts under grants, loans and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of the certification is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31 U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Company Name (Print)

Authorized Signature

Date

ATTACHMENT E

CERTIFICATION, DEBARMENT, INELIGIBILITY and VOLUNTARY EXCLUSION (4.8)

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, Title 7 CFR Part 3017, §3017.510, Participants responsibilities. The regulations were published as Part IV of the January 30, 1989, *Federal Register* (pages 4722-4733). Copies of the regulations may be obtained by contacting the USDA agency with which this transaction originated.

The prospective participant certifies, by submission of this Bid, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any state, federal department or agency.

Where the prospective lower-tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this Bid.

_____ Organization Name (print)	_____ IFB #
_____ Name and Title of Authorized Representative (print)	
_____ Signature	_____ Date

By signing and submitting this form, the prospective Vendor is providing certification they have accessed and verified at the following website: <http://www.doa.state.nc.us/PandC/actions.asp> that the Vendor is not currently debarred or suspended from conducting business in the state of North Carolina.

AWARD CRITERIA (Attachment F)

Maximum Points Possible

Quality and Ease of use of Cleaning Materials	25pts.
<ul style="list-style-type: none">• Method of dispensing product / packaging• Effectiveness of cleaning product• Product appropriateness for School Food Service Environment• Clarity of user instruction, written directions• Products appropriate for use in Septic Systems• Environmental Impact• Safety	
Service	20pts.
<ul style="list-style-type: none">• Emergency Service Coverage• Preventive Service• Field Reports to Director	
Knowledge of Program	15pts.
<ul style="list-style-type: none">• Commitment / preparedness for multi-site training and response plan• Familiarity with School Food Service Environment• Knowledge of OSHA Guidelines	
Past Performance (References)	20pts.
<ul style="list-style-type: none">• Letters of recommendation / length of relationship• Number of other school districts using system• Reliability of Deliveries• Overall Satisfaction	
Pricing	20pts.
<ul style="list-style-type: none">• Total Program Cost	
Total Possible Score	100pts.

Vendor List

Champion Supply
Attn: Bruce Johnson
17 Piney Park Rd.
Asheville, NC 28806
Tel: 828-225-1075
Fax: 828-225-1072

ECOLAB
Attn: Anthony Estamponi
9735 Northcross Center Court, Suite N
Huntersville, NC 28078
Tel: 678-267-5162
Fax: 678-669-2234

Green Bamboo Cleaning Supplies
128 Starnes Cove Road
Asheville, NC 28806
Tel: 828-414-8024

NC Dept Public Safety
Correctional Enterprise
Janitorial Products Plant
Attn: Charles Faires
Assistant Plant Manager
231 Soul City Blvd.
Norlina, NC 27563
Phone: 252 456-1168
Fax: 252 456-2907

PortionPac Chemical Corp
Attn: John Paulun
400 N. Ashland Ave.
Chicago, IL 60622
Tel: 800-289-7725
Fax: 312-447-5968

Sanitech Systems
Attn: Richard Renaud
4033 Holden Road
Lakeland, Florida 33811
Tel: 863-709-9876

SYSCO Charlotte, LLC
Attn: Lisa Joines
4500 Corporate Drive
Concord, NC 28027
Tel: 704-723-6128

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	SUPPLIER BRAND	SUPPLIER PACK SIZE	BID PRICE	SUPPLIER PRODUCT #	DILUTION RATIO PER 1 GALLON WATER	USE COST PER 1 GALLON WATER
Districts will provide approximately two weeks notice of intent to order for all items in this section that are marked with an asterisk (*).								
1	Detergent, Dish Machine - Non-corrosive, metal safe, with low surfactant levels, for use with moderately hard water. Designed for controlled dispensing. Preferred pack: 4 - 6.7.5 lb blocks	Apex Power Plus 17091 or Approved Equivalent						
2	Detergent, Dish Machine - Non-corrosive, metal safe, with low surfactant levels, for use with moderately hard water. Designed for controlled dispensing. Preferred pack: 4 - 6.7.5 lb blocks	Apex Power 17063 or Approved Equivalent						
3	Detergent, Manual Pot and Pan - Non-corrosive, metal safe, with low surfactant levels. Concentrated liquid detergent. Preferred pack: 2-2 gallon bags	Scout 10906 or Approved Equivalent						
4	Fast Drying Rinse Additive - Non-corrosive, metal safe, with low surfactant levels. Preferred pack: 2-5 qt.	Apex 6100118 or Approved Equivalent						
5	Rinse Additive - non caustic. Preferred pack: 2-2.5 lb blocks	Apex 16811 or WNC Approved Equivalent						
6	Detergent, Laundry - non caustic, Safe for HE Machines as well. Preferred pack: 45 lb.	Perma Britte Plus 10391 or Approved Equivalent					N/A	N/A
7	Cleaner, Floor - non caustic, No-Rinse. Preferred pack: 2.5 gallons	Wash 'n Walk 14278 or Approved Equivalent					N/A	N/A
8	Cleaner, Glass - non caustic, Streak-Free, Fast Drying. Preferred pack: 2.5 gallons	Private Label/Manufacturer Label					N/A	N/A
9	Cleaner, Peroxide, Multi-Purpose - Cleans Glass. Mirrors, countertops, and metal fixtures Preferred pack: 1-2.5 gallons	Peroxide Glass & Surface 6100609 or Approved Equivalent					N/A	N/A
10	Cleaner, Multi-Purpose - non caustic, Non-abrasive, Streak-free. Preferred pack: 1-2.5 gallons	Oasis 137 Orange Force 14539 or Approved Equivalent					N/A	N/A
11	Cleaner, Specialty Oven - non caustic. Preferred pack: 4-1 gallons	Specialty Oven Cleaner 6100602 or Approved Equivalent					N/A	N/A

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	SUPPLIER BRAND	SUPPLIER PACK SIZE	BID PRICE	SUPPLIER PRODUCT #	DILUTION RATIO PER 1 GALLON WATER	USE COST PER 1 GALLON WATER
12	Rinse, Specialty Oven, Oven Rinse used to delime specialty ovens, such as Convothem Preferred pack: 4-1 gallons	Specialty Oven Rinse 6100601 or Approved Equivalent					N/A	N/A
13	Cleaner, Freezer - non caustic, No Thaw quick drying liquid freezer cleaner. Preferred pack: 4-1 gal	Kool-Klene 15461 or Approved Equivalent					N/A	N/A
14	Degreaser - non caustic. Preferred pack: 6-32 fl oz	Grease lift 6100284 or Approved Equivalent					N/A	N/A
15	Degreaser, Gel - Preferred pack: 4-1 gallons	Greastrip Plus 19505 or Approved Equivalent					N/A	N/A
16	Degreaser, Fryer Cleaner - non caustic, convenient-to-use packets. Preferred pack: 26-8 oz	Grease Express Fry Cleaner 10307 or Approved Equivalent					N/A	N/A
17	Sanitizer - non caustic. Preferred pack: 1-2.5 gallons	Oasis 146 Multi-Quat or Approved Equivalent					N/A	N/A
18	Delimer - non caustic. Preferred pack: 4-1 gallons	Lime Away 18700 or Approved Equivalent					N/A	N/A
19	Stainless Steel Polish - non caustic, Ready-to-use. Preferred pack: 6-32 oz	Medallion 18424 or Approved Equivalent					N/A	N/A
20	Drain Maintainer - non caustic. Preferred pack: 1-2.5 gallons	Pathways Drain Treatment 29810 or Approved Equivalent					N/A	N/A
21	Sanitizing Hand Foam for Dispenser - Anti bacterial, FDA Food Code Compliant Preferred pack: 6-750 ml	Digisan 23674 or Approved Equivalent					N/A	N/A
22	Foam Hand Soap for Dispenser - Anti bacterial, Moisturizing Foaming Hand Soap Preferred pack: 6-750 ml	Nexa 6100706, Digiclean 23672 or Approved Equivalent					N/A	N/A
23	Sanitizer Pail - Preferred pack: 1-6 qt.	60503-02-11 or Approved Equivalent					N/A	N/A

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	SUPPLIER BRAND	SUPPLIER PACK SIZE	BID PRICE	SUPPLIER PRODUCT #	DILUTION RATIO PER 1 GALLON WATER	USE COST PER 1 GALLON WATER
*	Towel - Strong, durable, easy-rinse to hold up to repeated wet use. Preferred pack: 150 ct.	Wet Wipe Blue Towel 61111-01-00 or Approved Equivalent					N/A	N/A
*	Goggles, Safesplash- One size fits all	50914-01-00 or Approved Equivalent					N/A	N/A
*	Gloves, Steam-Latex Free, Medium & Large Sizes	Medium 50335-05-00 Large 50335-02-00 or Approved Equivalent					N/A	N/A
*	Back Brace-Universal	50906-01-00 or Approved Equivalent					N/A	N/A

Buncombe, Haywood, and Henderson County Schools Child Nutrition Programs

Proposal Form - Chemicals #14-15

Company Name _____

Address _____ City, State, Zip Code _____

Phone Number _____ Fax Number _____

Email Address _____

Authorized By (Typed/Printed) _____

Authorized By (Signature) _____

CN Director: Lisa Payne
 Address: 175 Bingham Road, Asheville, N.C. 28806
 Phone: (828)-255-5933 FAX: (828)-255-5899

E-MAIL: elizabeth.payne@bcsemail.org

District Billing Address: 175 Bingham Road, Asheville, N.C. 28806

District makes payments to Vendors (yes) weekly biweekly monthly

School Name	Address	Avg. Breakfast	Avg. Lunch	Avg. Snack (al-cart \$)	Avg. Summer Prog. Particip.
AC Reynolds High	1 Rocket Drive, Asheville 28806	595	709	912.00	
AC Reynolds Middle	2 Rocket Drive, Asheville 28806	195	413	226.00	
Avery's Creek	15 Park South Blvd. Arden 28704	232	447	93.00	205
Barnardsville	20 Hillcrest Dr. Barnardsville 28709	75	106	50.00	
Black Mtn. Elementary	100 Flat Creek Rd. Blk. Mtn. 28711	NA	NA	NA	
Black Mtn. Primary	301 East State St. Blk. Mtn. 28711	149	274	89.00	
Candler Elementary	121 Candler School Rd Candler 28715	406	452	131.00	
Cane Creek Middle	570 Lower Brush Crk Rd. Fletcher 28732	104	360	696.00	
Charles Bell Elementary	90 Maple Springs Rd. Asheville 28805	86	183	66.00	
Charles D Owen High	99 Lake Eden Rd Blk. Mtn. 28711	209	320	651.00	
Charles D Owen Middle	730 Old US 70 Swannanoa 28778	131	371	255.00	
Charles T. Koontz Intermediate	305 Overlook Road Asheville, N.C. 28803	185	438	234.00	
Clyde Erwin High	60 Lees Creek Rd Asheville, NC 28806	307	744	755.00	
Clyde Erwin Middle	20 Erwins Hillis Rd. Asheville 28806	243	604	490.00	
Emma Elementary	37 Brickyard Rd. Asheville 28806	197	329	68.00	
Enka High	475 Enka Lake Rd. Candler 28715	492	681	922.00	
Enka Middle	390 Asbury Rd. Candler 28715	268	730	425.00	
Fairview Elementary	1355 Charlotte Hwy. Fairview 28730	333	434	167.00	
Glen Arden Elementary	50 Pinehurst Circle Arden 28704	105	263	128.00	

Haw Creek Elementary	21 Trinity Chapel Rd. Asheville 28805	107	245	50.00	312
Hominy Valley Elementary	450 Enka Lake Rd. Candler 28715	182	296	104.00	
Joe P. Eblen Intermediate	59 Lee's Creek Road Asheville, N.C. 28806	224	595	183.00	366
Johnston Elementary	230 Johnston Blvd. Asheville 28806	164	251	60.00	
Leicester Elementary	31 Gilbert Rd. Leicester 28748	171	333	104.00	
North Buncombe Elementary	251 Flat Crk. Church Rd. Weaverville 28787	371	437	87.00	
North Buncombe High	890 Clarks Chapel Rd. Weaverville 28787	513	557	1081.00	109
North Buncombe Middle	51 N. Buncombe School Rd. Weaverville 28787	120	408	414.00	
North Windy Ridge	20 Doan Rd. Weaverville 28787	187	347	269.00	
Oakley Elementary	753 Fairview Rd. Asheville 28803	329	338	44.00	
Pisgah Elementary	1495 Pisgah Hwy. Candler 28715	81	164	52.00	
Sand Hill-Venable	154 SandHill School Rd. Asheville 28806	236	555	93.00	282
TC Roberson High	250 Overlook Rd. Asheville 28803	541	608	1138.00	
Valley Springs Middle	224 Long Shoals Rd. Arden 28704	181	375	447.00	
WD Williams Elementary	161 Bee Tree Rd. Swannanoa 28778	119	294	89.00	203
Weaverville Elementary	129 S. Main St. Weaverville 28787	131	225	74.00	
Weaverville Primary	39 S. Main St. Weaverville 28787	66	132	41.00	
West Buncombe Elementary	175 Erwin Hills Rd. Asheville 28806	376	424	112.00	
William Estes Elementary	275 Overlook Rd Asheville 28803	268	412	101.00	
Woodfin Elementary	20 Erwins Hills Rd. Asheville 28806	62	113	16.00	50

Western Co-Op
DISTRICT PROFILES
Haywood County

CN Director: Allson Francis

Address:
5855 Crabtree Rd., Clyde, NC 28721

Phone: 828-627-1150 FAX: 828-627-1596

E-MAIL: afrancis@haywood.k12.nc.us

District Billing Address: 5855 Crabtree Rd. Clyde, NC 28721

District makes payments to Vendors weekly biweekly monthly

School Name	Address	Avg. Breakfast	Avg. Lunch	Avg. Snack	Avg. Summer Prog. Particip.
Bethel Elem	4700 Old River Rd. Canton, NC 28716	175	410	35	50
Bethel Middle	630 Sonoma Rd. Waynesville, NC 28786	110	250	0	0
Canton Middle	60 S. Penland St. Canton, NC 28716	100	450	0	0
Central Elem	62 Joy Lane Waynesville, NC 28786	110	225	25	100
Central Haywood High	3215 Broad Street Clyde, NC 28721	50	65	0	0
Clyde Elementary	4182 Old Clyde Rd. Clyde, NC 28721	125	350	35	35
Haywood Early College	185 Freeland Drive Clyde, NC 28721	40	160	0	75
Hazelwood Elem	1111 Plot Creek Rd. Waynesville, NC 28786	140	400	35	35
Jonathan Valley Elementary	410 Hall Drive Waynesville, NC 28786	155	325	25	25
Junaluska Elem	2238 Asheville Highway Waynesville, NC 28786	65	250	30	30
Meadowbrook Elementary	85 Morning Star Rd. Canton, NC 28716	115	225	30	30
North Canton Elementary	60 Thompson Street Canton, NC 28716	175	375	30	30
Pisgah High	1 Black Bear Drive Canton, NC 28716	200	600		

Riverbend Elem	77 Learning Lane Clyde, NC 28721	35	160	15	
Tuscola High	564 Tuscola School Rd. Waynesville, NC 28786	250	555		
Waynesville Middle	507 Brown Ave. Waynesville, NC 28786	165	690		

Western Co-Op
DISTRICT PROFILES
Henderson County

CN Director: Christina E. Dodd

Address: 96 School House Road, Mills River, NC 28759

Phone: 828-891-6310

FAX: 828-890-1371

E-MAIL: cdodd@henderson.k12.nc.us

District Billing Address: 96 School House Road, Mills River, NC 28759

District makes payments to Vendors: weekly biweekly monthly

School Name	Address	Avg. Breakfast	Avg. Lunch	Avg. Snack	Avg. Summer Prog. Particip.
Apple Valley Middle	43 Fruitland Rd Hendersonville, NC 28792	174	684		
Atkinson Elem.	2510 Old Kanuga Rd Hendersonville, NC 28739	84	264	20	
Balfour Ed Ctr	2529 Asheville Hwy Hendersonville, NC 28791	57	92		
Bruce Drysdale Elem	834 North Main St Hendersonville, NC 28792	400	349	22	
Clear Creek Elem	737 North Clear Creek Rd Hendersonville, NC 28792	481	443	26	
Dana Elem	690 Ridge Road Hendersonville, NC 28792	512	463	27	
East Henderson High	110 Upward Road East Flat Rock, NC 28726	113	433		
Edneyville Elem	2875 Pace Road Hendersonville, NC 28792	125	419	21	
Etowah Elem	320 School House Rd Etowah, NC 28729	91	307	24	
Flat Rock Middle	191 Preston Lane East Flat Rock, NC 28726	143	570		
Fletcher Elem	500 Howard Gap Rd Fletcher, NC 28732	110	370	22	
Hendersonville Elem	1039 Randall Circle Hendersonville, NC 28739	65	236	41	

School Name	Address	Avg. Breakfast	Avg. Lunch	Avg. Snack	Avg. Summer Prog. Particip.
Hendersonville High	311 Eighth Avenue Hendersonville, NC 28739	125	325		
Hendersonville Middle	825 North Whitted St Hendersonville, NC 28791	85	346		600
Hillandale Elem	40 Preston Lane East Flat Rock, NC 28726	482	401	24	
Glen Marlow Elem	1985 Butler Bridge Rd Fletcher, NC 28732	94	312	22	
Mills River Elem	94 School House Road Horse Shoe, NC 28742	113	348	20	
North Henderson High	35 Fruitland Road Hendersonville, NC 28792	137	514		
Rugby Middle	3345 Haywood Road Hendersonville, NC 28791	103	542		
Sugarloaf Elem	2270 Sugarloaf Road Hendersonville, NC 28792	393	373	22	
Upward Elem	45 Education Drive Flat Rock, NC 28731	167	413	22	
West Henderson High	3600 Haywood Road Hendersonville, NC 28791	134	468		
Early College	120 Alumni Way Flat Rock, NC 28731	45	87		

Champion Supply for Haywood, Buncombe, and Henderson County School Child Nutrition

AUG 13 2014

Product	Item Name	Brand	Packaging	Bid Price	Product #	Dilution Ratio per 1 Gallon Water	Use Cost per 1 Gallon Water	Notes
Dish Machine Detergent	Ultra Cycle	ALCO	5 Gallon	\$50.00	0350-5	.068 oz per gallon	\$0.005	Dollies Available
Dish Machine Detergent	Ultra Cycle	ALCO	1 Gallon	\$10.00	0350-1	.068 oz per gallon	\$0.005	Wall Bracket Mount
Manual Pot and Pan Detergent	Lemon Suds	ALCO	1 Gallon	\$9.35	0335-1	2 oz per gallon	\$0.015	1 oz metered pump with Sink Stickers and Wall Poster
Fast Drying Rinse Additive	Zip Dry	ALCO	5 Gallon	\$67.00	0312-5	.025 oz per gallon	\$0.003	Dollies Available
Fast Drying Rinse Additive	Zip Dry	ALCO	1 Gallon	\$13.40	0312-1	.025 oz per gallon	\$0.003	Wall Bracket Mount
Laundry Detergent	ALCO Deluxe	ALCO	25 lb Box	\$26.50	203025	.5 cups per load	\$0.2384 per load	1 cup scoop included, New 25 lb packaging
Floor Cleaner	Mag 7	ALCO	1 Gallon	\$9.95	0185-1	2 oz per gallon	\$0.155	High Flow, Continuous flow dispensing system
Glass Cleaner	JAWS Glass and Surface	JAWS	6 - .33 oz cartridges	\$9.95	JAWS - G	1.32 oz per gallon	\$6.63	DFE Certified Green - Small cartridges provide easy storage
Multi Purpose Peroxide Cleaner	Oxy	American Formula	Gallons	\$23.00	AF-Oxi	1 oz per gallon	\$0.180	Green Seal Certified Green - Low or High Flow Dispensing
Multi Purpose Cleaner	Breaker Breaker	ALCO	1 Gallon	\$7.95	0179-1	2 oz per gallon	\$0.124	Low or High Flow Dispensing
Specialty Oven Cleaner	Beyond Green	ALCO	Quart	\$6.95	0329-QT	RTU	\$27.80	DFE Certified Green
Specialty Oven Rinse/Deimer	Blast Off	ALCO	Quart	\$3.45	0325-QT	RTU	\$13.80	

Champion Supply for Haywood, Buncombe, and Henderson County School Child Nutrition

Product	Item Name	Brand	Packaging	Bid Price	Product #	Dilution Ratio per 1 Gallon Water	Use Cost per 1 Gallon Water	Notes
Freezer Cleaner	Freezer Cleaner	ALCO	1 Gallon	\$15.73	0169-1	RTU	\$15.73	
Degreaser	JAWS Multipurpose Cleaner/Degreaser	JAWS	6 - .33 oz cartridges	\$9.95	JAWS-MP	1.32 oz per gallon	\$6.63	DFE Certified Green
Degreaser	Breaker Breaker	ALCO	1 Gallon	\$7.95	0179-1	2 oz per gallon	\$0.124	Low or High Flow Dispensing
Fryer Cleaner Degreaser	Deep Fat Fryer Cleaner	ALCO	4 - 3.75lb jugs	\$50.00	ALCO Fry	1 oz powder per gallon	\$0.208	
Sanitizer	Secure	ALCO	1 Gallon	\$12.95	0365-1	.25 oz per gallon	\$0.025	1 oz metered pump with Sink Stickers and Wall Poster
Delimer	Lime Eliminator	ALCO	1 Gallon	\$11.95	0306-1	1 oz per gallon	\$0.093	
Stainless Steel Polish	HiShine	ALCO	Quart	\$3.49	HiShine	RTU	\$13.96	
Drain Maintainer	Enzymes	ALCO	1 Gallon	\$14.00	ALCO Enz	RTU	\$14.00	Dispensing System will meter enzymes into drains
Sanitizing Hand Foam and Dispenser	Instant Foam Sanitizer	Deb	800 ml	\$9.50	SBS-57210			
Foam Hand Soap and Dispenser	AeroGreen	Deb	800ml	\$8.15	SBS-57250			
Sanitizer Pail	Sanni-Pail	ALCO		\$2.75	ALCO-Pail			
Towel	Pop Up Towels	Champion	Box of 150	\$9.95	Towel			

Product	Item Name	Brand	Packaging	Bid Price	Product #	Dilution Ratio per 1 Gallon Water	Use Cost per 1 Gallon Water	Notes
Goggles	Anti Fog Safety Glasses	Impact	Each	\$2.25	Goggles			
Gloves - Latex Free	20" Steam Gloves	Tundra	Pair	\$28.95	Gloves			
Back Brace	Back Support	Impact	Each	\$24.95	Back Brace			

Buncombe, Haywood, and Henderson County Schools Child Nutrition Programs

Proposal Form - Chemicals #14-15

Company Name: Champion Supply

Address: 17 Piney Park Rd

City, State, Zip Code: Asheville, NC 28806

Phone Number: (828) 225-1075

Fax Number: (828) 225-1072

Email Address: Bruce @champion-supply.com, Amy@champion-supply.com

Authorized By: Bruce Johnson

Authorized By: _____



AUG 13 2014

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	SUPPLIER BRAND	SUPPLIER PACK SIZE	BID PRICE	SUPPLIER PRODUCT #	DILUTION RATIO PER 1 GALLON WATER	USE COST PER 1 GALLON WATER
1	Detergent, Dish Machine - Non-corrosive, metal safe, with low surfactant levels, for use with moderately hard water. Designed for controlled dispensing. Preferred pack: 4 - 6.75 lb blocks	Apex Power Plus 17091 or Approved Equivalent	Ecolab Apex Power 17091	4-6.75 lbs	49.88	17091	.016oz per gal	.002 per gal
2	Detergent, Dish Machine - Non-corrosive, metal safe, with low surfactant levels, for use with moderately hard water. Designed for controlled dispensing. Preferred pack: 4 - 6.75 lb blocks	Apex Power 17063 or Approved Equivalent	Ecolab Apex Power 17063	4-6.75 lbs	47.40	17063	.017oz per gal	.002 per gal
3	Detergent, Manual Pot and Pan - Non-corrosive, metal safe, with low surfactant levels. Concentrated liquid detergent. Preferred pack: 2-2 gallon bags	Scout 10906 or Approved Equivalent	Ecolab Scout 10906	2-2 gallons	68.44	10906	.05oz per gal	.013 per gal
4	Fast Drying Rinse Additive - Non-corrosive, metal safe, with low surfactant levels. Preferred pack: 2-5 qt	Apex 6100118 or Approved Equivalent	Ecolab Fast Drying Rinse 6100118	2-5 qt	164.15	6100118	1 mt per gal	.017 per gal
5	Rinse Additive - non caustic. Preferred pack: 2-2.5 lb blocks	Apex 16811 or WNC Approved Equivalent	Ecolab Apex-16811	2-2.5 lbs	148.22	16811	2 mt per gal	.059 per gal
6	Detergent, Laundry - non caustic, Safe for HE Machines as well. Preferred pack: 45 lb.	Perma Britte Plus 10391 or Approved Equivalent	Ecolab Perma Britte plus 10391	45 lbs	54.18	10391	8 oz per 100lb of laundry	.60 per 100lb of laundry
7	Cleaner, Floor - non caustic, No-Rinse. Preferred pack: 2.5 gallons	Wash 'n Walk 14278 or Approved Equivalent	Ecolab Wash N Walk 14278	2.5 gallon	65.79	14278	2oz per gal	.41 per gal
8	Cleaner, Glass - non caustic, Streak-Free, Fast Drying. Preferred pack: 2.5 gallons	Private Label/Manufacturer	Ecolab Glass Cleaner 6100288	2.5 gallon	59.22	6100288	4oz per gal	.78 per gal
9	Cleaner, Peroxide, Multi-Purpose - Cleans Glass, Mirrors, countertops, and metal fixtures Preferred pack: 1-2.5 gallons	Peroxide Glass & Surface 6100609 or Approved Equivalent	Ecolab Peroxide Cleaner 6100302	2.5 gallon	103.44	6100302 replaced 6100609	1 oz per gal	.32 per gal
10	Cleaner, Multi-Purpose - non caustic, Non-abrasive, Streak-free. Preferred pack: 1-2.5 gallons	Oasis 137 Orange Force 14559 or Approved Equivalent	Ecolab Oasis 137 14559	2.5 gallon	43.66	14559	2 oz per gal	.55 per gal
11	Cleaner, Specialty Oven - non caustic. Preferred pack: 4-1 gallons	Specialty Oven Cleaner 6100602 or Approved Equivalent	Ecolab Specialty Oven C 6100602	4/1 gallon	44.98	6100602	RTU	RTU

Districts will provide approximately two weeks notice of intent to order for all items in this section that are marked with an asterisk (*).

W/A/S P/A/S

5/25/14

per comments

2/18

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	SUPPLIER BRAND	SUPPLIER PACK SIZE	BID PRICE	SUPPLIER PRODUCT #	DILUTION RATIO PER 1 GALLON WATER	USE COST PER 1 GALLON WATER
12	Rinse, Specialty Oven, Oven Rinse used to delime specialty ovens, such as Convotherm Preferred pack: 4-1 gallons	Specialty Oven Rinse 6100601 or Approved Equivalent	Ecolab Specialty Oven R 6100601	4/1 gallon	47.99	6100601	10 oz per gal	.94 per gal
13	Cleaner, Freezer - non caustic, No Thaw quick drying liquid freezer cleaner. Preferred pack: 4-1 gal	Kool-Klene 15461 or Approved Equivalent	Ecolab Kool-Klene 15461	4/1 gallon	76.88	15461	RTU	RTU
14	Degreaser - non caustic. Preferred pack: 6-32 fl oz	Grease lift 6100284 or Approved Equivalent	Ecolab Greaselit 6100284	6/32 oz bottles	37.44	6100284	RTU	RTU
15	Degreaser, Gel - Preferred pack: 4-1 gallons	or Approved Equivalent	Ecolab Greasestrip 19505	4/1 gallon	52.87	19505	RTU	RTU
16	Degreaser, Fryer Cleaner - non caustic, convenient-to-use packets. Preferred pack: 26-8 oz	Grease Express Fry Cleaner 10307 or Approved Equivalent	Ecolab Fryer cleaner 10307	26/8 oz	41.18	19505	RTU	RTU
17	Sanitizer - non caustic. Preferred pack: 1-2.5 gallons	Oasis 146 Multit-Quat or Approved Equivalent	Ecolab Oasis 146 17708	2.5 gallon	51.08	17708	.26 oz per gal	.042 per gal
18	Delimer - non caustic. Preferred pack: 4-1 gallons	Lime Away 18700 or Approved Equivalent	Ecolab Lime Away 18700	4/1 gallon	31.10	18700	1oz per gal	.06 per gal
19	Stainless Steel Polish - non caustic, Ready to use. Preferred pack: 6-32 oz	Medallion 18424 or Approved Equivalent	Ecolab Medallion 18424	6/32 oz bottles	44.20	18424	RTU	RTU
20	Drain Maintainer - non caustic. Preferred pack: 1-2.5 gallons	Pathways Drain Treatment 29810 or Approved Equivalent	Ecolab Pathways 29810	2.5 gallon	167.18	29810	Please see attached	
21	Sanitizing Hand Foam for Dispenser - Anti bacterial, FDA Food Code Compliant Preferred pack: 6-750 ml	Digisan 23674 or Approved Equivalent	Ecolab Digisan 23674	6/750 ml	68.76	23674	N/A	N/A
22	Foam Hand Soap for Dispenser - Anti bacterial, Moisturizing Foaming Hand Soap Preferred pack: 6-750 ml	Nexa 6100706, Digiclean 23672 or Approved Equivalent	Ecolab Nexa AB foam 6100715	6/750 ml	48.15	6100715	N/A	N/A
23	Sanitizer Pail - Preferred pack: 1-6 qt.	60503-02-11 or Approved Equivalent	Ecolab 60503-12-31	1-6 qt	3.49	60503-12-31	N/A	N/A

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	SUPPLIER BRAND	SUPPLIER PACK SIZE	BID PRICE	SUPPLIER PRODUCT #	DILUTION RATIO PER 1 GALLON WATER	USE COST PER 1 GALLON WATER
*	Towel - Strong, durable, easy-rinse to hold up to repeated wet use. Preferred pack: 150 ct.	Wet Wipe Blue Towel 61111-01-00 or Approved Equivalent	Ecolab Inc.	Box of 150	28.50	61111-01-00	N/A	N/A
*	Goggles, Safesplash- One size fits all	50914-01-00 or Approved Equivalent	Ecolab Inc.	1 each	10.37	50914-01-00	N/A	N/A
*	Gloves, Steam-Latex Free, Medium & Large Sizes	Medium 50335-05-00 Large 50335-02-00 or Approved Equivalent	Ecolab Inc.	1 pair	22.08	50335-05-00	N/A	N/A
*	Back Brace-Universal	50906-01-00 or Approved Equivalent	Ecolab Inc.	1 each	33.78	50906-01-00	N/A	N/A

**Buncombe, Haywood, and Henderson County Schools Child Nutrition Programs
Proposal Form - Chemicals #14-15**

Company Name Ecolab Inc

Address 370 Wabasha Street North

St. Paul, MN 55102

City, State, Zip Code

Phone Number 651-250-4311

Fax Number 651-250-2682

Email Address shaun.freeze@ecolab.com

Authorized By (Typed/Printed) Shaun P. Freeze

Authorized By (Signature) 

AUG 13 2014

HCS

What is this? ↓

LINE	ITEM NAME AND PRODUCT SPECIFICATIONS	APPROVED BRAND	Usage	USE COST PER 1 GALLON WATER	Champion	FOOLAB	Great Bamboo	Correction Enterprises	
Districts will provide approximately two weeks notice of intent to order for all items in this section that are marked with an asterisk.									
1	Detergent, Dish Machine - Non-corrosive, metal safe, with low surfactant levels, for use with moderately hard water. Designed for controlled dispensing. Preferred pack: 4 - 67.5 lb blocks	Apeck Power Plus 17091 or Approved Equivalent		997	0.005	4.985	0.002	0 N/A	0.0078
2	Detergent, Dish Machine - Non-corrosive, metal safe, with low surfactant levels, for use with moderately hard water. Designed for controlled dispensing. Preferred pack: 4 - 67.5 lb blocks	Apeck Power 17063 or Approved Equivalent			0.005	0	0.002	N/A	0.0078
3	Detergent, Manual Pot and Pan - Non-corrosive, metal safe, with low surfactant levels, Concentrated liquid detergent. Preferred pack: 2.2 gallon bags	Scout 10906 or Approved Equivalent	1347		0.015	20.205	0.013		0.011
4	Part Drying Rinse Additive - Non-corrosive, metal safe, with low surfactant levels. Preferred pack: 2.5 qt.	Apeck 6100118 or Approved Equivalent		618	0.003	1.854	0.017	N/A	0.0039
5	Rinse Additive - non caustic. Preferred pack: 2.2.5 lb blocks	Apeck 16811 or WNC Approved Equivalent			0.003	0	0.069	N/A	0.0039
6	Detergent, Laundry - non caustic, Safe for HE Machines as well. Preferred pack: 45 lb.	Parma Brile Plus 10391 or Approved Equivalent	230		0.2384	54.832	0.15		0.049
7	Cleaner, floor - non caustic, No-Rinse. Preferred pack: 2.5 gallons	Wash n Walk 14278 or 625 Approved Equivalent			0.155	96.875	0.41		0.1125
8	Cleaner, Glass - non caustic, Streak-Free, Fast Drying. Preferred pack: 2.5 gallons	Private Label/Manufacturer	80		1.65		0.78	N/A	2.75 gal
9	Cleaner, Peroxide, Multi-Purpose - Cleans Glass Mirrors, countertops, and metal fixtures Preferred pack: 1.25 gallons	Peroxide Glass & Surface 6100609 or Approved Equivalent			0.18	0	0.32		1.42 qt.
0	Cleaner, Multi-Purpose - non caustic, Non-abrasive, Streak-Free. Preferred pack: 1.25 gallons	Force 14559 or Approved Equivalent			0.124	0	0.55	N/A	0.156

Buncombe, Haywood, and Henderson County Schools Child Nutrition Programs
 Proposal Form - Chemicals #14-15
 ↑ NR COST
 2.3784 per 1 gallon
 2.3139 (No-Rinse Products)
 What are these? ↓

Company Name all items → 2.3784
 Address City, State, Zip Code

Phone Number 0310 1030
 all items but Does not include N/A
 Page 1 of 2

N/A

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

- Method of dispensing product / packaging ✓
- Effectiveness of cleaning product Both
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions — not available upon request
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety ↓ ↓ prefer phosphate free

equal Champion 25pts. 15
to Ecoball

Service

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

20pts. 20

Knowledge of Program

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

15pts. 15

Past Performance (References)

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries — Schools that run out of product
- Overall Satisfaction Burton N/A

20pts. 16

Pricing

- Total Program Cost excellent Gray
GAS
Gray Lewis

20pts. 15

* per gallon based on

Total Possible Score

100pts. 91

*Colleen
Buncombe*

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 20

- Method of dispensing product / packaging
- Effectiveness of cleaning product
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety

*equal
Tested by Alaywood +
Champion, Henderson
his +
clean
↓
can't determine Champion
ingredients*

20pts. 20

Service

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 18

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction

per contract

Pricing

20pts. 20

- Total Program Cost

*per call
based on*

Total Possible Score

100pts. 93

June 1

Open Power Plus

Letter Cycle
Same as last
year

Sargled by

Henderson for
7 months -

Documentation
support Tray

Superior performance
per manager -

discoloration
Line build up on

cleaner

disk machine

machine

equipment

+
Disk

used lens line

quartz

Champion disk machine turn towels grey

Champion created new lid document
on previous interviews of the lid

Champion

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 20

- Method of dispensing product / packaging
 - Effectiveness of cleaning product
 - Product appropriateness for School Food Service Environment
 - Clarity of user instruction, written directions
 - Products appropriate for use in Septic Systems
 - Environmental Impact
 - Safety
- } unclear on ingredients

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 16

- Letters of recommendation / length of relationship
 - Number of other school districts using system
 - Reliability of Deliveries
 - Overall Satisfaction
- Based on service in Henderson County

Pricing

20pts. 15

- Total Program Cost

Total Possible Score

100pts. 86

Ecolab

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 25

- Method of dispensing product / packaging
- Effectiveness of cleaning product
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions
- Products appropriate for use in Septic Systems } Better documentation
- Environmental Impact
- Safety

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 20

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction + } Based on past experience in other Foodservice operations

Pricing

20pts. 20

- Total Program Cost

Total Possible Score

100pts. 100

Hendo

ECOLAB

Haywood

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 25

- Method of dispensing product / packaging
- Effectiveness of cleaning product +
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 20

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction

Pricing

20pts. 20

- Total Program Cost

Total Possible Score

100pts. 100

per gal based
on heavy usage

Champ 2.0544
ECO 1.763

?
what?

Champion

Haywood

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 20

- Method of dispensing product / packaging
- Effectiveness of cleaning product *build up*
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions *no ingredients provided*
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 18

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction

Pricing

20pts. 15

- Total Program Cost

Total Possible Score

Eco 1.763
Champ 2.254 *what?*

100pts. 88

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

- Method of dispensing product / packaging ✓
- Effectiveness of cleaning product Both
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions — not available upon request
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety ↓ ↓ prefer phosphate free

equal Changin 25pts. 15
to Ecobate

Service

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

20pts. 20

Knowledge of Program

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

15pts. 15

Past Performance (References)

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries — Schools that run out of product
- Overall Satisfaction Baron's N/A

20pts. 16

Pricing

- Total Program Cost excellent Gray dis coloration response time Gray Series

20pts. 15

* per gallon based on

Total Possible Score

100pts. 91

*Colaba
Buncombe*

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 20

- Method of dispensing product / packaging
- Effectiveness of cleaning product
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety

*equal
Tested by Hayward +
Champion Henderson
not clear
can't determine Champion
ingredients*

Service

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

20pts. 20

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction

per contract

20pts. 18

Pricing

20pts. 20

- Total Program Cost

*per call
based on*

Total Possible Score

100pts. 93

Line 1

Apex Power Plus

Sampled by

Henderson for
7 months -

Superior performer
per manager -

cleaner
mechanic

+
Decker

used lens line

quarry

Champion disk machine turn towels grey

Letter Cycle
Same as last
year

Documentation
supports Tracy

discoloration -

Line build up on

disk machine

equipment

Champion created new lid document
on personnel interviews of the lid

Champion

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 20

- Method of dispensing product / packaging
 - Effectiveness of cleaning product
 - Product appropriateness for School Food Service Environment
 - Clarity of user instruction, written directions
 - Products appropriate for use in Septic Systems
 - Environmental Impact
 - Safety
- } unclear on ingredients

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 16

- Letters of recommendation / length of relationship
 - Number of other school districts using system
 - Reliability of Deliveries
 - Overall Satisfaction
- Based on Service in Henderson County

Pricing

20pts. 15

- Total Program Cost

Total Possible Score

100pts. 86

Ecolab

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 25

- Method of dispensing product / packaging
- Effectiveness of cleaning product
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions
- Products appropriate for use in Septic Systems } Better documentation
- Environmental Impact
- Safety

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 20

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction + } Based on past experience in other Foodservice operations

Pricing

20pts. 20

- Total Program Cost

Total Possible Score

100pts. 100

Hendo

ECOLAB

Haywood

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 25

- Method of dispensing product / packaging
- Effectiveness of cleaning product +
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 20

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction

Pricing

20pts. 20

- Total Program Cost

Total Possible Score

100pts. 100

per gal based
on heavy usage
Champ 2.0544
Eco 1.763

Champion
Haywood

AWARD CRITERIA

Maximum Points Possible

Quality and Ease of use of Cleaning Materials

25pts. 20

- Method of dispensing product / packaging
- Effectiveness of cleaning product *build up*
- Product appropriateness for School Food Service Environment
- Clarity of user instruction, written directions *no ingredients provided*
- Products appropriate for use in Septic Systems
- Environmental Impact
- Safety

Service

20pts. 20

- Emergency Service Coverage
- Preventive Service
- Field Reports to Director

Knowledge of Program

15pts. 15

- Commitment / preparedness for multi-site training and response plan
- Familiarity with School Food Service Environment
- Knowledge of OSHA Guidelines

Past Performance (References)

20pts. 18

- Letters of recommendation / length of relationship
- Number of other school districts using system
- Reliability of Deliveries
- Overall Satisfaction

Pricing

20pts. 15

- Total Program Cost

Total Possible Score

Eco 1.763
Champ 2.254

100pts. 88

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

AUG 13 2014

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Detergent for Dish Machine					
Year Usage	201 - 5 gallon Pails				
Gallons	1,005				
Ounces	128,640				
Gallons of RTU (using .068 ounces of product per gallon)	1,891,765				
Last Year's Cost (\$56.65 Per Pail)	\$11,387	28%	\$11,387		
Ecolab Bid Cost (\$0.002 per gallon)	\$3,784			\$3,784	
Champion Bid Cost (\$0.005 per gallon)	\$9,459				\$9,459
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Manual Pot and Pan Detergent (3 sink system)					
Last Year Usage (products combined data)	330 - Gallons				
Ounces	42,240				
Gallons of RTU (using .2 ounces of product per gallon)	211,200				
Last Year's Cost (9.35 per gallon)	\$3,086	8%	\$3,086		
Ecolab Bid Cost (\$0.013 per gallon)	\$2,746			\$2,746	
Champion Bid Cost (\$0.015 per gallon)	\$3,168				\$3,168
Product Comparison (where similar)					
Ecolab Dilution Ration (1 ounce for ten gallons of water)	0.1				
Champion Dilution Ration (1 ounce for five gallons of water)	0.2				
Ecolab Product Cost per Gallon	\$17.11				
Champion Product Cost per Gallon	\$9.35				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Rinse for Dish Machine					
Last Year Usage	143 - 5 gallon Pails				
Gallons	715				
Ounces	91,520				
Gallons of RTU (using .025 ounces of product per gallon)	3,660,800				
Last Year's Cost (\$87 Per Pail)	\$12,441	31%	\$12,441		
Ecolab Cost (\$0.017 per gallon)	\$62,234			\$62,234	
Champion Bid Cost (\$0.003 per gallon)	\$10,982				\$10,982
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	0.033				
Champion Dilution Ration oz/gallon	0.025				
Ecolab Product Cost per Gallon	\$65.66				
Champion Product Cost per Gallon	\$13.40				

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Laundry Detergent					
Last Year Usage	24 - 40 lb pail				
Pounds	960				
Washing Loads (50lb loads at .5 cups)	4,272				
Last Year's Cost (\$55 per 40lb pail)	\$1,320	3%	\$1,320		
Ecolab bid Cost (\$0.3 per 50lb load)	\$1,282			\$1,282	
Champion Bid Cost (\$0.2384 per 50lb load)	\$1,018				\$1,018
Product Comparison (where similar)					
Ecolab cups per load	0.5				
Champion cups per load	0.5				
Ecolab Product Cost per cup	\$0.60				
Champion Product Cost per Gallon	\$0.48				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Floor Cleaner					
Last Year Usage Mag 7	373 Gallons				
Ounces	47,744				
Gallons of RTU (using 2 ounces of product per gallon)	23,872				
Last Year's Cost (\$10.76 per gallon)	\$4,013	10%	\$4,013		
Ecolab Bid Cost (\$0.41 per gallon)	\$9,788			\$9,788	
Champion Bid Cost (\$0.155 per gallon)	\$3,700				\$3,700
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	2				
Champion Dilution Ration oz/gallon	2				
Ecolab Product Cost per Gallon	\$26.32				
Champion Product Cost per Gallon	\$9.95				
Last Year Usage Breaker Breaker	63 Gallons				
Ounces	8,064				
Gallons of RTU (using 2 ounces of product per gallon)	4,032				
Last Year's Cost (\$8.54 per gallon)	\$538	1%	\$538		
Ecolab Bid Cost (\$0.41 per gallon)	\$1,653			\$1,653	
Champion Bid Cost (\$0.124 per gallon)	\$500				\$500
Product Comparison (where similar)					

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

Ecolab Dilution Ration oz/gallon	2
Champion Dilution Ration oz/gallon	2
Ecolab Product Cost per Gallon	\$26.32
Champion Product Cost per Gallon	\$7.95

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Glass Cleaner					
Last Year Usage	96 quarts				
Gallons	24				
Ounces	3,072				
Gallons of RTU	24				
Last Year's Cost (\$2.17 per quart)	\$208	1%	\$208		
Ecolab Cost (\$0.78 per gallon)	\$19			\$19	
Champion Bid Cost (\$6.63 per gallon)	\$159				\$159

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Multi Purpose Peroxide Cleaner					
Last Year Usage					
Gallons					
Ounces					
Gallons of RTU (using ounces of product per gallon)					
Last Year's Cost ()					
Ecolab Bid Cost ()					
Champion Bid Cost ()					

Product Comparison (where similar)

Ecolab Dilution Ration oz/gallon	1
Champion Dilution Ration oz/gallon	1
Ecolab Product Cost per Gallon	\$41.38
Champion Product Cost per Gallon	\$23.00

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Multi Purpose Cleaner					
Last Year Usage (Cleaner and Degreaser combined)	840 quarts				
Gallons	210.00				
Gallons of RTU	210.00				
Last Year's Cost (\$2.17 per quart)	\$1,823	4%	\$1,823		
Ecolab Cost (\$0.55 per gallon)	\$116			\$116	
Champion Bid Cost (\$6.63 per gallon for MP Jaws)	\$1,392				\$1,392

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

Champion Bid Cost (\$0.124 for Breaker Breaker conc) \$26

Product Comparison (where similar)

Ecolab Dilution Ration oz/gallon 2
 Champion Dilution Ration oz/gallon Breaker Breaker 2
 Ecolab Product Cost per Gallon (bid math shows about \$35) \$17.46
 Champion Product Cost per Gallon \$7.95

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Specialty Oven Cleaner					
Last Year Usage - Blast Off Oven Cleaner	59 Quarts				
Gallons					
Gallons of RTU					
Last Year's Cost (\$3.55 per quart)		1%	\$209		
Ecolab Cost (\$2.81 per quart)				\$166	
Champion Bid Cost (\$6.95 for Beyond Green)					\$410

Product Comparison (where similar)

Ecolab Product Cost per Quart \$2.81
 Champion Product Cost per Quart \$6.95

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Specialty Oven Rinse					
Last Year Usage					
Gallons					
Ounces					
Gallons of RTU					
Last Year's Cost					
Ecolab Cost					
Champion Bid Cost					

Product Comparison (where similar)

Ecolab Product Cost per Quart \$3.00
 Champion Product Cost per Quart \$3.45

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Specialty Oven Cleaner					
Last Year Usage					
Gallons					

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

Last Year's Cost (\$15.73 per gallon)
 Ecolab Bid Cost (\$19.22 per gallon)
 Champion Bid Cost (\$15.73 per gallon)

Product Comparison (where similar)
 Ecolab Product Cost per Gallon \$19.22
 Champion Product Cost per Gallon \$15.73

	Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Degreaser - See MP Cleaner Above				
Last Year Usage				
Gallons				
Ounces				
Gallons of RTU				

Last Year's Cost
 Ecolab Cost
 Champion Bid Cost

Product Comparison (where similar)
 Ecolab Product Cost per Gallon \$24.96
 Champion Product Cost per Gallon \$6.63

	Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Degreaser - See MP Cleaner Above				
Last Year Usage				
Gallons				
Ounces				
Gallons of RTU				

Last Year's Cost
 Ecolab Cost
 Champion Bid Cost

Product Comparison (where similar)
 Ecolab Product Cost per Gallon - RTU Product \$13.22
 Champion Product Cost per Gallon - Breaker Breaker Conc \$0.12

	Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Fryer Cleaner Degreaser				
Last Year Usage				
Gallons				

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

Champion Product Cost per Gallon \$12.95

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Delimer					
Last Year Usage	171 Gallons				
Gallons	171				
Ounces	21,888				
Gallons of RTU (using 1 ounce of product per gallon)	21,888				
Last Year's Cost (\$12.10 per gallon of concentrate)	\$2,069	5%	\$2,069		
Ecolab Bid Cost (\$0.06 per gallon)	\$1,313			\$1,313	
Champion Bid Cost (\$0.093 per gallon)	\$2,043				\$2,043

Product Comparison (where similar)

Ecolab Dilution Ration oz/gallon	1
Champion Dilution Ration oz/gallon	1
Ecolab Product Cost per Gallon	\$7.78
Champion Product Cost per Gallon	\$11.95

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Stainless Steel Polish					
Last Year Usage	5 Quarts				
Quarts	5				
Last Year's Cost (\$3.59 per quart)	\$18	0%	\$18		
Ecolab Cost (\$7.37 per quart)	\$37			\$37	
Champion Bid Cost (\$3.49 per quart)	\$17				\$17

Product Comparison (where similar)

Ecolab Product Cost per Quart	\$7.37
Champion Product Cost per Quart	\$3.49

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Drain Maintainer					
Last Year Usage	241 Gallons				
Gallons	60				
Last Year's Cost (\$3.89 per quart)	\$937	2%	\$937		
Ecolab Cost (\$66.87 per gallon)	\$4,029			\$4,029	
Champion Bid Cost (\$14 per gallon)	\$844				\$844

Product Comparison (where similar)

**Bid Cost Analysis Henderson County Child Nutrition
Based on 2013-2014 Usage**

Ecolab Product Cost per Gallon \$66.87
 Champion Product Cost per Gallon \$14.00

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Foam Hand Sanitizer					
Last Year Usage	19 - 800 ml cart				
Last Year's Cost (\$9.92 per cartr)		0%	\$188		
Ecolab Cost (\$11.46 per 750ml cartr)				\$229	
Champion Bid Cost (\$9.50 per 800 ml cartr)					\$181

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Foam Hand Soap					
Last Year Usage	5 - 800 ml cart				
Last Year's Cost (\$8.15 per cartr)		0%	\$41		
Ecolab Cost (\$8.03 per 750 ml cartr)				\$40	
Champion Bid Cost (\$8.15 per 800 ml cartr)					\$41

TOTALS		100%	\$40,640	\$89,481	\$35,134
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**Bid Cost Analysis Hender County Child Nutrition
Based on 2013-2014 Usage**

Product	Last Year % of Total Cost	Last Year Cost*	Ecolab Bid	Champion Bid	Notes
Detergent for Dish Machine	28%	\$11,387	\$3,784	\$9,459	Question dilution ratio
Manual Pot and Pan Detergent (3 sink system)	8%	\$3,086	\$2,746	\$3,168	They assume 1 oz for ten gallons - ours is based on twice that
Rinse for Dish Machine	31%	\$12,441	\$62,234	\$10,982	Their cost per gallon is five times ours
Laundry Detergent	3%	\$1,320	\$1,282	\$1,018	
Floor Cleaner - Last Year Mag 7 Usage	10%	\$4,013	\$9,788	\$3,700	This is roughly 25% of year's purchasing
Floor Cleaner - Last Year Breaker Breaker Usage	1%	\$538	\$1,653	\$500	
Glass Cleaner	1%	\$208	\$19	\$159	
Multi Purpose Peroxide Cleaner					
Multi Purpose Cleaner	4%	\$1,823	\$116	\$1,392	Our Worst Case - Using Breaker Breaker would cost \$19 for year
Specialty Oven Cleaner	1%	\$209	\$166	\$410	
Specialty Oven Rinse					
Freezer Cleaner					
Degreaser - See MP Cleaner Above					
Fryer Cleaner Degreaser					
Sanitizer - Secure	3%	\$1,306	\$2,043	\$1,216	
Sanitizer - JAWS	3%	\$1,055	\$5	\$3	
Delimer	5%	\$2,069	\$1,313	\$2,043	
Stainless Steel Polish	0%	\$18	\$37	\$17	
Drain Maintainer	2%	\$937	\$4,029	\$844	
Foam Hand Sanitizer	0%	\$188	\$229	\$181	
Foam Hand Soap	0%	\$41	\$40	\$41	
TOTALS	100%	\$40,640	\$8,801	\$35,134	

Bid Cost Analysis Haywood Child Nutrition
Data Used is for 2013-2014 School Year - About Half the Schools for About Half the Year

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Detergent for Dish Machine					
Last Year Usage	77 - 5 gallon Pails				
Gallons	385				
Ounces	49,280				
Gallons of RTU (using .068 ounces of product per gallon)	724,706				
Last Year's Cost (\$50.51 for 5 gallon pail)	\$3,889	54%	\$3,889		
Ecolab Bid Cost (\$0.002 per gallon)	\$1,449			\$1,449	
Champion Bid Cost (\$0.005 per gallon)	\$3,624				\$3,624

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Rinse for Dish Machine					
Last Year Usage	33 - 5 gallon Pails				
Gallons	165				
Ounces	21,120				
Gallons of RTU (using .025 ounces of product per gallon)	844,800				
Last Year's Cost (\$84.13 for 5 gallon pail)	\$2,776	38%	\$2,776		
Ecolab Cost (\$0.017 per gallon)	\$14,362			\$14,362	
Champion Bid Cost (\$0.003 per gallon)	\$2,534				\$2,534

Product Comparison (where similar)

Ecolab Dilution Ration oz/gallon	0.033
Champion Dilution Ration oz/gallon	0.025
Ecolab Product Cost per Gallon	\$65.66
Champion Product Cost per Gallon	\$13.40

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Delimer					
Last Year Usage	49 Gallons				
Gallons	49				
Ounces	6,272				
Gallons of RTU (using 1 ounce of product per gallon)	6,272				
Last Year's Cost (\$11.14 per gallon of concentrate)	\$546	8%	\$546		
Ecolab Bid Cost (\$0.06 per gallon)	\$376			\$376	
Champion Bid Cost (\$0.093 per gallon)	\$586				\$586

Product Comparison (where similar)

Ecolab Dilution Ration oz/gallon	1
Champion Dilution Ration oz/gallon	1
Ecolab Product Cost per Gallon	\$7.78
Champion Product Cost per Gallon	\$11.95

	Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Total of Products with Data	100%	\$7,211	\$16,187	\$6,743

Bid Cost Analysis Half Year Food Child Nutrition
Data Used is for 2013-2014 School Year - About Half the Schools for About Half the Year

Product	Last Year % of Total Cost	Last Year Cost*	Ecolab Bid	Champion Bid	Notes
Detergent for Dish Machine	54%	\$3,889	\$1,449	\$3,624	Question dilution ratio
Rinse for Dish Machine	38%	\$2,776	\$14,362	\$2,534	Their cost per gallon is five times ours
Delimer	8%	\$546	\$376	\$586	
	100%	\$7,211	\$16,187	\$6,743	This is roughly 25% of year's purchasing

**Bid Cost Analysis Bunco - e County Child Nutrition
Based on 2013-2014 School Year Usage**

Schlisen

AUG 13 2014

Product	Last Year % of Total Cost	Last Year Cost*	Ecolab Bid	Champion Bid	Notes
Detergent for Dish Machine	33%	\$33,424	\$11,106	\$27,765	Question dilution ratio
Manual Pot and Pan Detergent (3 sink system)	6%	\$6,349	\$5,649	\$6,518	They assume 1 oz for ten gallons - ours is based on twice that
Rinse for Dish Machine	34%	\$34,800	\$174,080	\$30,720	Their cost per gallon is five times ours
Laundry Detergent	5%	\$4,950	\$4,806	\$3,819	
Floor Cleaner - Last Year Mag 7 Usage	2%	\$2,227	\$5,432	\$2,053	This is roughly 25% of year's purchasing
Floor Cleaner - Last Year Breaker Breaker Usage	5%	\$5,534	\$17,004	\$5,143	
Glass Cleaner	0%	\$208	\$19	\$159	
Multi Purpose Peroxide Cleaner					
Multi Purpose Cleaner	1%	\$1,315	\$83	\$1,004	Our Worst Case - Using Breaker Breaker would cost \$19 for year
Specialty Oven Cleaner	1%	\$593	\$469	\$1,161	
Freezer Cleaner	0%	\$236	\$288	\$236	
Degreaser - See MP Cleaner Above					
Sanitizer - Secure	2%	\$2,544	\$3,978	\$2,368	
Sanitizer - JAWS	1%	\$846	\$4	\$2	
Delimer	5%	\$4,997	\$3,172	\$4,935	
Stainless Steel Polish	0%	\$151	\$310	\$147	
Drain Maintainer	1%	\$611	\$2,625	\$550	
Foam Hand Sanitizer	0%	\$397	\$493	\$380	
Foam Hand Soap	3%	\$2,592	\$2,722	\$2,592	
TOTALS	100%	\$101,773	\$232,239	\$89,552	

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Detergent for Dish Machine					
Last Year Usage	590 - 5 gallon Pails				
Gallons	2,950				
Ounces	377,600				
Gallons of RTU (using .068 ounces of product per gallon)	5,552,941				
Last Year's Cost (\$56.65 Per Pail)	\$33,424	33%	\$33,424		
Ecolab Bid Cost (\$0.002 per gallon)	\$11,106			\$11,106	
Champion Bid Cost (\$0.005 per gallon)	\$27,765				\$27,765
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Manual Pot and Pan Detergent (3 sink system)					
Last Year Usage (products combined data)	679 - Gallons				
Ounces	86,912				
Gallons of RTU (using .2 ounces of product per gallon)	434,560				
Last Year's Cost (9.35 per gallon)	\$6,349	6%	\$6,349		
Ecolab Bid Cost (\$0.013 per gallon)	\$5,649			\$5,649	
Champion Bid Cost (\$0.015 per gallon)	\$6,518				\$6,518
Product Comparison (where similar)					
Ecolab Dilution Ration (1 ounce for ten gallons of water)	0.1				
Champion Dilution Ration (1 ounce for five gallons of water)	0.2				
Ecolab Product Cost per Gallon	\$17.11				
Champion Product Cost per Gallon	\$9.35				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Rinse for Dish Machine					
Last Year Usage	400 - 5 gallon Pails				
Gallons	2,000				
Ounces	256,000				
Gallons of RTU (using .025 ounces of product per gallon)	10,240,000				
Last Year's Cost (\$87 Per Pail)	\$34,800	34%	\$34,800		
Ecolab Cost (\$0.017 per gallon)	\$174,080			\$174,080	
Champion Bid Cost (\$0.003 per gallon)	\$30,720				\$30,720
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	0.033				
Champion Dilution Ration oz/gallon	0.025				
Ecolab Product Cost per Gallon	\$65.66				
Champion Product Cost per Gallon	\$13.40				

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Laundry Detergent					
Last Year Usage	90 - 40 lb pail				
Pounds	3,600				
Washing Loads (50lb loads at .5 cups)	16,020				
Last Year's Cost (\$55 per 40lb pail)	\$4,950	5%	\$4,950		
Ecolab bid Cost (\$0.3 per 50lb load)	\$4,806			\$4,806	
Champion Bid Cost (\$0.2384 per 50lb load)	\$3,819				\$3,819
Product Comparison (where similar)					
Ecolab cups per load	0.5				
Champion cups per load	0.5				
Ecolab Product Cost per cup	\$0.60				
Champion Product Cost per Gallon	\$0.48				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Floor Cleaner					
Last Year Usage Mag 7	207 Gallons				
Ounces	26,496				
Gallons of RTU (using 2 ounces of product per gallon)	13,248				
Last Year's Cost (\$10.76 per gallon)	\$2,227	2%	\$2,227		
Ecolab Bid Cost (\$0.41 per gallon)	\$5,432			\$5,432	
Champion Bid Cost (\$0.155 per gallon)	\$2,053				\$2,053
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	2				
Champion Dilution Ration oz/gallon	2				
Ecolab Product Cost per Gallon	\$26.32				
Champion Product Cost per Gallon	\$9.95				
Last Year Usage Breaker Breaker	648 Gallons				
Ounces	82,944				
Gallons of RTU (using 2 ounces of product per gallon)	41,472				
Last Year's Cost (\$8.54 per gallon)	\$5,534	5%	\$5,534		
Ecolab Bid Cost (\$0.41 per gallon)	\$17,004			\$17,004	
Champion Bid Cost (\$0.124 per gallon)	\$5,143				\$5,143
Product Comparison (where similar)					

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

Ecolab Dilution Ration oz/gallon	2
Champion Dilution Ration oz/gallon	2
Ecolab Product Cost per Gallon	\$26.32
Champion Product Cost per Gallon	\$7.95

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Glass Cleaner					
Last Year Usage	96 quarts				
Gallons	24				
Ounces	3,072				
Gallons of RTU	24				
Last Year's Cost (\$2.17 per quart)	\$208	0%	\$208		
Ecolab Cost (\$0.78 per gallon)	\$19			\$19	
Champion Bid Cost (\$6.63 per gallon)	\$159				\$159

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Multi Purpose Peroxide Cleaner					
Last Year Usage					
Gallons					
Ounces					
Gallons of RTU (using ounces of product per gallon)					
Last Year's Cost ()					
Ecolab Bid Cost ()					
Champion Bid Cost ()					

Product Comparison (where similar)

Ecolab Dilution Ration oz/gallon	1
Champion Dilution Ration oz/gallon	1
Ecolab Product Cost per Gallon	\$41.38
Champion Product Cost per Gallon	\$23.00

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Multi Purpose Cleaner					
Last Year Usage (Cleaner and Degreaser combined)	606 quarts				
Gallons	151.50				
Ounces	19,392				
Gallons of RTU	151.50				
Last Year's Cost (\$2.17 per quart)	\$1,315	1%	\$1,315		
Ecolab Cost (\$0.55 per gallon)	\$83			\$83	

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

Champion Bid Cost (\$6.63 per gallon for MP Jaws)	\$1,004	\$1,004
Champion Bid Cost (\$0.124 for Breaker Breaker conc)	\$19	
Product Comparison (where similar)		
Ecolab Dilution Ration oz/gallon	2	
Champion Dilution Ration oz/gallon Breaker Breaker	2	
Ecolab Product Cost per Gallon (bid math shows about \$35)	\$17.46	
Champion Product Cost per Gallon	\$7.95	

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Specialty Oven Cleaner					
Last Year Usage - Blast Off Oven Cleaner	167 Quarts				
Gallons	42				
Ounces	5,344				
Gallons of RTU	42				
Last Year's Cost (\$3.55 per quart)	\$593	1%	\$593		
Ecolab Cost (\$2.81 per quart)	\$469			\$469	
Champion Bid Cost (\$6.95 for Beyond Green)	\$1,161				\$1,161
Product Comparison (where similar)					
Ecolab Product Cost per Quart	\$2.81				
Champion Product Cost per Quart	\$6.95				

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Specialty Oven Rinse					
Last Year Usage					
Gallons					
Ounces					
Gallons of RTU					
Last Year's Cost					
Ecolab Cost					
Champion Bid Cost					
Product Comparison (where similar)					
Ecolab Product Cost per Quart	\$3.00				
Champion Product Cost per Quart	\$3.45				

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Freezer Cleaner					
Last Year Usage	15 Gallons				

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

Gallons	15				
Last Year's Cost (\$15.73 per gallon)	\$236	0%	\$236		
Ecolab Bid Cost (\$19.22 per gallon)	\$288			\$288	
Champion Bid Cost (\$15.73 per gallon)	\$236				\$236
Product Comparison (where similar)					
Ecolab Product Cost per Gallon	\$19.22				
Champion Product Cost per Gallon	\$15.73				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Degreaser - See MP Cleaner Above					
Last Year Usage					
Gallons					
Ounces					
Gallons of RTU					
Last Year's Cost					
Ecolab Cost					
Champion Bid Cost					
Product Comparison (where similar)					
Ecolab Product Cost per Gallon	\$24.96				
Champion Product Cost per Gallon	\$6.63				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Degreaser - See MP Cleaner Above					
Last Year Usage					
Gallons					
Ounces					
Gallons of RTU					
Last Year's Cost					
Ecolab Cost					
Champion Bid Cost					
Product Comparison (where similar)					
Ecolab Product Cost per Gallon - RTU Product	\$13.22				
Champion Product Cost per Gallon - Breaker Breaker Conc	\$0.12				
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Fryer Cleaner Degreaser					

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

Last Year Usage

Gallons

Ounces

Gallons of RTU

Last Year's Cost

Ecolab Cost

Champion Bid Cost

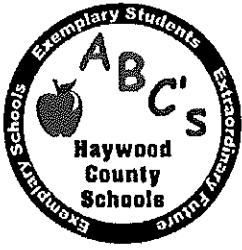
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Sanitizer					
Last Year Usage - Secure Concentrate	185				
Gallons	185				
Ounces	23,680				
Gallons of RTU (using .025 ounces of product per gallon)	94,720				
Last Year's Cost (\$13.75 per gallon)	\$2,544	2%	\$2,544		
Ecolab Cost (\$0.042 per gallon)	\$3,978			\$3,978	
Champion Bid Cost (\$0.025 per gallon)	\$2,368				\$2,368
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	0.26				
Champion Dilution Ration oz/gallon	0.25				
Ecolab Product Cost per Gallon	\$20.43				
Champion Product Cost per Gallon	\$12.95				
Last Year Usage - JAWS Sanitizer	390 Quarts				
Gallons	98				
Gallons of RTU	98				
Last Year's Cost (\$2.17 per quart)	\$846	1%	\$846		
Ecolab Cost (\$0.042 per gallon)	\$4			\$4	
Champion Bid Cost (\$0.025 per gallon)	\$2				\$2
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	0.26				
Champion Dilution Ration oz/gallon	0.25				
Ecolab Product Cost per Gallon	\$20.43				
Champion Product Cost per Gallon	\$12.95				

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

Delimer		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Year Usage	413 Gallons				
Gallons	413				
Ounces	52,864				
Gallons of RTU (using 1 ounce of product per gallon)	52,864				
Last Year's Cost (\$12.10 per gallon of concentrate)	\$4,997	5%	\$4,997		
Ecolab Bid Cost (\$0.06 per gallon)	\$3,172			\$3,172	
Champion Bid Cost (\$0.093 per gallon)	\$4,935				\$4,935
Product Comparison (where similar)					
Ecolab Dilution Ration oz/gallon	1				
Champion Dilution Ration oz/gallon	1				
Ecolab Product Cost per Gallon	\$7.78				
Champion Product Cost per Gallon	\$11.95				
Stainless Steel Polish		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Last Year Usage	42 Quarts				
Quarts	42				
Last Year's Cost (\$3.59 per quart)	\$151	0%	\$151		
Ecolab Cost (\$7.37 per quart)	\$310			\$310	
Champion Bid Cost (\$3.49 per quart)	\$147				\$147
Product Comparison (where similar)					
Ecolab Product Cost per Quart	\$7.37				
Champion Product Cost per Quart	\$3.49				
Drain Maintainer		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Last Year Usage	157 Quarts				
Gallons	39				
Last Year's Cost (\$3.89 per quart)	\$611	1%	\$611		
Ecolab Cost (\$66.87 per gallon)	\$2,625			\$2,625	
Champion Bid Cost (\$14 per gallon)	\$550				\$550
Product Comparison (where similar)					
Ecolab Product Cost per Gallon	\$66.87				
Champion Product Cost per Gallon	\$14.00				

**Bid Cost Analysis Buncombe County Child Nutrition
Based on 2013-2014 School Year Usage**

		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Hand Sanitizer					
Last Year Usage	40 - 800 ml cart				
Last Year's Cost (\$9.92 per cartr)		0%	\$397		
Ecolab Cost (\$11.46 per 750ml cartr)				\$493	
Champion Bid Cost (\$9.50 per 800 ml cartr)					\$380
		Last Year % of Total Cost	Last Year Cost	Ecolab Bid	Champion Bid
Foam Hand Soap					
Last Year Usage	318 - 800 ml cart				
Last Year's Cost (\$8.15 per cartr)		3%	\$2,592		
Ecolab Cost (\$8.03 per 750 ml cartr)				\$2,722	
Champion Bid Cost (\$8.15 per 800 ml cartr)					\$2,592
TOTALS		100%	\$101,773	\$232,239	\$89,552



Haywood County Schools

1230 North Main Street
Waynesville, NC 28786
828 456 2400



*Anne G. Garrett, Ed., D.
Superintendent*

AUG 22, 2014

August 18, 2014

- Mr. Johnson called and said he did not have letters of references to turn in because Buncombe, Henderson and Haywood are districts he provided chemicals.
- See previously delivered scoring sheets for participation, notes and points.
- Records previously provided to you:
 - Copy of the bid
 - Copy of award criteria
 - Product spreadsheets from EcoLab and Champion
 - 10 item spreadsheet
 - Mr. Johnson's spreadsheet

Board of Education

Charles H. Francis, Chairman; Lynn Milner, Vice-Chair;
Jim Harley Francis, Larry Henson, Steven Kirkpatrick,
Walt Leatherwood, Bob Morris, Jimmy Rogers, Rhonda Schandavel



WAKE COUNTY
PUBLIC SCHOOL SYSTEM

CUSTODIAL SERVICES
Aaron Springs, Jr., Director of Custodial Services

1551 ROCK QUARRY ROAD
RALEIGH, NORTH CAROLINA 27610
PHONE: 919.856.8274
FAX: 919.857.9658

AUG 22 2014

From: Aaron Springs, Jr., CEH
Director, Custodial Services

To: Tim Reichert
Ecolab, Facility Core Territory Manager

Date: May 17, 2013

RE: Ecolab Products & Services

We have been using a variation of Ecolab Products for the last 15 years. We are currently using two different disinfectants, window cleaner, carpet cleaner and peroxide neutral cleaner. As products change our needs change which is why we are glad that Ecolab is good about providing training on their products and services.

Cc: Richard Reber, Buyer, Purchasing

**Account uses septic system.

AUG 22 2014



Subject: Letter of Recommendation

June 20, 2014

At Wofford we have been pleased with the product we have received from Ecolab. There were some minor issues from time to time throughout the year but the customer service was fantastic as Ecolab always worked to get the problems fixed. We now have a formula that works for all of our sports and every coach seems to be quite pleased. We appreciate the job that Ecolab has done over the past year and look forward to continuing our current relationship for quite some time.

Thomas L. Phillips
Head Equipment Manager
Wofford College
864-597-4113
Socon Champions - '03, '07, '10' & '12
FCS Playoffs - '03, '07, '08, '10, '11 & '12



400 Pearman Dairy Road
Post Office Drawer 439
Anderson, SC 29622
(864) 260-5000

An Equal Opportunity Employer

AUG 22 2014

June 23, 2014

Dear Mr. estamponi:

We are excited about implementing Ecolab in Anderson Five School District for the school year 2014-1015. After piloting your program in two of our schools this year we have found the Ecolab program to be beneficial in helping us manage a more efficient safe profitable operation. Ecolab goes beyond cleaning and sanitizing. We have been very pleased with all the products and found everyone associated with Ecolab to always be prompt and courteous.

Sincerely,

Sharon Hunt
Director Food and Nutrition Services

Sharon Hunt

Sharon Hunt
Director of Food and Nutrition Services
Anderson School District Five
(864) 260-5000 ext. 10166
sharonhunt@anderson5.net



Kandi Medford <kanmedford@haywood.k12.nc.us>

Chemicals

Kandi Medford <kanmedford@haywood.k12.nc.us>
Draft To: Alison Francis <afrancis@haywood.k12.nc.us>

Thu, Aug 7, 2014 at 5:17 PM

Alison,

AUG 22 2014

As you know, one our favorite phrases is, "if it isn't in writing it didn't happen". I would like to put a few things "in writing" that have AND have not happened concerning dish machine products. I have been employed by Haywood County Child Nutrition for 12 years. I worked on the dish machine at Bethel Elementary my first year and a half, then transferred to become the cafeteria manager at Waynesville Middle, then 5 years later became the Supervisor for all schools. I have never one time seen Mr. Johnson come out personally and bring chemicals or ask about service. I certainly have never seen him work on a machine. There are many times I am out and about working in schools due to vacant positions or sickness. I spent some time at Bethel Middle and Haywood Early College just as our last school year was closing. During that time I saw Marcus from Eco Lab many times. Bethel Middle seemed to have a problem and was going through a lot of stuff. I merely called him, not only did he come the next day, but his supervisor, Jim came as well. Jim rolled up his sleeves and went to work; problem resolved. Mr. Johnson claims his service is one to be sought after. I have seen 5 gallon buckets of detergent and rinse be wheeled in the back door set off, and invoice presented for signature. Our ladies would then wrestle with heavy, awkward buckets and continue working. When Eco Lab came in with gallon size products and cakes of dish detergent, they were overjoyed! Friday evenings are known for being "de-liming day" the machines are emptied, taken apart and de-limed. This has almost become a thing of the past with Eco Lab products. In the past there have been special memo's on health inspections stating trays were put up wet. When your trays don't dry quickly enough you do not have the option to hold the lunch line until they do. This is no longer a problem...same workers, same lunch trays, same machines, DIFFERENT product. I could go on and on, and would be happy to answer any question folks have. Please let our board know this.

Thanks,

Kandi

--

Kandi Medford
Child Nutrition Supervisor
Haywood County Schools
828-627-1150

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Ecolab products

Ginger Moore <gimoore@haywood.k12.nc.us>
 To: Allison Francis <afrancis@haywood.k12.nc.us>

Wed, Aug 6, 2014 at 1:56 PM

AUG 22 2014

Hi Alison— I just wanted to take time to let you know how much I really like the Ecolab products. I was already totally sold on the dish chemicals but I have been using some of the samples of floor cleaner and degreaser. They are FANTASTIC! The chemicals in the dish machine work so much better than the ones we have always used from Champion. I have worked for seventeen years and we always had to take the dish machine apart on work days and scrape the film off of the parts and the inside of the machine with a screwdriver and stainless steel scrubber. Now with the Ecolab we didn't have to do that at all last year. Our trays have never been cleaner and our pans have never been shinier. Also it is so much easier for the older ladies in my kitchen because they no longer have to move around those heavy five gallon buckets full of chemicals and hoses. We just have one small light jug of cleaner at eye level. The degreaser for the oven is awesome because it is non toxic. No smell and you can even spray it on your hand and it doesn't harm them. But it cleans like a dream. Just spray it on, wait five minutes and spray it with a hose. No scrubbing. I have seen lots of change in my time but the switch to the Ecolab chemicals has been the best ever. They truly make a hard job so much easier. I know that easier is not ways better but this time it truly is. SO MUCH BETTER! I could probably be a spokesperson for them because we having been using these products for a year and they are awesome. I never ever want to go back to the old Champion product again. There are not slot of ways to make the difficult task of washing dishes and cleaning the kitchen better but these products make it much easier, more efficient and alot cleaner. Thanks--
 Ginger

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Ginger Moore

Cafeteria Manager



https://mail.google.com/mail/u/0/?ui=2&ik=a03089052d&view=pt&search=inbox&th=147a7b6af6ad6384&siml=147a7b6af6ad6384&siml=147a83e97c45ade5

Info

2 messages

Barbara Fowler <bfowler@haywood.k12.nc.us>
To: Alison Francis <afrancis@haywood.k12.nc.us>

Tue, Aug 5, 2014 at 3:47 PM

AUG 22 2014

Hey Alison,

I wanted to let you know what Ms Emaline said about her dish machine. She likes the Eco Lab chemicals....She does not have to scrub as hard or as often to keep her machine clean...also the pans look shinier when they come out. The dishes dry really fast. We do not have to wait a long time before putting them up. The product is easier to store and handle (lift). Ms Emaline is happy with it. That makes me happy.

When workers are happy with the products and supplies. It makes them happy to do their job, which, helps the days go smoother.

Barbara

--

Barbara Fowler
Cafeteria Manager
Tuscola High School
828-456-2451

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Ecolab

2 messages

Bessie Parris <bparris@haywood.k12.nc.us>
To: Alison Francis <afrancis@haywood.k12.nc.us>

Tue, Aug 5, 2014 at 3:31 PM

AUG 22 2014

I wanted to let you know that the Ecolab dish machine products are the best I've ever used. The product does not leave a residue on the trays. They dry quicker and I am using less of the product with less waste. I could never use all the product in the buckets, usually a cup or more was left.

I hope we get this product again this school year.

Thank you,
Bessie

—
Bessie Parris
CHHS Cafeteria Manager

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Alison Francis <afrancis@haywood.k12.nc.us>
To: Bessie Parris <bparris@haywood.k12.nc.us>

Tue, Aug 5, 2014 at 6:16 PM



chemicals

Sherrie Kilby <skilby@haywood.k12.nc.us>
To: Alison Francis <afrancis@haywood.k12.nc.us>

Thu, Aug 7, 2014 at 8:27 AM

AUG 22 2014

Just wanted to let you know how pleased I am with the Ecolab chemicals. Their customer service is great! They make me feel like I am not bothering them when I have a question or need help with a product. The products are cleaning better and drying faster. Also they keep the lime scale to a minimum in the dish machine and I don't have to buy as much delimer, which saves additional money. A huge plus for us ladies is the compact size. It is much easier on our backs to place the Ecolab chemicals in the machine versus lugging those huge 5 gallon buckets!

Thank you for making a job just a bit easier

--

SHERRIE KILBY
BETHEL ELEMENTARY
CAFETERIA MANAGER

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Chemical Supplier Preference

1 message

Shirley Pressley <spressley@haywood.k12.nc.us>

Tue, Aug 5, 2014 at 11:55 PM

To: Alison Francis <afrancis@haywood.k12.nc.us>

AUG 22 2014

Hope you have had a great summer! I know it is time to make alot of decisions as to what vendors will provide service to our Child Nutrition Program. I would like to share my feelings concerning Champion Supply verses Ecolab. I like Ecolab much better for several reasons. The dish machine as well as our dishes are much cleaner now. The service of our machine seems to be a great concern for our reps , that are monitoring closely as to make sure we are getting the best service possible. I do not feel we had that with Champion Supply. Cost seems to be better and product delivery is much more efficient. I know you will make the best decision for our program! Just wanted you to know how we feel. Hope you enjoy the rest of your summer! See you soon! Thanks so much for all you do daily ! We appreciate you greatly!

--

Shirley Pressley

(828-648-2709)

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dish machine chemical

Jennifer Rogers <jenrogers@haywood.k12.nc.us>

Tue, Aug 5, 2014 at 6:04 PM

To: Alison Francis <afrancis@haywood.k12.nc.us>

AUG 22 2014

Allison,

Hope you are good. Just wanted to let you know the eco dish machine chemicals are working better. Than you,
Jenifer

--

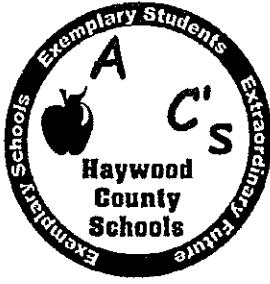
Jenifer Rogers

Junaluska Cafeteria Manager

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Haywood County Schools

Maintenance and Custodians

Tracy Hargrove, Director

401 Farmview Drive

Waynesville, North Carolina 28786

828/456-2402

Fax 828/456-2452

August 5, 2014

AUG 22 2014

Alison Francis
Haywood County Schools Child Nutrition
5855 Crabtree Road
Clyde, NC 28721

Dear Ms. Francis,

The Haywood County School Maintenance Department would like to express our appreciation. We have noticed that since the implementation and the use of the Ecolab dishwashing chemicals there has been a significant improvement in the absence of residue build-up on food service equipment. Due to this we have saved a tremendous amount of labor and the purchase of replacement equipment parts.

Thank you for your help with this problem!

Sincerely,

Wayne Worley

Wayne Worley
Project Manager

HWW/kmk