



Finance and Business Operations Division
Procurement and Contracts Services Section
 Department of Executive Services

CNK-ES-0340 206-263-9400 Ph
 3rd Floor 206-296-7676 Fax
 401 5th Avenue TTY Relay: 771
 SEATTLE, WA 98104 www.kingcounty.gov

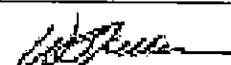
CONTRACTOR:
COASTWIDE LABORATORIES
 3800 1ST AVE S STE A
 SEATTLE, WA 98134-2235 United States
 Fax: (888) 3398767

BILL TO:
 KC DES FBOD ACCOUNTS PAYABLES
 401 5TH AVE, CNK-ES-0320
 SEATTLE, WA 98104

SHIP TO:
 KC DES FBOD PCSS GOODS AND SERVICES
 401 5TH AVE, CNK-ES-0340
 SEATTLE, WA 98104

CONTRACT		
CONTRACT NO. 392494	REVISION 1	PAGE 1 of 1
CREATION DATE 01-JAN-2012	BUYER AMON BILLUPS JR	
DATE OF REVISION 01-MAR-2012	BUYER AMON BILLUPS JR	

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
1444	NET30DAYS	Paid	DESTINATION	Seller Chooses	Telephone: (888) 200-0656

DESCRIPTION
<p>CHANGE ORDER #4 MARCH 1, 2012</p> <p>THIS CHANGE ORDER IS ISSUED TO REVISE THE CONTRACT PRICES, EFFECTIVE MARCH 14, 2012, IN ACCORDANCE WITH COASTWIDE LABORTORIES REQUEST, DATED FEBRUARY 14, 2012, INCORPORATED BY REFERENCE.</p> <p>ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.</p>
 _____ Authorized Signature

Product#	Manufacturer	Product Description	Price
3M0074	3M	SCRUBBING SPONGE 20/CS	1.74
3M0086	3M	HV DTY SCOURING PAD 3-12/CS	1.47
3M0096	3M	GP SCOURING PAD 3-20/CS	0.51
3M0098	3M	LT DTY CLEANSING PAD 3-20/C	1.11
3M20BK	3M	20" BK 7200 FLOOR PAD 5/CS	5.46
3M20EB	3M	20" ER 3600 FLOOR PAD 5/CS	6.13
3M20UHS	3M	20" TN 3400 FLOOR PAD 5/CS	6.26
3M20WH	3M	20" WH 4100 FLOOR PAD 5/CS	5.34
3M8440	3M	DOODLEBUG PAD WH 4-5/CS	1.24
3M8541	3M	DOODLEBUG PAD BN 20/CS	1.24
CL0063	3M	#63 LT DUTY SCRUB SPONGE 20	0.83
CL0074	3M	MEDIUM DUTY SCRUB SPONGE #7	0.83
CL0096	3M	#96 MED DUTY SCOURING PAD 2	0.54
CL0098	3M	#98 LT DUTY SCOURING PAD 20	0.37
CPC14278	Ajax	AJAX POWDER 24-21OZ/CS	1.00
ACEB8543	APC	ECOGREEN 2 PLY TT 80-550/CS	50.14
ACEN9012L	APC	ECOGREEN RL TWL NAT WH 6-900/CS	56.53
BU1001	Bonneau Prod.	DISTILLED WATER 6 GL/CS	1.00
DL2303	Boraxo	BORAXO HV DTY PWDR SOAP 10	6.57
FP45267	Carlisle	60" METAL TIP WD HNDL 15/16	3.33
FP4547202	Carlisle	9-1/4" UTILITY BRSH PPY WH 12/CS	3.67
CLC875	Claire	DUST MOP TREATMENT 12-14OZ/	2.81
CLR050	Claire	GLEME GLASS CLEANER 12-19 O	2.56
CLO02490	Clorox	ULTRA GERMICIDAL BLEACH 6-9	1.74
CEB49232	Coastwide	HEPASTAT RTU 12 QT/CS	2.95
CEB74402	Coastwide	PINK LOTION HAND SOAP 4 GL/	8.40
CL1814	Coastwide	RADIANCE LAUNDRY SOAP 40#	21.24
SEB6501	Coastwide	#65 SE HD CLEANER 4 GL/CS	23.39
SEB71032	Coastwide	#71 SE TOILET & URINAL CLNR	3.95
SEB7401	Coastwide	#74 SE LIQUID HAND SOAP 4 G	9.03
SEB78032	Coastwide	#78 SE GP CLEANER RTU 12 QT/CS	3.15
PGC32987	Comet	COMET SCOUR PWDR W/BLEACH 24-21OZ/CS	1.75
PGC32987	Comet	COMET SCOUR PWDR W/BLEACH 24-21OZ/C	1.60
DIA06046	Dial	DIAL BASIC LIQ SOAP 8-1 LTR	44.09
DY185128	Dynamic	POWERHOUSE SHOOTER 12 QT/CS	6.59
GJ2156	Gojo	PURELL NXT ORIGINAL 8-1000M	46.94
GJ6299	Gojo	FAST WIPES BUCKET 2-225CT/CS	57.03
GJ9631	Gojo	PURELL W/ALOE 24-4OZ/CS	2.16
GJ9639	Gojo	PURELL W/ ALOE PUMP BOTTLE	5.53
STP822838	Gojo	ANTIBACTERIAL LOTION SOAP 4GL/CS	5.98
02389	HB Wholesale	HANDLE FIBRGLASS THRED 60"	9.41
IM201	Impact	BOWLMOP ACRYLIC WH W/BBLUE H	0.76
IM3600	Impact	BOWLMOP W/CONE GUARD DLXE W	3.30
IM8622X	Impact	GLOVE DISP LATEX PWDRLS EXA	14.51
IM8644L	Impact	GLOVE DISP NITRILE PWDRLS G	13.43
IM8644M	Impact	GLOVE DISP NITRILE PWDRLS G	13.43
IM8644S	Impact	GLOVE DISP NITRILE PWDRLS G	13.43
IM8644XL	Impact	GLOVE DISP NITRILE PWDRLS G	13.43
IM9200	Impact	INDUSTRIAL TOILET PLUNGER	10.37
WH84	Impact	MOP HANDLE 64" SPEED CHANGE	12.17
XX32B	Impact	32 OZ SPRAY BOTTLE ONLY	0.63
XX32BTS	Impact	32 OZ BOTTLE & TRIGGER SPRAYER	2.15

Product#	Manufacturer	Product Description	Price
XX32TS	Impact	TRIGGER SPRAYER HEAD FOR 32	0.55
jw4495	Johnson	BREAK-UP CLNR 4 GL/CS	14.97
jw4502788	Johnson	SHINE-UP LEMON 12 17.7OZ/CS	4.10
jw4531	Johnson	ENVY INSTANT CLNR 12 19-OZ/	5.42
jw4996	Johnson	CREW NEUTRAL NA 12 32-OZ/CS	2.28
JW5035288	Johnson	GOOD SENSE COUNTRY GARDEN 12-13.8 OZ	4.40
BWK30LAG025	Lagasse Bros.	FOOD TRAY C-25 1/4# 1000/CS RED WEA	27.25
LS28	Lambskin	LAMBSWOOL DUSTER 28" OVERAL	3.37
LS46	Lambskin	LAMBSWOOL DUSTER 31-46" OVE	6.08
REC04650	Lysol	LYSOL DISINFECT 12 19-OZ/CS NA 0465	7.43
HB78	Premiere	LOBBY BROOM 37" - CORN BLEND	3.66
RM2005	Rubbermaid	DUST PAN PLASTIC BK	2.68
RM2531	Rubbermaid	LOBBY PRO UPRIGHT DUST PAN	11.27
RM6310WH	Rubbermaid	14 1/2" TOILET BOWL BRUSH P	2.17
RM6341BK	Rubbermaid	COUNTER BRUSH 8" TAMPICO FI	3.42
RM757788YL	Rubbermaid	WAVE BRAKE 35QT DOWN PRESS	70.75
RM758088YL	Rubbermaid	WAVE BRAKE 35QT SIDE PRESS	54.48
RM9B09	Rubbermaid	FLOOR SWEEP 24" MEDIUM POLY	13.40
SEC151BL	Rubbermaid	SWINGER LOOP SML MOP 6/CS B	7.59
SEC152BL	Rubbermaid	SWINGER LOOP MED MOP 6/CS B	9.74
SEC153BL	Rubbermaid	MOP HEAD SWINGER LOOP LRG B	12.05
SED0224	Rubbermaid	24" STD LAUNDERABLE DUST MO	11.53
SEH246	Rubbermaid	GRIPPER WET MOP HDL 60" GRE	12.43
SEW17LG	Rubbermaid	STD LOOP END MOP LGR BLUE 1	6.50
SB7284SC	Sobel Westex	SHOWER CURTAIN 72"X 84" VIN	12.00
UNGC300	Unger	12" BRASS CHANNEL W/RUBBER	5.16
DRCB001237	Windex	WINDEX GLASS CLNR 12-12OZ/C	2.96
WN2003	Windsor	PAPER FILTER VERSAMATIC (10	9.53
WN5143	Windsor	FILTER EXHAUST SENSOR	7.18
WN5300	Windsor	PAPER FILTER (10) SENSOR VA	12.43
WN5301ER	Windsor	MICROFILTER SENSOR VAC	18.56
WNSRXP15	Windsor	SENSOR XP 15	529.24



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VENDOR:

COASTWIDE LABORATORIES
3800 FIRST S
STE A
SEATTLE, WA 98134-2235

SHIP TO

KC DEPARTMENT OF EXEC SERVICES
PROCUREMENT-GOODS & SERVICES
401 5TH AVE, CNK-ES0340
SEATTLE, WA 98104
United States

BILL TO

KC DEPT OF EXECUTIVE SERVICES
ACCOUNTS PAYABLE, 3RD FLOOR
401 5TH AVE, CNK-ES0320
SEATTLE, WA 98104
United States

Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
392494	4	1
THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.		
CREATION DATE	BUYER	
31-JAN-08	C, Austin	
DATE OF REVISION	BUYER	
21-DEC-10	M Willis	

CUSTOMER ACCT #	VENDOR NO	PAYMENT TERMS	FREIGHT TERMS	F.O.B	SHIP VIA
	C02106	Net30days	Paid	Destination	SELLER CHOOSES

CONFIRM TO / TELEPHONE	REQUESTOR / DELIVER TO
(888) 200-0656	

LINE	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION	T
	CHANGE ORDER #3 DECEMBER 21, 2010 THIS CHANGE ORDER IS ISSUED TO: EXTEND THE CONTRACT TO FURNISH JANITORIAL CLEANING SUPPLIES AS REQUESTED BY VARIOUS KING COUNTY AGENCIES, DEPARTMENTS AND DIVISIONS DURING THE TIME PERIOD FEBRUARY 1, 2011 THROUGH JANUARY 31, 2013 IN ACCORDANCE WITH KING COUNTY ITB # 1036-07 AXC AND THE RESPONDING BIDS (A & B) OF COASTWIDE LABORATORIES, INC., ALL INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN. TO INCORPORATE PRICE INCREASES, EFFECTIVE FEBRUARY 1, 2011 THROUGH JANUARY 31, 2012 IN ACCORDANCE WITH COASTWIDE LABORATORIES PRICING SCHEDULE SUBMISSION DATED DECEMBER 16, 2010, INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN. NEW PRICING SCHEDULE CAN BE REFERENCED IN CONTRACT FILE.						

SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.	Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.	ACCEPTANCE: This purchase order expressly limits acceptance to the terms and conditions stated herein.	TOTAL
			<i>DR Leach</i> Authorized signature

King County 12/21/2010 1:29 PAGE 002/004 Fax Server



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VENDOR:

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3800 FIRST S
STE A
SEATTLE, WA 98134-2235

SHIP TO

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PROCUREMENT-GOODS & SERVICES
401 5TH AVE, CNK-ES0340
SEATTLE, WA 98104
United States

BILL TO

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SEATTLE, WA 98104
United States

Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
392494	4	2

THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.

CREATION DATE	BUYER
31-JAN-08	C, Austin

DATE OF REVISION	BUYER
21-DEC-10	M Willis

CUSTOMER ACCT #	VENDOR NO	PAYMENT TERMS	FREIGHT TERMS	F.O.B	SHIP VIA	
	C02106	Net30days	Paid	Destination	SELLER CHOOSES	
CONFIRM TO / TELEPHONE			REQUESTOR / DELIVER TO			
(888) 200-0656						
LINE	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION
	ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED. ESTIMATED TOTAL CONTRACT VALUE \$200,000.00 Purchase Agreement Effective From: 01-FEB-08 To: 31-JAN-13					
		Amount Agreed:				

SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.

Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.

ACCEPTANCE:

This purchase order expressly limits acceptance to the terms and conditions stated herein.

TOTAL

DR Leach
Authorized signature

King County 12/21/2010 1:29 PAGE 003/004 Fax Server

**PURCHASE ORDER
GENERAL TERMS AND CONDITIONS**

Compliance: By acceptance of this order, the vendor warrants full compliance with all applicable local, state or federal laws and regulations including specific statutory requirements of Federal Agencies. Upon request, the purchasing agent will provide applicable contract terms and conditions.

Acceptance/Changes: All goods or materials purchased hereunder are subject to approval by King County. No substitutions or changes of any nature under this purchase order will be accepted unless approved in writing by King County.

Inspections: By acceptance of this order, vendor grants the right to Buyer to make periodic visits to the vendor's plant or their subcontractor's for inspection of materials or to determine actual progress of manufacture.

Change Orders: Change orders modifying the terms and conditions herein will be without effect unless issued and authorized in writing by King County.

Cancellation: The County may cancel any purchase order or any part thereof by written notice at any time, without penalty, if the vendor fails to comply with the terms, specifications, delivery/completion date or to perform the work with diligence.

Invoices: Invoices must reference the purchase order number.

All vendors licensed to do business in Washington State must bill King County for applicable tax. Indicate discount terms to the County for prompt payment. Discount period to be extended if the invoice is returned for correction or clarification.

Shipping Instructions: All shipments must contain a packing slip. Unless other wise specified, all goods are to be shipped prepaid, FOB Destination. Where shipping addresses indicate room numbers, the Vendor shall make delivery to that location at no additional charge, including, but not limited to delivery, packing and or crating.

Warranty: The Vendor warrants that all products delivered under this purchase order shall be free from defects in material and workmanship, and shall be fit for the intended purpose. This warrantee is in addition to any standard warranty or guarantee give by vendor to the County. All products determined by King County to be defective shall be replaced within 15 days of notice by King County.

All costs of replacement, including shipping charges shall be borne by the Vendor. Vendor warrants that the merchandise is free and clear of all liens and encumbrances and that vendor has a good and marketable title to same. Vendor warrants that the equipment, materials or service on this order do not infringe any patent, registered trademark or copyright and agrees to hold King County harmless in the event of any infringement or claim thereof.

Certification Regarding Debarment, Suspension and Other Responsibility

Matters: By providing goods or services under this purchase order, the Contractor agrees to comply with the requirements of 49 CFR 29, Subpart C while this offer is valid and throughout the period of any Contract that may arise from this Contract. The Contractor further agrees to include a provision requiring such compliance in its lower tier covered transactions.

Order of Precedence: When this purchase order is issued subsequent to the results of a request for bid or proposal, the terms and conditions contained in the solicitation or resulting contract shall control.



King County

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Seattle, WA 98104

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VENDOR:

COASTWIDE LABORATORIES
3800 FIRST S, STE A
SEATTLE, WA 98134-2235

SHIP TO

KC DEPARTMENT OF EXEC SERVICES
PROCUREMENT-GOODS & SERVICES
401 5TH AVE, CNK-ES0340
SEATTLE, WA 98104
United States

BILL TO

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United States

Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
392494	3	1
THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.		
CREATION DATE	BUYER	
31-JAN-08	C, Austin	
DATE OF REVISION	BUYER	
03-FEB-10	J Jungnitz	

CUSTOMER ACCT #	VENDOR NO.	PAYMENT TERMS	FREIGHT TERMS	F.O.B.	SHIP VIA
	C02106	Net30days	Paid	Destination	SELLER CHOOSES

CONFIRM TO / TELEPHONE	REQUESTOR / DELIVER TO
(888) 200-0656	

LINE	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION	T
	CHANGE ORDER NUMBER 2 (ISSUED FEBRUARY 3, 2010)						
	THIS CHANGE ORDER IS ISSUED TO:						
	EXTEND THE CONTRACT TO FURNISH JANITORIAL CLEANING SUPPLIES AS REQUESTED BY VARIOUS KING COUNTY AGENCIES, DEPARTMENTS AND DIVISIONS IN ACCORDANCE WITH KING COUNTY ITB NUMBER 1036-07 AXC AND THE RESPONDING BIDS (A & B) OF COASTWIDE LABORATORIES, INC., ALL INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN.						
	INCORPORATE PRICE INCREASES, EFFECTIVE FEBRUARY 1, 2010, IN ACCORDANCE WITH COASTWIDE LABORATORIES LETTER DATED DECEMBER 30, 2009, INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN.						
	ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.						

SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.

Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.

ACCEPTANCE:

This purchase order expressly limits acceptance to the terms and conditions stated herein.

TOTAL

DR Leach
Authorized signature



King County

Finance and Business Operations Division
Procurement and Contract Services Section
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Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
392494	3	2
THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.		
CREATION DATE	BUYER	
31-JAN-08	C, Austin	
DATE OF REVISION	BUYER	
03-FEB-10	J Jungnitz	

CUSTOMER ACCT #	VENDOR NO	PAYMENT TERMS	FREIGHT TERMS	F.O.B	SHIP VIA
	C02106	Net30days	Paid	Destination	SELLER CHOOSES

CONFIRM TO / TELEPHONE	REQUESTOR / DELIVER TO
(888) 200-0656	

LINE	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION
	ESTIMATED TOTAL CONTRACT VALUE \$200,000.00					
	Purchase Agreement Effective From: 01-FEB-08 To: 31-JAN-11	Amount Agreed:				

SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.

Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.

ACCEPTANCE:
This purchase order expressly limits acceptance to the terms and conditions stated herein.

TOTAL
<i>DR Leach</i> Authorized signature

PURCHASE ORDER GENERAL TERMS AND CONDITIONS

Compliance: By acceptance of this order, the vendor warrants full compliance with all applicable local, state or federal laws and regulations including specific statutory requirements of Federal Agencies. Upon request, the purchasing agent will provide applicable contract terms and conditions.

Acceptance/Changes: All goods or materials purchased hereunder are subject to approval by King County. No substitutions or changes of any nature under this purchase order will be accepted unless approved in writing by King County.

Inspections: By acceptance of this order, vendor grants the right to Buyer to make periodic visits to the vendor's plant or their subcontractor's for inspection of materials or to determine actual progress of manufacture.

Change Orders: Change orders modifying the terms and conditions herein will be without effect unless issued and authorized in writing by King County.

Cancellation: The County may cancel any purchase order or any part thereof by written notice at any time, without penalty, if the vendor fails to comply with the terms, specifications, delivery/completion date or to perform the work with diligence.

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All vendors licensed to do business in Washington State must bill King County for applicable tax. Indicate discount terms to the County for prompt payment. Discount period to be extended if the invoice is returned for correction or clarification.

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Warranty: The Vendor warrants that all products delivered under this purchase order shall be free from defects in material and workmanship, and shall be fit for the intended purpose. This warrantee is in addition to any standard warranty or guarantee give by vendor to the County. All products determined by King County to be defective shall be replaced within 15 days of notice by King County.

All costs of replacement, including shipping charges shall be borne by the Vendor. Vendor warrants that the merchandise is free and clear of all liens and encumbrances and that vendor has a good and marketable title to same. Vendor warrants that the equipment, materials or service on this order do not infringe any patent, registered trademark or copyright and agrees to hold King County harmless in the event of any infringement or claim thereof.

Certification Regarding Debarment, Suspension and Other Responsibility Matters: By providing goods or services under this purchase order, the Contractor agrees to comply with the requirements of 49 CFR 29, Subpart C while this offer is valid and throughout the period of any Contract that may arise from this Contract. The Contractor further agrees to include a provision requiring such compliance in its lower tier covered transactions.

Order of Precedence: When this purchase order is issued subsequent to the results of a request for bid or proposal, the terms and conditions contained in the solicitation or resulting contract shall control.



COASTWIDE LABORATORIES

Solutions for Industrial and Commercial Cleaning

4510 Frontage Road NW – Suite #102 – Auburn WA 98001
Direct Line #253-518-7253 – Fax #253-518-7261

REC'D PROCUREMENT DIV

09 DEC 29 AM 10:47

December 30, 2009

Victoria Nakamichi
King County Procurement Service Section
New County Office Building, 3rd Floor
401 Fifth Avenue
Seattle WA 98104

RE: Renewal for Contract Items for 2010-2011

Victoria:

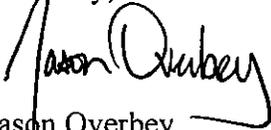
Per section four of bid #1036-07 AXC, Specific Contractual Terms & Conditions, it is the intent of Coastwide Laboratories to extend firm pricing from February 1st, 2010 – January 31, 2011.

As you know, the costs of goods as well as freight costs have increased substantially over the last couple of years. In the last twelve months we have sustained an unprecedented percentage of increases. Each request for price change submitted to King County is to be fully documented with the manufacturer's written notification of price change. Enclosed for your review and consideration are the manufacturer price increase letters and a corresponding spreadsheet detailing each increase. The spreadsheet includes the usage for the last twelve months. We forecast that if the comparable quantities are used in the year to come, the overall increase to your purchase dollars will be roughly 4.37%. However, I took the time and removed all the items that were on the contract with no usage present. I then added items that the county uses a lot of and was able to get better pricing for most. By adding these items the difference will be around a 10% savings over last year.

I have separated the spreadsheets into three parts. The first spreadsheet has the current contract items. The second sheet has the items to be added and finally the third sheet has the items to be removed. If this seems favorable to the county, I will need something in writing stating that it is okay to make changes to the original contract.

We look forward to our continued business partnership with King County. If you have any questions, please do not hesitate to call me at (253) 518-7253.

Sincerely,


Jason Overbey

Contracts Analyst III

Coastwide Laboratories

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/10 - 01/31/11

OLD ITEMS FROM CONTRACT WITH USAGE

Product#	Manufacturer	Ltr	Incr %	Product Description	U/M	Usage	OLD CONTRACT		NEW CONTRACT		Actual Incr. %
							Sale	Ext. Sale	Sale	Ext. Sale	
3M8440	3M	0.00%		DOODLEBUG PAD WHITE 4-5BX/CS	EA	825	1.22	\$1,006.50	1.22	\$1,006.50	0.00%
3M8541	3M	0.00%		DOODLEBUG PAD BROWN 4-5BX/CS	EA	60	1.22	\$73.20	1.22	\$73.20	0.00%
3M8550	3M	0.00%		DOODLEBUG HI PRO PAD 40/CS	EA	64	1.90	\$121.60	1.90	\$121.60	0.00%
CL0063	3M	0.00%		#63 LT DUTY SCRUB SPONGE 20/CS	EA	180	0.79	\$142.20	0.79	\$142.20	0.00%
CL0074	3M	0.00%		#74 MED DUTY SCRUB SPONGE 20/CS	EA	21	0.79	\$16.59	0.79	\$16.59	0.00%
CL0098	3M	0.00%		#98 LT DUTY SCOURING PAD 20/CS	EA	8,840	0.35	\$3,094.00	0.35	\$3,094.00	0.00%
FP36120902	Carlisle	0.00%		9" TRUCK BRUSH W/WH POLY BRST 12/CS	EA	4	7.56	\$30.24	8.48	\$33.92	12.17%
FP3621123	Carlisle	0.00%		8" COUNTER FLGGD BRSH GY 12/CS	EA	5	2.90	\$14.50	3.24	\$16.20	11.72%
FP4067500	Carlisle	0.00%		7" TOOTHBRUSH W/SS BRST 12/CS	EA	1	1.16	\$1.16	1.31	\$1.31	12.93%
FP45267	Carlisle	0.00%		60" METAL TIP WD HNDL 15/16"D 12/CS	EA	9	2.40	\$21.60	3.05	\$27.45	27.08%
CLC811	Claire	3.00%		LEMON WAX FURN POLISH 12 19-OZ/CS	EA	12	2.42	\$29.04	2.42	\$29.04	0.00%
CLC813	Claire	3.00%		GUM OFF REMOVER 12-7OZ/CS	EA	37	2.99	\$110.63	2.99	\$110.63	0.00%
CLC875	Claire	3.00%		DUST MOP TREATMENT 12-14 OZ/CS	EA	12	2.68	\$32.16	2.68	\$32.16	0.00%
CEB0451	Coastwide	3.50%		LEMON DC DISINF 4-1 GL/CS	GL	2	8.39	\$16.78	8.68	\$17.35	3.46%
CEB4801	Coastwide	3.50%		VIRUSTAT 128 4 GL/CS	GL	3	12.12	\$36.36	12.54	\$37.62	3.47%
CEB74402	Coastwide	3.50%		PINK LOTION HAND SOAP 4 GL/CS	GL	504	7.43	\$3,744.72	7.69	\$3,875.76	3.50%
CL1814	Coastwide	3.50%		RADIANCE LAUNDRY SOAP 40#	PL	51	18.79	\$958.29	19.45	\$991.95	3.51%
SEB6201	Coastwide	3.50%		#62 SE CARPET CLEANER 4-1GL/CS	GL	5	16.73	\$83.65	17.32	\$86.60	3.53%
SEB6402QM	Coastwide	3.50%		#64 SE QM NEUTRAL CLEANER 4/CS	GL	4	20.80	\$83.20	21.53	\$86.12	3.51%
SEB6601	Coastwide	3.50%		#66 SE DISINFECTANT SANITIZER 4/CS	GL	21	14.36	\$301.56	14.86	\$312.06	3.48%
SEB67032	Coastwide	3.50%		#67 SE PROFESSIONAL CARPET SPOTTER 12/CS	QT	11	6.78	\$74.58	7.02	\$77.22	3.54%
SEB71032	Coastwide	3.50%		#71 SE TOILET & URINAL CLNR 12 QT/CS	QT	61	3.50	\$213.50	3.62	\$220.82	3.43%
SEB7401	Coastwide	3.50%		#74 SE LIQUID HAND SOAP 4 GL/CS	GL	361	7.05	\$2,545.05	8.27	\$2,985.47	17.30%
SEB8001	Coastwide	3.50%		#80 SE MULTI USE FLOOR COATING 4/CS	GL	12	14.23	\$170.76	14.73	\$176.76	3.51%
SEB8301	Coastwide	3.50%		#83 SE WAX & FINISH REMOVER 4/CS	GL	4	17.29	\$69.16	17.90	\$71.60	3.53%
SEB8305	Coastwide	3.50%		#83 SE WAX & FINISH REMOVER 5GL	PL	1	78.79	\$78.79	81.55	\$81.55	3.50%
SEB99032	Coastwide	3.50%		#99 SE GRAFFITI REMOVER 12 QT/CS	QT	436	10.33	\$4,503.88	10.69	\$4,660.84	3.48%
CP14278	Colgate Palmolive	0.00%		AJAX POWDER 24-21OZ/CS	EA	174	0.88	\$153.12	1.00	\$174.00	13.64%
DL2303	Dial	6.00%		BORAXO HV DTY PWDR SOAP 10 5#/CS	EA	20	6.20	\$124.00	6.57	\$131.40	5.97%
DL84019	Dial	6.00%		LIQUID ANTIMICROBIAL SOAP LITRE 8/CS	CS	225	46.30	\$10,417.50	51.75	\$11,643.75	11.77%
DY185128	Dynamic	2.00%		POWERHOUSE SHOOTER 12 QT/CS	QT	12	5.89	\$70.68	6.01	\$72.12	2.04%
MXM26767	Gilt-Microtron	0.00%		8AU UTILITY SPONGE	EA	1,152	0.64	\$737.28	0.64	\$737.28	0.00%
MXM26773	Gilt-Microtron	0.00%		8AU UTILITY SPONGE 12/CS	EA	10	1.24	\$12.40	1.41	\$14.10	13.71%
GJ2156	Gojo	0.00%		PURELL INSTANT HAND SAN NXT 8-1000ML/CS	CS	117	45.13	\$5,280.21	45.13	\$5,280.21	0.00%
GJ5161	Gojo	0.00%		LUXURY FMX FOAM HANDWASH 3-1250ML/CS	CS	6	30.61	\$183.66	30.61	\$183.66	0.00%
GJ9112	Gojo	0.00%		LOTION SKIN CLEANSER 12-800ML/CS PINK	CS	14	37.19	\$520.66	37.19	\$520.66	0.00%
IM201	Impact	0.00%		BOWL/MOP ACRYLIC WHITE W/BLUE HDL	EA	153	0.59	\$90.27	0.59	\$90.27	0.00%
IM8606L	Impact	0.00%		GLOVE GP DISP VINYL LRG 100/BX	BX	8	3.44	\$27.52	3.44	\$27.52	0.00%
IM9200	Impact	0.00%		INDUSTRIAL TOILET PLUNGER	EA	4	9.14	\$36.56	9.14	\$36.56	0.00%
WH84	Impact	0.00%		MOP HANDLE 64" SPEED CHANGE	EA	120	10.39	\$1,246.80	10.39	\$1,246.80	0.00%
XX24B	Impact	0.00%		24 OZ SPRAY BOTTLE ONLY	EA	12	0.39	\$4.68	0.42	\$5.04	7.69%
XX32B	Impact	0.00%		32 OZ SPRAY BOTTLE ONLY	EA	116	0.41	\$47.56	0.48	\$55.68	17.07%
XX32TS	Impact	0.00%		TRIGGER SPRAYER FOR XX32B	EA	1,331	0.49	\$652.19	0.52	\$692.12	6.12%
AP3033	Kik Infil.	0.00%		BLEACH 5.5% 6-GL/CS	GL	752	1.74	\$1,308.48	1.74	\$1,308.48	0.00%
LS28	Lambkin	0.00%		BIG PRO DUSTER 312FH	EA	158	3.12	\$492.96	3.12	\$492.96	0.00%
HB27	Premier Mop	0.00%		JEWELL BROOM AC RD HDL	EA	42	4.67	\$196.14	4.67	\$196.14	0.00%
SEDY160	Premier Mop	0.00%		60" SNAP ON DUST MOP HANDLE	EA	35	5.65	\$197.75	5.65	\$197.75	0.00%
PGC45114	Procter & Gamble	0.00%		JOY DISH DETERGENT 8-38OZ/CS LEMON	EA	14	4.25	\$59.50	4.84	\$67.76	13.88%
RM2005	Rubbermaid	4.00%		DUST PAN PLASTIC BLACK	EA	92	2.63	\$241.96	2.68	\$246.56	1.90%
RM2531	Rubbermaid	4.00%		LOBBY PRO UPRIGHT DUST PAN BK 6/CS	EA	2	11.05	\$22.10	11.27	\$22.54	1.99%
RM6341BK	Rubbermaid	4.00%		COUNTER BRUSH 8" TAMPICO FILL 6/CS BK	EA	48	3.35	\$160.80	3.42	\$164.16	2.09%
RM6375	Rubbermaid	4.00%		BRUTE UPRIGHT FLAGGED ANGLE BROOM	EA	2	8.38	\$16.76	8.55	\$17.10	2.03%
RM757788YL	Rubbermaid	4.00%		WAVE BRAKE 35QT DOWN PRESS COMBO YL	EA	21	69.36	\$1,456.56	70.75	\$1,485.75	2.00%
RM758088YL	Rubbermaid	4.00%		WAVE BRAKE 35QT SIDE PRES COMBO YL	EA	2	48.55	\$97.12	49.53	\$99.05	2.00%
SED0236	Rubbermaid	4.00%		36" STD LAUNDERABLE DUST MOP GN 12/CS	EA	38	10.46	\$397.48	10.67	\$405.46	2.01%
SEH246	Rubbermaid	4.00%		GRIPPER WET MOP HDL 60" GREEN 12/CS	EA	38	11.09	\$421.42	11.31	\$429.78	1.98%
SEW17LG	Rubbermaid	4.00%		STD LOOP END MOP LGR BLUE 12/CS	EA	21	6.37	\$133.77	6.50	\$136.50	2.04%
SB7284SC	Sobel Westex	0.00%		SHOWER CURTAIN 72"X 84" VINSOFT	EA	200	12.00	\$2,400.00	12.00	\$2,400.00	0.00%
UNGC300	Unger	8.50%		12" BRASS CHANNEL W/RUBBER 10/CS	EA	70	4.40	\$308.00	4.77	\$333.90	8.41%
WN1044	Windsor	3.70%		FILTER VAC MOTOR VSE /VSM	EA	1	6.27	\$6.27	6.40	\$6.40	2.07%
WN2003	Windsor	3.70%		PAPER FILTER VERSAMATIC (10PK)	PK	6	9.34	\$56.04	9.53	\$57.18	2.03%
WN2046	Windsor	3.70%		BRUSH STRIP 14" VERSAMATIC	EA	3	6.17	\$18.51	6.29	\$18.87	1.94%
WN5143	Windsor	3.70%		FILTER EXHAUST SENSOR	EA	87	7.04	\$612.48	7.18	\$624.66	1.99%
WN5300	Windsor	3.70%		PAPER FILTER SENSOR VAC (10PK)	PK	124	12.19	\$1,511.56	12.43	\$1,541.32	1.97%
WN5301ER	Windsor	3.70%		MICROFILTER SENSOR VAC	EA	123	18.20	\$2,238.60	18.56	\$2,282.88	1.98%
WNSRXP15	Windsor	3.70%		SENSOR XP 15	EA	11	518.86	\$5,707.46	529.24	\$5,821.64	2.00%
							\$55,240.51		\$57,654.55		

Diff \$ \$2,414.04
 Diff % 4.37%

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/10 - 01/31/11

NEW ITEMS BEING ADDED TO THE CONTRACT

Product#	Manufacturer	Ltr Incr %	Product Description	U/M	Usage	OLD CONTRACT		NEW CONTRACT		Actual Incr. %
						Sale	Ext. Sale	Sale	Ext. Sale	
3M0063	3M		CLEANSING SPONGE 20/CS	EA	189	1.89	\$357.21	1.71	\$323.19	-9.52%
3M0074	3M		SCRUBBING SPONGE 20/CS	EA	188	1.89	\$355.32	1.71	\$321.48	-9.52%
3M0086	3M		HV DTY SCOURING PAD 3-12/CS	EA	1550	1.59	\$2,464.50	1.44	\$2,232.00	-9.43%
3M0096	3M		GP SCOURING PAD 3-20/CS	EA	380	0.55	\$209.00	0.50	\$190.00	-9.09%
3M0098	3M		LT DTY CLEANSING PAD 3-20/CS	EA	120	1.20	\$144.00	1.09	\$130.80	-9.17%
CL0096	3M		#96 MED DUTY SCOURING PAD 20	EA	200	0.55	\$110.00	0.50	\$100.00	-9.09%
ACEB8543	APC		ECOGREEN 2 PLY TT 80-550/CS	CS	109	52.96	\$5,772.64	47.72	\$5,201.48	-9.89%
CLC050	Claire		SPARKLE GLASS CLNR 12-19OZ/C	EA	177	2.58	\$456.66	2.34	\$414.18	-9.30%
CL8151	Coastwide		DEFEND HAND SOAP 4 GL/CS	GL	144	12.89	\$1,856.16	11.79	\$1,697.76	-8.53%
SEB6501	Coastwide		#65 SE HD CLEANER 4 GL/CS	GL	1240	22.10	\$27,404.00	21.42	\$26,560.80	-3.08%
CL050	CP Industries		ICE AWAY ICE MELTER 50# BOX	EA	348	24.10	\$8,386.80	22.95	\$7,986.60	-4.77%
DIA06046	Dial		DIAL BASIC LIQ SOAP 8-1 LTR/CS	CS	144	43.54	\$6,269.76	41.99	\$6,046.56	-3.56%
GJ9631	Gojo		PURELL W/ALOE 24-4OZ/CS	EA	144	2.30	\$331.20	2.08	\$299.52	-9.57%
GJ9639	Gojo		PURELL W/ ALOE PUMP BOTTLE 1	EA	121	5.91	\$715.11	5.32	\$643.72	-9.98%
GJ9651	Gojo		PURELL W/FLIP TOP BOTTLE 24-	EA	273	2.30	\$627.90	2.08	\$567.84	-9.57%
02389	HB Wholesaler		HANDLE FIBRGLASS THRED 60"	EA	168	9.56	\$1,606.08	9.41	\$1,580.88	-1.57%
IM3600	Impact		BOWLMOP W/CONE GUARD DLXE WH	EA	831	2.78	\$2,293.56	2.49	\$2,069.19	-9.78%
IM8622L	Impact		GLOVE DISP LATEX PWDRLS GP L	BX	462	16.92	\$7,817.04	9.56	\$4,416.72	-43.50%
IM8622M	Impact		GLOVE DISP LATEX PWDRLS GP M	BX	523	16.92	\$8,849.16	9.56	\$4,999.88	-43.50%
IM8622S	Impact		GLOVE DISP LATEX PWDRLS GP S	BX	231	16.92	\$3,908.52	9.56	\$2,208.36	-43.50%
IM8644L	Impact		GLOVE DISP NITRILE PWDRLS GP	BX	117	20.49	\$2,397.33	11.03	\$1,290.51	-46.17%
IM8644M	Impact		GLOVE DISP NITRILE PWDRLS GP	BX	241	20.49	\$4,938.09	11.03	\$2,658.23	-46.17%
DR94123	Johnsons		WINDEX GLASS CLNR 12-12OZ/CS	EA	325	3.05	\$991.25	2.86	\$962.00	-2.95%
JW4166	Johnsons		OVER & UNDER 4 GL/CS	GL	120	20.08	\$2,409.60	19.04	\$2,284.80	-5.18%
JW4502788	Johnsons		SHINE-UP LEMON 12 17.7OZ/CS	EA	1752	4.12	\$7,218.24	3.98	\$6,972.96	-3.40%
JW4495	Johnsons		BREAK-UP CLNR 4 GL/CS	GL	176	16.05	\$2,824.80	14.53	\$2,557.28	-9.47%
JW4531	Johnsons		ENVY INSTANT CLNR 12 19-OZ/C	EA	156	5.81	\$906.36	5.26	\$820.56	-9.47%
JW4774	Johnsons		GOOD SENSE COUNTRY GARDEN 12	EA	492	4.71	\$2,317.32	4.27	\$2,100.84	-9.34%
JW4996	Johnsons		CREW NEUTRAL NA 12 32-OZ/CS	EA	206	2.44	\$502.64	2.21	\$455.26	-9.43%
LS46	Lambskin		LAMBSWOOL DUSTER 31-46" OVER	EA	121	5.03	\$729.63	5.63	\$681.23	-6.63%
PGC02255	Procter & Gamble		COMET DISINFECT CLEANSER 24-	EA	148	1.86	\$275.28	1.75	\$259.00	-5.91%
RM6310WH	Rubbermaid		14 1/2" TOILET BOWL BRUSH PO	EA	164	2.15	\$352.60	1.97	\$323.08	-8.37%
RM9B09	Rubbermaid		FLOOR SWEEP 24" MEDIUM POLY	EA	144	12.22	\$1,759.68	12.18	\$1,753.92	-0.33%
SEC151BL	Rubbermaid		SWINGER LOOP SML MOP 6/CS BL	EA	132	7.29	\$962.28	6.90	\$910.80	-5.35%
SEC152BL	Rubbermaid		SWINGER LOOP MED MOP 6/CS BL	EA	126	9.44	\$1,189.44	8.85	\$1,115.10	-6.25%
SEC153BL	Rubbermaid		MOP HEAD SWINGER LOOP LRG BL	EA	706	11.87	\$8,380.22	10.65	\$7,730.70	-7.75%
SED0224	Rubbermaid		24" STD LAUNDERABLE DUST MOP	EA	167	11.58	\$1,933.86	10.48	\$1,750.16	-9.50%
UNS160	Unger		TOILET BOWL MOP	EA	250	0.85	\$212.50	0.90	\$225.00	5.88%

\$120,235.74

\$102,842.39

Diff \$ -17,393.35
 Diff % -14.47%

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/09 - 01/31/10

OLD CONTRACT ITEMS BEING REMOVED DUE TO NO USAGE

Product#	Manufacturer	Product Description	U/M	Usage	OLD CONTRACT		NEW CONTRACT	
					Sale	Ext. Sale	Sale	Ext. Sale
3M20EB	3M	20' ER 3600 FLOOR PAD 5/CS	EA	0	4.78	\$0.00	Removed	\$0.00
BD166	Bid D	D'VOUR DRY DEOD 6 16-OZ/CS	EA	0	5.85	\$0.00	Removed	\$0.00
CC302	Canberra Corp.	SPECTRUM BOWL CLNR 12 QT/CS	QT	0	1.94	\$0.00	Removed	\$0.00
CEB325	Canberra Corp.	NON ACID BTHRM CLNR NABC 12 QT/CS	QT	0	1.95	\$0.00	Removed	\$0.00
FP3610241803C	Carlisle	18" JUNO MED POLY WWI CNT BK COMP	EA	0	17.41	\$0.00	Removed	\$0.00
FP3623900	Carlisle	HAND/NAIL BRSH W/PLST BRISTLE 24/CS	EA	0	0.59	\$0.00	Removed	\$0.00
FP3629200	Carlisle	12" PALMYRA DECK SCRUB 12/CS	EA	0	4.78	\$0.00	Removed	\$0.00
FP3631303	Carlisle	20"SYNTHETIC BRST BWL BRSH BK 24/CS	EA	0	2.92	\$0.00	Removed	\$0.00
FP3649700	Carlisle	10" POLYSTYR VEHICLE BRSH 12/CS	EA	0	11.34	\$0.00	Removed	\$0.00
FP4522100	Carlisle	18" GARAGE SWEEP PALMYRA 12/CS	EA	0	7.50	\$0.00	Removed	\$0.00
CH0416	Chicopee	STRETCH & DUST 5-20 PKG/CS	CS	0	37.82	\$0.00	Removed	\$0.00
CLC841	Claire	REFLECTION SS CLNR 12 18-OZ/CS	EA	0	2.57	\$0.00	Removed	\$0.00
CEB3201	Coastwide	CLING 4 GL/CS	GL	0	6.32	\$0.00	Removed	\$0.00
CEB3601	Coastwide	PH NEUTRAL 4 GL/CS	GL	0	5.48	\$0.00	Removed	\$0.00
CEB4251	Coastwide	HEPASTAT 256 4-GL/CS	GL	0	17.82	\$0.00	Removed	\$0.00
SEB6102QM	Coastwide	#61 SE QM GLASS & SURFACE CLNR 4/CS	GL	0	19.82	\$0.00	Removed	\$0.00
SEB6104HM	Coastwide	#61 SE HM GLASS & SURFACE CLNR 3-64OZ/CS	EA	0	18.04	\$0.00	Removed	\$0.00
SEB6202QM	Coastwide	#62 SE QM CARPET CLEANER 4/CS	GL	0	18.36	\$0.00	Removed	\$0.00
SEB6301	Coastwide	#63 SE ODOR ELIMINATOR 4 GL/CS	GL	0	18.15	\$0.00	Removed	\$0.00
SEB7002QM	Coastwide	#70 SE QM WASHROOM CLEANER 4GL/CS	GL	0	22.03	\$0.00	Removed	\$0.00
SEB8005	Coastwide	#80 SE MULTI USE FLOOR COATING 5GL	PL	0	60.18	\$0.00	Removed	\$0.00
CM922HLRDWH	Continental	TRIGGER SPRAYER 9 3/4 200/CS RED/WHITE	EA	0	0.73	\$0.00	Removed	\$0.00
DIA02603	Dial	BORAXO 2LT DISPENSER 6/CS	CS	0	70.38	\$0.00	Removed	\$0.00
DRKCB782719	Fantastic	FANTASTIK OXYPOWER TRIGGER 12-26OZ/CS	CS	0	34.64	\$0.00	Removed	\$0.00
GP0457	Georgia Pacific	AIRE GEL REFILL APPLE BREEZE 24/CS	EA	0	2.92	\$0.00	Removed	\$0.00
GJ7295	Gojo	POWER GOLD HAND CLNR 4-2000ML/CS	CS	0	59.81	\$0.00	Removed	\$0.00
GJ9126	Gojo	LATHER & KLEAN SHAMPOO 12-800ML/CS GREEN	CS	0	27.42	\$0.00	Removed	\$0.00
GJ9142	Gojo	MOISTURIZING HAND CREAM 12-800ML/CS WH	CS	0	48.42	\$0.00	Removed	\$0.00
GJ9755	Gojo	MICRELL ANTIBACTERIAL SOAP 4/CS	EA	0	9.41	\$0.00	Removed	\$0.00
HB141	Hansel Brothers	WOOD HANDLE 72" THREADED 15/16 "METAL TIP"	EA	0	3.45	\$0.00	Removed	\$0.00
HV4010037M	Hoover	HOOVER BAG M 1/3 PK	PK	0	2.18	\$0.00	Removed	\$0.00
IM8430L	Impact	GLOVE DLX FLOCK LINED LATEX LRG	PR	0	1.36	\$0.00	Removed	\$0.00
IM8430M	Impact	GLOVE DLX FLOCK LINED LATEX MED	PR	0	1.36	\$0.00	Removed	\$0.00
IM8430S	Impact	GLOVE DLX FLOCK LINED LATEX SM	PR	0	1.36	\$0.00	Removed	\$0.00
IM8433L	Impact	GLOVE NEOPRENNE LRG BLUE	DZ	0	22.02	\$0.00	Removed	\$0.00
IM8433M	Impact	GLOVE NEOPRENNE MED BLUE	DZ	0	22.02	\$0.00	Removed	\$0.00
JW4415	Johnsons	SHINE-UP RTU LEMON 12 32-OZ/CS	EA	0	2.58	\$0.00	Removed	\$0.00
JW4705	Johnsons	GLANCE GLASS CLNR RTU 12 32-OZ/CS	EA	0	1.59	\$0.00	Removed	\$0.00
JW5487	Johnsons	SOFT CARE LOTION SOAP 12 1000ML/CS	CS	0	48.37	\$0.00	Removed	\$0.00
FP2003T5	Premier Mop	HDL HRDWD 60" 1 1/8" TAPERED	EA	0	3.32	\$0.00	Removed	\$0.00
HB39	Premier Mop	WHISK BROOM #1	EA	0	2.32	\$0.00	Removed	\$0.00
PGC12364	Procter & Gamble	IVORY BAR SOAP WRP 72 3.1OZ/CS	CS	0	42.96	\$0.00	Removed	\$0.00
PT104301	Pro-Team	PROFORCE 1500XP	EA	0	381.60	\$0.00	Removed	\$0.00
RM612788YL	Rubbermaid	WAVE BRAKE SIDE PRESS WRINGER YL	EA	0	46.47	\$0.00	Removed	\$0.00
RM6435BZ	Rubbermaid	STEEL ROLLER SPONGE MOP W/12" HEAD	EA	0	14.87	\$0.00	Removed	\$0.00
RM6436YL	Rubbermaid	12" STEEL ROLLER REPLACEMENT MOP HEAD	EA	0	6.45	\$0.00	Removed	\$0.00
RM757088YL	Rubbermaid	WAVE BRAKE BUCKET W/CASTER 35QT YL	EA	0	32.16	\$0.00	Removed	\$0.00
SEC253BL	Rubbermaid	MOP HEAD SWINGER LOOP LRG BL 6/CS	CS	0	54.68	\$0.00	Removed	\$0.00
SEF416	Rubbermaid	CUT END RAYON MOP 16OZ 12/CS	CS	0	51.05	\$0.00	Removed	\$0.00
SEF556WH	Rubbermaid	MOP HEAD DURA PRO BLEND 16 OZ	EA	0	3.71	\$0.00	Removed	\$0.00
SEH145	Rubbermaid	54" INVADER MOP HDL FIBERGLASS	EA	0	10.43	\$0.00	Removed	\$0.00
SEV417	Rubbermaid	VALUE-PRO RAYON MOP 20 OZ WH 12/CS	EA	0	3.77	\$0.00	Removed	\$0.00
SEW6424	Rubbermaid	DURO PRO RAYON FINISH CUT END MOP 12/CS	EA	0	4.66	\$0.00	Removed	\$0.00
WB304601NB	Timemist	TIME MIST FRAG CUP 12/CS APPLE	CS	0	42.98	\$0.00	Removed	\$0.00
UNGC450	Unger	18" BRASS CHANNEL W/RUBBER 10/CS	EA	0	5.73	\$0.00	Removed	\$0.00
UNGS000	Unger	GOLDEN CLIP BRSS SQ HNDL ONLY 10/CS	EA	0	4.40	\$0.00	Removed	\$0.00
UNRT450	Unger	18" SOFT RUBBER REPLACEMENT 12/CS	EA	0	1.74	\$0.00	Removed	\$0.00
AP200	United Grocers	AMMONIA 6-GL/CS	GL	0	3.50	\$0.00	Removed	\$0.00
WB1740	Waterbury Co.	WORLDWIND FAN DISP 12/CS WHITE	EA	0	13.09	\$0.00	Removed	\$0.00



CLAIRE MANUFACTURING COMPANY
Mfg. of Aerosols for Sanitary Supply & Specialty Products

February 12, 2009

30-Day Notification of Pricing Adjustment

We wish to thank you for your continued commitment to Claire Manufacturing Company. We value your support and strive daily to meet your expectations in these most challenging times.

Since publication of our last Claire price schedule, unprecedented and significant increases in the costs of raw materials have greatly affected the chemical industry. These increases have been both dramatic and frequent. Various raw materials such as cans, solvents, chemicals, caps and corrugated have seen major increases in the second half of 2008. Examples of such increases are:

- Significant increases in chemical raw materials have occurred with costs rising between 14% and 70% in this time period.
- Chemicals experiencing these increases include Butyl Cellosolve, mineral spirits, alcohol, hexane and various surfactants.
- The steel can industry has announced a 48% increase on aerosol cans that took effect January of 2009.

Due to the magnitude of these increases, we are unable to continue to absorb them. As a result, the attached price schedule will become effective on March 16, 2009. All orders received prior to that date for shipment within our standard lead time will be honored at existing prices.

We recognize that only through continuous improvement can we provide the products, quality and prompt deliveries to which you are accustomed.

All of the employees of Claire sincerely thank you for your past commitment to us. We greatly appreciate your understanding and continued support during this unpredictable time.

Sincerely,

John Ferring
President & CEO

Bob Potvin
Executive Vice President

Emiel
2-18-09



December 1, 2008

Subject: Price Increase Effective January 1, 2009

Dear Valued Customers:

Coastwide Laboratories finds it necessary to increase pricing on all Coastwide and Corporate Express branded chemicals by an average of 3.5 percent effective January 1, 2009. Orders received prior to the close of business Wednesday, December 31st and calling for immediate delivery will be honored at current pricing. Contract pricing will increase on renewal. Please note this includes the bowl cleaners and disinfectants from Canberra.

The need for this price increase is driven by the higher costs we have experienced for chemical raw materials and transportation. Nearly every chemical we purchase for our formulations has increased in price and many items have increased at double digit rates.

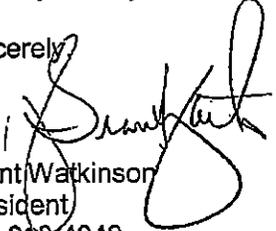
We recognize that in many cases it is difficult to absorb price increases and/or difficult to pass along price increases to your customers. Accordingly, we offer some options to mitigate the impact of this increase:

- Our line of Sustainable Earth® (SE) Line of green cleaning chemicals, perform as well or better than conventional products, yet all but one have lower diluted cost per gallon.
- Our Dilution Control Systems employ super concentrates with lower cost per use-diluted gallon and less waste due to over use of the concentrate.
- Our cleaners are formulated for optimum performance in cold water.
- Our stockless, single-source agreements permit leveraging your total custodial supply purchases.
- Electronic order entry on our Premier Pages and electronic invoicing help minimize administrative and paperwork costs.

If any of these options are of interest to you, please contact me or your Coastwide representative and we will try to answer your questions.

Thank you for your understanding and your continued support of Coastwide.

Sincerely,


Grant Watkinson
President
503-218-4949



A  Company

To: Our Valued End User Customers

From: Todd B. Gatzulis
Vice President – Diversified Markets Division

Subject: Price Increase
Effective July 1st 2008

Date: May 15, 2008

While Dial continues to make every effort to mitigate rising commodity costs, the magnitude of these changes has forced us to initiate a modest price increase. Core commodities for our products have significantly increased over the past twelve months. As a result of these changes, Dial will implement a 6% weighted average price increase effective July 1, 2008.

The Dial Corporation would like to thank you for your continued commitment to Dial products. We are proud to offer products that carry recognized brand names with superior performance levels and value pricing.

We recognize that you have many choices when purchasing hand-care, air-care, and cleaning products. The Dial Corporation remains committed to providing the very best product solutions and will continue to strive to earn your business everyday.

Thank you for your continued support,

Todd Gatzulis – Vice President
The Dial Corporation
15501 N. Dial Blvd, Suite 1410
Scottsdale, AZ 85260-1619

Phone: 480.754.6412
Fax: 480.754.2658

www.dialcorp.com
www.henkel.us

DYNAMIC

RESEARCH COMPANY, INC.

Safety Products that do more than Clean

SAF-T-STEP® ■ PowerHouse™

Tuesday, May 26, 2009

Mary McMahon
COASTWIDE LABORATORIES
10000 SW COMMERCE CIRCLE
Wilsonville, OR 97070

Re: Price Increase

Dear Mary:

This is to advise that effective June 25, 2009, the Dynamic Research Company prices will be increasing approximately two per cent as per the enclosed Distributor Price Schedule.

This modest increase reflects the current costs after the run up and subsequent fall to the current levels of our raw material, plastic, and freight costs since our last price adjustment one year ago.

NOTE: The quantity bracket **price categories have changed** and are now determined by the **product weight** of the order. **Price categories are now 500, 1000, 2000, 7000, 15,000 pounds and truckload** (formerly 500 pound, 30 units, 50 units, 180 units, 630 units and truckload).

If you have any questions please let us know. Thank you for your support.

Sincerely,



Dale Burson
President



A ***Newell Rubbermaid*** Company

October 1, 2008

Dear Valued Customer:

Let me begin by thanking you for your continued support of Rubbermaid Commercial Products and Rubbermaid Foodservice Products. Even as the market slows, we continue to look for ways to mutually grow our businesses. We are committed to growing your business by creating end-user demand, launching new innovative products, and delivering industry leading customer service.

Regrettably, inflationary pressures continue to impact our business. We have all experienced the continued pressures of the U.S. economy, which has significantly impacted the price we pay for raw materials. We continue to make progress on our operational excellence benchmarks, but will need to pass along a price increase of 4% to 15% across our various categories.

This price increase is effective January 1, 2009. Orders received by 5:00 pm EST on December 31, 2008 calling for immediate shipment will be invoiced at current prices. We will publish an electronic copy of our new Net Price List which will reflect the upcoming changes by October 17, 2008. You should automatically receive this list as it becomes available. If not, please contact your Rubbermaid Commercial Products representative.

Please know that we take this pricing action understanding the burden it brings to you and your customers. As noted, we continue to search for areas of cost improvement. Again, we appreciate your business and thank you for your continued support of Rubbermaid.

Best regards,

A handwritten signature in black ink, appearing to read "Bob Heisner", written in a cursive style.

Bob Heisner
Vice President- Marketing



Quality Tools for Smart Cleaning™

Unger Enterprises
Bridgeport, USA



Unger Germany
Solingen, Germany

Unger UK
Willenhall, UK

Unger France
Paris, France

Unger India
Haryana, India

November 1, 2008

Dear Valued Unger Customer,

Unger would like to thank you for your business this past year.

Over the past 3 years, the cost of commodities has increased dramatically. This increase has affected the cost of materials and changed the traditional pricing of products in today's market. Despite this changing economy, Unger has maintained our long-standing policy of once-a-year price increases.

Effective January 1, 2009, we will institute a product price increase of 8.5%. We have worked hard to maintain our shipping costs and are pleased to be able to institute minimal changes in 2009. Free-freight qualifications will increase to \$1000 for UPS orders and \$1,500 for truck orders within the contiguous United States. We will continue to provide products in split-case quantities for an additional surcharge of 20% per product. Our sales representatives are available to facilitate your orders and notify you of promotional discounts.

Enclosed, please find our **2009 Price Index**, terms and conditions and a discontinued items list. Our updated, full-color product catalog will be sent in January.

As cleaning needs grow and evolve, Unger will continue meet industry challenges with innovative products and services. We will be introducing a number of exciting new products in 2009 designed to meet green cleaning needs, increase physical health and maximize results. Unger is committed to communicating best practices to the industry, through our products and educational materials, bringing the best manufacturing and implementation practices together.

If you have any questions or concerns, please contact our Customer Service Department at 800-431-2324. We look forward to working with you in 2009.

Sincerely,

Brian Alexson
Vice President of Sales
Unger Enterprises

Enclosure



Sold Innovation. Export Results.

25 November 2008

Dear Valued Customer,

As 2008 is coming to a close we are delighted in the success that our new innovative product introductions have achieved. We recognize that your continual feedback, insight and spirit of partnership have made our relationship mutually beneficial.

To drive growth for 2009 we have again invested heavily in research and new product development. Beginning in the first quarter we will launch innovative category changing products that offer the opportunity for dramatic industry impact.

This year has presented many challenges in the continual price increases for critical commodities that have negatively impacted our manufacturing cost. Listed below are examples of price increases from 2007 to September of 2008.

- o Copper : \$2.57 to \$3.34 lb, 30%
- o Hot rolled steel: \$27 to \$53 cwt, 96%
- o Cold steel: \$31 to \$57 cwt, 84%
- o Polyethylene: \$0.56 to \$0.71 lb, 27%

Windsor has made aggressive efforts to negotiate with our suppliers for the most competitive pricing. Our manufacturing facility has implemented many carbon footprint reduction measures to drive down costs and gain leadership in our Green corporate initiatives. Even with all of this we have no alternative but to pass on a portion of these increases to our customers.

So that you can prepare for 2009 we are announcing the following changes and have enclosed your 2009 price list for parts and products on disk.

- o Effective 2/1/2009, products, parts and accessories on average will receive a 3.7% price increase
- o Chemicals will increase 15%.

We will be working just as hard as ever with you to make 2009 a year of mutual business success. Thank you again for your support.

A handwritten signature in black ink, appearing to read "Elliot Younessian".

Elliot Younessian
COO KÄRCHER North America

A handwritten signature in black ink, appearing to read "Jim Lombard".

Jim Lombard
Executive VP, Sales, Marketing
& Customer Operations

11. Sub-Section 6.6 Pricing, Schedule 4, add:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
10.		Soap, Hand (GS-41)			\$	\$

12. Sub-Section 6.6 Pricing, Schedule 5 – H2Orange2 Multi-purpose Cleaner add:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
2.	100 ea	H2Orange2 Multi-purpose Concentrate #117, 1 Gallon Container			\$	\$

13. Replace Bid Opening Label, attached.



King County

Finance and Business Operations Division
Procurement and Contract Services Section
Department of Executive Services

CNK-ES-0340
3rd Floor
401 5th Avenue
Seattle, WA 98104

206-263-9400
206-296-7676 Fax
TTY Relay: 771
www.kingcounty.gov

VENDOR:

COASTWIDE LABORATORIES
3800 FIRST S, STE A
SEATTLE, WA 98134-2235

SHIP TO

KC DEPARTMENT OF EXEC SERVICES
PROCUREMENT-GOODS & SERVICES
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SEATTLE, WA 98104
United States

BILL TO

KC DEPT OF EXECUTIVE SERVICES
ACCOUNTS PAYABLE, 3RD FLOOR
401 5TH AVE, CNK-ES0320
SEATTLE, WA 98104
United States

Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
392494	3	1
THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.		
CREATION DATE	BUYER	
31-JAN-08	C, Austin	
DATE OF REVISION	BUYER	
03-FEB-10	J Jungnitz	

CUSTOMER ACCT #	VENDOR NO	PAYMENT TERMS	FREIGHT TERMS	F.O.B	SHIP VIA
	C02106	Net30days	Paid	Destination	SELLER CHOOSES

CONFIRM TO / TELEPHONE	REQUESTOR / DELIVER TO
(888) 200-0656	

JMC	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION	T
	<p>CHANGE ORDER NUMBER 2 (ISSUED FEBRUARY 3, 2010)</p> <p>THIS CHANGE ORDER IS ISSUED TO EXTEND THE CONTRACT TO FURNISH JANITORIAL CLEANING SUPPLIES AS REQUESTED BY VARIOUS KING COUNTY AGENCIES, DEPARTMENTS AND DIVISIONS IN ACCORDANCE WITH KING COUNTY ITB NUMBER 1036-07 AXC AND THE RESPONDING BIDS (A & B) OF COASTWIDE LABORATORIES, INC., ALL INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN.</p> <p>ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.</p> <p>ESTIMATED TOTAL CONTRACT VALUE \$200,000.00</p> <p>Purchase Agreement Effective From: 01-FEB-08 To: 31-JAN-11</p>						
		Amount Agreed:					

SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.

Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.

ACCEPTANCE:

This purchase order expressly limits acceptance to the terms and conditions stated herein.

TOTAL

DR Leach
Authorized signature

PURCHASE ORDER GENERAL TERMS AND CONDITIONS

Compliance: By acceptance of this order, the vendor warrants full compliance with all applicable local, state or federal laws and regulations including specific statutory requirements of Federal Agencies. Upon request, the purchasing agent will provide applicable contract terms and conditions.

Acceptance/Changes: All goods or materials purchased hereunder are subject to approval by King County. No substitutions or changes of any nature under this purchase order will be accepted unless approved in writing by King County.

Inspections: By acceptance of this order, vendor grants the right to Buyer to make periodic visits to the vendor's plant or their subcontractor's for inspection of materials or to determine actual progress of manufacture.

Change Orders: Change orders modifying the terms and conditions herein will be without effect unless issued and authorized in writing by King County.

Cancellation: The County may cancel any purchase order or any part thereof by written notice at any time, without penalty, if the vendor fails to comply with the terms, specifications, delivery/completion date or to perform the work with diligence.

Invoices: Invoices must reference the purchase order number.

All vendors licensed to do business in Washington State must bill King County for applicable tax. Indicate discount terms to the County for prompt payment. Discount period to be extended if the invoice is returned for correction or clarification.

Shipping Instructions: All shipments must contain a packing slip. Unless other wise specified, all goods are to be shipped prepaid, FOB Destination. Where shipping addresses indicate room numbers, the Vendor shall make delivery to that location at no additional charge, including, but not limited to delivery, packing and or crating.

Warranty: The Vendor warrants that all products delivered under this purchase order shall be free from defects in material and workmanship, and shall be fit for the intended purpose. This warrantee is in addition to any standard warranty or guarantee give by vendor to the County. All products determined by King County to be defective shall be replaced within 15 days of notice by King County.

All costs of replacement, including shipping charges shall be borne by the Vendor. Vendor warrants that the merchandise is free and clear of all liens and encumbrances and that vendor has a good and marketable title to same. Vendor warrants that the equipment, materials or service on this order do not infringe any patent, registered trademark or copyright and agrees to hold King County harmless in the event of any infringement or claim thereof.

Certification Regarding Debarment, Suspension and Other Responsibility Matters: By providing goods or services under this purchase order, the Contractor agrees to comply with the requirements of 49 CFR 29, Subpart C while this offer is valid and throughout the period of any Contract that may arise from this Contract. The Contractor further agrees to include a provision requiring such compliance in its lower tier covered transactions.

Order of Precedence: When this purchase order is issued subsequent to the results of a request for bid or proposal, the terms and conditions contained in the solicitation or resulting contract shall control.



King County

Finance and Business Operations Division
Procurement and Contract Services Section
Department of Executive Services

CNK-ES-0340
3rd Floor
401 5th Avenue
Seattle, WA 98104

206-263-9400
206-296-7676 Fax
TTY Relay: 771
www.kingcounty.gov

VENDOR:

COASTWIDE LABORATORIES
3800 FIRST S, STE A
SEATTLE, WA 98134-2235

SHIP TO

KC DEPARTMENT OF EXEC SERVICES
PROCUREMENT-GOODS & SERVICES
401 5TH AVE, CNK-ES0340
SEATTLE, WA 98104
United States

BILL TO

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United States

Purchase Order

PURCHASE ORDER NO.	REVISION	PAGE
392494	2	1
THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.		
CREATION DATE	BUYER	
31-JAN-08	C, Austin	
DATE OF REVISION	BUYER	
04-FEB-09	J Jungnitz	

CUSTOMER ACCT #	VENDOR NO	PAYMENT TERMS	FREIGHT TERMS	F.O.B	SHIP VIA	
	C02106	Net30days	Paid	Destination	SELLER CHOOSES	
CONFIRM TO / TELEPHONE			REQUESTOR / DELIVER TO			
(888) 200-0656						
LINE	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION
	CHANGE ORDER NUMBER 1 (ISSUED FEBRUARY 4, 2009) THIS CHANGE ORDER IS ISSUED TO: EXTEND THE CONTRACT TO FURNISH JANITORIAL CLEANING SUPPLIES AS REQUESTED BY VARIOUS KING COUNTY AGENCIES, DEPARTMENTS AND DIVISIONS IN ACCORDANCE WITH KING COUNTY ITB NUMBER 1036-07 AXC AND THE RESPONDING BIDS (A & B) OF COASTWIDE LABORATORIES, INC., ALL INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN. INCORPORATE PRICE INCREASES, EFFECTIVE FEBRUARY 1, 2009, IN ACCORDANCE WITH COASTWIDE LABORATORIES LETTER DATED DECEMBER 30, 2008, INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN. ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.					1
SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.					Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.	
ACCEPTANCE:					TOTAL	
This purchase order expressly limits acceptance to the terms and conditions stated herein.					 Authorized signature	



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392494	2	2

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31-JAN-08	C, Austin

DATE OF REVISION	BUYER
04-FEB-09	J Jungnitz

CUSTOMER ACCT #	VENDOR NO	PAYMENT TERMS	FREIGHT TERMS	F.O.B	SHIP VIA
	C02106	Net30days	Paid	Destination	SELLER CHOOSES

CONFIRM TO / TELEPHONE	REQUESTOR / DELIVER TO
(888) 200-0656	

J/IC	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION	T
	ESTIMATED TOTAL CONTRACT VALUE \$200,000.00						
	Purchase Agreement Effective From: 01-FEB-08 To: 31-JAN-10	Amount Agreed:					

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Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.

ACCEPTANCE:

This purchase order expressly limits acceptance to the terms and conditions stated herein.

TOTAL

DR Lynch
Authorized signature

PURCHASE ORDER GENERAL TERMS AND CONDITIONS

Compliance: By acceptance of this order, the vendor warrants full compliance with all applicable local, state or federal laws and regulations including specific statutory requirements of Federal Agencies. Upon request, the purchasing agent will provide applicable contract terms and conditions.

Acceptance/Changes: All goods or materials purchased hereunder are subject to approval by King County. No substitutions or changes of any nature under this purchase order will be accepted unless approved in writing by King County.

Inspections: By acceptance of this order, vendor grants the right to Buyer to make periodic visits to the vendor's plant or their subcontractor's for inspection of materials or to determine actual progress of manufacture.

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Cancellation: The County may cancel any purchase order or any part thereof by written notice at any time, without penalty, if the vendor fails to comply with the terms, specifications, delivery/completion date or to perform the work with diligence.

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All costs of replacement, including shipping charges shall be borne by the Vendor. Vendor warrants that the merchandise is free and clear of all liens and encumbrances and that vendor has a good and marketable title to same. Vendor warrants that the equipment, materials or service on this order do not infringe any patent, registered trademark or copyright and agrees to hold King County harmless in the event of any infringement or claim thereof.

Certification Regarding Debarment, Suspension and Other Responsibility

Matters: By providing goods or services under this purchase order, the Contractor agrees to comply with the requirements of 49 CFR 29, Subpart C while this offer is valid and throughout the period of any Contract that may arise from this Contract. The Contractor further agrees to include a provision requiring such compliance in its lower tier covered transactions.

Order of Precedence: When this purchase order is issued subsequent to the results of a request for bid or proposal, the terms and conditions contained in the solicitation or resulting contract shall control.



COASTWIDE LABORATORIES

Solutions for Industrial and Commercial Cleaning

4510 Frontage Road NW – Suite #102 – Auburn WA 98001
Direct Line #253-518-7253 – Fax #253-518-7261

REC'D PROCUREMENT DIV.
08 DEC 31 AM 10:27

December 30, 2008

Victoria Nakamichi
King County Procurement Service Section
New County Office Building, 3rd Floor
401 Fifth Avenue
Seattle WA 98104

RE: Renewal for Contract Items for 2009-2010

Victoria:

Per section four of bid #1036-07 AXC, Specific Contractual Terms & Conditions, it is the intent of Coastwide Laboratories to extend firm pricing from February 1st, 2009 – January 31, 2010.

As you know, the costs of goods as well as freight costs have increased substantially over the last couple of years. In the last twelve months we have sustained an unprecedented percentage of increases. Each request for price change submitted to King County is to be fully documented with the manufacturer's written notification of price change. Enclosed for your review and consideration are the manufacturer price increase letters and a corresponding spreadsheet detailing each increase. The spreadsheet includes the usage for the last twelve months. We forecast that if the comparable quantities are used in the year to come, the overall increase to your purchase dollars will be roughly 8.74%.

We look forward to our continued business partnership with King County. If you have any questions, please do not hesitate to call me at (253) 518-7253.

Sincerely,

Jason Overbey

Contracts Analyst III

Coastwide Laboratories

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/09 - 01/31/10

Product#	Manufacturer	Ltr Incr %	Product Description	U/M	Stock	Usage	OLD CONTRACT		NEW CONTRACT		Actual Incr. %
							Sale	Ext. Sale	Sale	Ext. Sale	
3M20EB	3M	15.00%	20" ER 3600 FLOOR PAD 5/CS	EA	S	0	4.47	\$0.00	4.78	\$0.00	6.94%
3M8440	3M	15.00%	DOODLEBUG PAD WHITE 4-5BX/CS	EA	S	1,297	1.14	\$1,478.58	1.22	\$1,582.34	7.02%
3M8541	3M	15.00%	DOODLEBUG PAD BROWN 4-5BX/CS	EA	S	135	1.14	\$153.90	1.22	\$164.70	7.02%
3M8550	3M	15.00%	DOODLEBUG HI PRO PAD 40/CS	EA	S	24	1.78	\$42.72	1.90	\$45.60	6.74%
CL0063	3M	15.00%	#63 LT DUTY SCRUB SPONGE 20/CS	EA	S	0	0.74	\$0.00	0.79	\$0.00	6.76%
CL0074	3M	15.00%	#74 MED DUTY SCRUB SPONGE 20/CS	EA	S	44	0.74	\$32.56	0.79	\$34.76	6.76%
CL0098	3M	15.00%	#98 LT DUTY SCOURING PAD 20/CS	EA	S	1,440	0.33	\$475.20	0.35	\$504.00	6.06%
BD166	Bid D	27.00%	D'VOUR DRY DEOD 6 16-OZ/CS	EA	S	0	5.04	\$0.00	5.85	\$0.00	16.07%
CC302	Canberra Corp.	0.00%	SPECTRUM BOWL CLNR 12 QT/CS	QT	S	0	1.94	\$0.00	1.94	\$0.00	0.00%
CEB325	Canberra Corp.	0.00%	NON ACID BTHRM CLNR NABC 12 QT/CS	QT	S	12	1.95	\$23.40	1.95	\$23.40	0.00%
FP3610241803C	Carlisle	5.00%	18" JUNO MED POLY W/WI CNT BK COMP	EA	N	0	16.58	\$0.00	17.41	\$0.00	5.01%
FP36120902	Carlisle	5.00%	9" TRUCK BRUSH W/WH POLY BRST 12/CS	EA	S	0	7.20	\$0.00	7.56	\$0.00	5.00%
FP3621123	Carlisle	5.00%	8" COUNTER FLGGD BRSH GY 12/CS	EA	N	10	2.76	\$27.60	2.90	\$29.00	5.07%
FP3623900	Carlisle	5.00%	HAND/NAIL BRSH W/PLST BRISTLE 24/CS	EA	N	0	0.56	\$0.00	0.59	\$0.00	5.36%
FP3629200	Carlisle	5.00%	12" PALMYRA DECK SCRUB 12/CS	EA	N	0	4.55	\$0.00	4.78	\$0.00	5.05%
FP3631303	Carlisle	5.00%	20"SYNTHETIC BRST BWL BRSH BK 24/CS	EA	S	0	2.78	\$0.00	2.92	\$0.00	5.04%
FP3649700	Carlisle	5.00%	10" POLYSTYR VEHICLE BRSH 12/CS	EA	N	0	10.80	\$0.00	11.34	\$0.00	5.00%
FP4067500	Carlisle	5.00%	7" TOOTHBRUSH W/SS BRST 12/CS	EA	S	6	1.10	\$6.60	1.16	\$6.96	5.45%
FP4522100	Carlisle	5.00%	18" GARAGE SWEEP PALMYRA 12/CS	EA	N	0	7.14	\$0.00	7.50	\$0.00	5.04%
FP45267	Carlisle	5.00%	60" METAL TIP WD HNDL 15/16"D 12/CS	EA	S	11	2.29	\$25.19	2.40	\$26.40	4.80%
CH0416	Chicopee	0.00%	STRETCH & DUST 5-20 PKG/CS	CS	S	0	33.47	\$0.00	37.82	\$0.00	13.00%
CLC811	Claire	12.00%	LEMON WAX FURN POLISH 12 19-OZ/CS	EA	S	2	2.31	\$4.61	2.42	\$4.84	4.94%
CLC813	Claire	12.00%	GUM OFF REMOVER 12-7OZ/CS	EA	S	14	2.69	\$37.70	2.99	\$41.86	11.03%
CLC841	Claire	12.00%	REFLECTION SS CLNR 12 18-OZ/CS	EA	S	42	2.45	\$102.90	2.57	\$107.94	4.90%
CLC875	Claire	12.00%	DUST MOP TREATMENT 12-14 OZ/CS	EA	S	24	2.48	\$59.52	2.68	\$64.32	8.06%
CEB0451	Coastwide	14.30%	LEMON DC DISINF 4-1 GL/CS	GL	S	2	7.56	\$15.12	8.39	\$16.78	10.98%
CEB3201	Coastwide	14.30%	CLING 4 GL/CS	GL	S	0	5.69	\$0.00	6.32	\$0.00	11.07%
CEB3601	Coastwide	14.30%	PH NEUTRAL 4 GL/CS	GL	S	0	4.94	\$0.00	5.48	\$0.00	10.93%
CEB4251	Coastwide	14.30%	HEPASTAT 256 4-GL/CS	GL	S	8	16.05	\$128.40	17.82	\$142.56	11.03%
CEB4801	Coastwide	14.30%	VIRUSTAT 128 4 GL/CS	GL	S	0	10.92	\$0.00	12.12	\$0.00	10.99%
CEB74402	Coastwide	14.30%	PINK LOTION HAND SOAP 4 GL/CS	GL	S	292	6.69	\$1,953.48	7.43	\$2,169.56	11.06%
CL1814	Coastwide	14.30%	RADIANCE LAUNDRY SOAP 40#	PL	S	52	16.93	\$880.36	18.79	\$977.08	10.99%
SEB6102QM	Coastwide	14.30%	#61 SE QM GLASS & SURFACE CLNR 4/CS	GL	S	8	17.86	\$142.88	19.82	\$158.56	10.97%
SEB6104HM	Coastwide	14.30%	#61 SE HM GLASS & SURFACE CLNR 3-64OZ/CS	EA	S	1	16.25	\$16.25	18.04	\$18.04	11.02%
SEB6201	Coastwide	14.30%	#62 SE CARPET CLEANER 4-1GL/CS	GL	S	17	15.07	\$256.19	16.73	\$284.41	11.02%
SEB6202QM	Coastwide	14.30%	#62 SE QM CARPET CLEANER 4/CS	GL	S	0	16.54	\$0.00	18.36	\$0.00	11.00%
SEB6301	Coastwide	14.30%	#63 SE ODOR ELIMINATOR 4 GL/CS	GL	S	1	14.55	\$14.55	16.15	\$16.15	11.00%
SEB6402QM	Coastwide	14.30%	#64 SE QM NEUTRAL CLEANER 4/CS	GL	S	1	18.74	\$18.74	20.80	\$20.80	10.99%

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/09 - 01/31/10

Product#	Manufacturer	Ltr Incr %	Product Description	U/M	Stock	Usage	OLD CONTRACT		NEW CONTRACT		Actual Incr. %
							Sale	Ext. Sale	Sale	Ext. Sale	
SEB6601	Coastwide	14.30%	#66 SE DISINFECTANT SANITIZER 4/CS	GL	S	8	12.94	\$103.52	14.36	\$114.88	10.97%
SEB67032	Coastwide	14.30%	#67 SE PROFESSIONAL CARPET SPOTTER 12/CS	QT	S	9	6.11	\$54.99	6.78	\$61.02	10.97%
SEB7002QM	Coastwide	14.30%	#70 SE QM WASHROOM CLEANER 4GL/CS	GL	S	3	19.85	\$59.55	22.03	\$66.09	10.98%
SEB71032	Coastwide	14.30%	#71 SE TOILET & URINAL CLNR 12 QT/CS	QT	S	24	3.15	\$75.60	3.50	\$84.00	11.11%
SEB7401	Coastwide	14.30%	#74 SE LIQUID HAND SOAP 4 GL/CS	GL	S	240	6.35	\$1,524.00	7.05	\$1,692.00	11.02%
SEB8001	Coastwide	14.30%	#80 SE MULTI USE FLOOR COATING 4/CS	GL	S	47	12.82	\$602.54	14.23	\$668.81	11.00%
SEB8005	Coastwide	14.30%	#80 SE MULTI USE FLOOR COATING 5GL	PL	S	10	54.22	\$542.20	60.18	\$601.80	10.99%
SEB8301	Coastwide	14.30%	#83 SE WAX & FINISH REMOVER 4/CS	GL	S	26	15.58	\$405.08	17.29	\$449.54	10.98%
SEB8305	Coastwide	14.30%	#83 SE WAX & FINISH REMOVER 5GL	PL	S	0	70.98	\$0.00	78.79	\$0.00	11.00%
SEB99032	Coastwide	14.30%	#99 SE GRAFFITI REMOVER 12 QT/CS	QT	S	472	9.31	\$4,394.32	10.33	\$4,875.76	10.96%
CP14278	Colgate Palmolive	0.00%	AJAX POWDER 24-21OZ/CS	EA	S	58	0.73	\$42.34	0.88	\$51.04	20.55%
CM922HLRDWH	Continental	32.00%	TRIGGER SPRAYER 9 3/4 200/CS RED/WHITE	EA	N	0	0.44	\$0.00	0.73	\$0.00	65.91%
DIA02603	Dial	6.00%	BORAXO 2LT DISPENSER 6/CS	CS	N	0	69.00	\$0.00	70.38	\$0.00	2.00%
DL2303	Dial	6.00%	BORAXO HV DTY PWDR SOAP 10 5#/CS	EA	N	30	4.91	\$147.30	6.20	\$186.00	26.27%
DL84019	Dial	6.00%	LIQUID ANTIMICROBIAL SOAP LITRE 8/CS	CS	S	218	38.57	\$8,408.26	46.30	\$10,093.40	20.04%
DY185128	Dynamic	8.00%	POWERHOUSE SHOOTER 12 QT/CS	QT	S	29	5.45	\$158.05	5.89	\$170.81	8.07%
DRKCB782719	Fantastic	0.00%	FANTASTIK OXYPOWER TRIGGER 12-26OZ/CS	CS	N	0	32.99	\$0.00	34.64	\$0.00	5.00%
GP0457	Georgia Pacific	9.00%	AIRE GEL REFILL APPLE BREEZE 24/CS	EA	S	0	2.70	\$0.00	2.92	\$0.00	8.15%
MXM26767	Glit-Microtron	32.00%	6AU UTILITY SPONGE	EA	S	0	0.50	\$0.00	0.64	\$0.00	28.00%
MXM26773	Glit-Microtron	32.00%	8AU UTILITY SPONGE 12/CS	EA	S	2	0.94	\$1.88	1.24	\$2.48	31.91%
GJ2156	Gojo	6.80%	PURELL INSTANT HAND SAN NXT 8-1000ML/CS	CS	S	43	42.26	\$1,817.18	45.13	\$1,940.59	6.79%
GJ5161	Gojo	6.80%	LUXURY FMX FOAM HANDWASH 3-1250ML/CS	CS	S	8	28.66	\$229.28	30.61	\$244.88	6.80%
GJ7295	Gojo	6.80%	POWER GOLD HAND CLNR 4-2000ML/CS	CS	N	0	56.00	\$0.00	59.81	\$0.00	6.80%
GJ9112	Gojo	6.80%	LOTION SKIN CLEANSER 12-800ML/CS PINK	CS	S	4	34.82	\$139.28	37.19	\$148.76	6.81%
GJ9126	Gojo	6.80%	LATHER & KLEAN SHAMPOO 12-800ML/CS GREEN	CS	N	0	25.67	\$0.00	27.42	\$0.00	6.82%
GJ9142	Gojo	6.80%	MOISTURIZING HAND CREAM 12-800ML/CS WH	CS	N	0	45.34	\$0.00	48.42	\$0.00	6.79%
GJ9755	Gojo	6.80%	MICRELL ANTBACTERIAL SOAP 4/CS	EA	N	0	8.81	\$0.00	9.41	\$0.00	6.81%
HB141	Hanset Brothers	0.00%	WOOD HANDLE 72" THREADED 15/16 "METAL TIP"	EA	N	0	3.45	\$0.00	3.45	\$0.00	0.00%
HV4010037M	Hoover	0.00%	HOOVER BAG M 1/3 PK	PK	N	0	2.18	\$0.00	2.18	\$0.00	0.00%
IM201	Impact	20.00%	BOWL/MOP ACRYLIC WHITE W/BLUE HDL	EA	S	517	0.56	\$289.52	0.59	\$305.03	5.36%
IM8430L	Impact	20.00%	GLOVE DLX FLOCK LINED LATEX LRG	PR	S	0	1.23	\$0.00	1.36	\$0.00	10.84%
IM8430M	Impact	20.00%	GLOVE DLX FLOCK LINED LATEX MED	PR	S	0	1.23	\$0.00	1.36	\$0.00	10.84%
IM8430S	Impact	20.00%	GLOVE DLX FLOCK LINED LATEX SM	PR	S	0	1.23	\$0.00	1.36	\$0.00	10.84%
IM8433L	Impact	20.00%	GLOVE NEOPRENNE LRG BLUE	DZ	N	0	19.15	\$0.00	22.02	\$0.00	14.97%
IM8433M	Impact	20.00%	GLOVE NEOPRENNE MED BLUE	DZ	N	0	19.15	\$0.00	22.02	\$0.00	14.97%
IM8606L	Impact	20.00%	GLOVE GP DISP VINYL LRG 100/BX	BX	S	0	2.86	\$0.00	3.44	\$0.00	20.09%
IM9200	Impact	20.00%	INDUSTRIAL TOILET PLUNGER	EA	S	95	8.70	\$826.50	9.14	\$868.30	5.06%
WH84	Impact	20.00%	MOP HANDLE 64" SPEED CHANGE	EA	S	30	9.53	\$285.90	10.39	\$311.70	9.02%
XX24B	Impact	20.00%	24 OZ SPRAY BOTTLE ONLY	EA	S	12	0.32	\$3.89	0.39	\$4.68	20.37%
XX32B	Impact	20.00%	32 OZ SPRAY BOTTLE ONLY	EA	S	400	0.37	\$148.80	0.41	\$164.00	10.22%

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/09 - 01/31/10

Product#	Manufacturer	Ltr Incr %	Product Description	U/M	Stock	Usage	OLD CONTRACT		NEW CONTRACT		Actual Incr. %
							Sale	Ext. Sale	Sale	Ext. Sale	
XX32TS	Impact	20.00%	TRIGGER SPRAYER FOR XX32B	EA	S	800	0.47	\$374.40	0.49	\$392.00	4.70%
JW4415	Johnsons	6.00%	SHINE-UP RTU LEMON 12 32-OZ/CS	EA	S	0	2.44	\$0.00	2.58	\$0.00	5.82%
JW4705	Johnsons	6.00%	GLANCE GLASS CLNR RTU 12 32-OZ/CS	EA	S	0	1.50	\$0.00	1.59	\$0.00	6.00%
JW5487	Johnsons	6.00%	SOFT CARE LOTION SOAP 12 1000ML/CS	CS	N	0	45.63	\$0.00	48.37	\$0.00	6.00%
AP3033	Kik Intl.	15.00%	BLEACH 5.5% 6-GL/CS	GL	S	355	1.54	\$546.70	1.74	\$617.70	12.99%
LS28	Lambksin	0.00%	BIG PRO DUSTER 312FH	EA	S	5	3.12	\$15.60	3.12	\$15.60	0.00%
FP2003T5	Premier Mop	45.00%	HDL HRDWD 60" 1 1/8" TAPERED	EA	N	0	2.29	\$0.00	3.32	\$0.00	44.98%
HB27	Premier Mop	45.00%	JEWELL BROOM AC RD HDL	EA	S	58	4.45	\$258.10	4.67	\$270.86	4.94%
HB39	Premier Mop	45.00%	WHISK BROOM #1	EA	N	0	1.60	\$0.00	2.32	\$0.00	45.00%
SEDY160	Premier Mop	45.00%	60" SNAP ON DUST MOP HANDLE	EA	S	10	5.09	\$50.90	5.65	\$56.50	11.00%
PGC12364	Procter & Gamble	0.00%	IVORY BAR SOAP WRP 72 3.1OZ/CS	CS	N	0	42.96	\$0.00	42.96	\$0.00	0.00%
PGC45114	Procter & Gamble	0.00%	JOY DISH DETERGENT 8-38OZ/CS LEMON	EA	S	18	4.25	\$76.50	4.25	\$76.50	0.00%
PT104301	Pro-Team	0.00%	PROFORCE 1500XP	EA	N	0	381.60	\$0.00	381.60	\$0.00	0.00%
RM2005	Rubbermaid	14.00%	DUST PAN PLASTIC BLACK	EA	S	34	2.55	\$86.70	2.63	\$89.42	3.14%
RM2531	Rubbermaid	14.00%	LOBBY PRO UPRIGHT DUST PAN BK 6/CS	EA	S	26	10.73	\$278.98	11.05	\$287.30	2.98%
RM612788YL	Rubbermaid	14.00%	WAVE BRAKE SIDE PRESS WRINGER YL	EA	N	0	45.12	\$0.00	46.47	\$0.00	2.99%
RM6341BK	Rubbermaid	14.00%	COUNTER BRUSH 8" TAMPICO FILL 6/CS BK	EA	N	24	3.25	\$78.00	3.35	\$80.40	3.08%
RM6375	Rubbermaid	14.00%	BRUTE UPRIGHT FLAGGED ANGLE BROOM	EA	S	0	8.14	\$0.00	8.38	\$0.00	2.95%
RM6435BZ	Rubbermaid	14.00%	STEEL ROLLER SPONGE MOP W/12" HEAD	EA	S	0	14.44	\$0.00	14.87	\$0.00	2.98%
RM6436YL	Rubbermaid	14.00%	12" STEEL ROLLER REPLACEMENT MOP HEAD	EA	N	0	6.26	\$0.00	6.45	\$0.00	3.04%
RM757088YL	Rubbermaid	14.00%	WAVE BRAKE BUCKET W/CASTER 35QT YL	EA	S	0	31.22	\$0.00	32.16	\$0.00	3.01%
RM757788YL	Rubbermaid	14.00%	WAVE BRAKE 35QT DOWN PRESS COMBO YL	EA	S	6	67.34	\$404.04	69.36	\$416.16	3.00%
RM758088YL	Rubbermaid	14.00%	WAVE BRAKE 35QT SIDE PRES COMBO YL	EA	S	2	47.15	\$94.30	48.58	\$97.12	2.99%
SEC253BL	Rubbermaid	14.00%	MOP HEAD SWINGER LOOP LRG BL 6/CS	CS	N	0	53.09	\$0.00	54.68	\$0.00	2.99%
SED0236	Rubbermaid	14.00%	36" STD LAUNDERABLE DUST MOP GN 12/CS	EA	S	102	10.16	\$1,036.32	10.46	\$1,066.92	2.95%
SEF416	Rubbermaid	14.00%	CUT END RAYON MOP 16OZ 12/CS	CS	N	0	49.56	\$0.00	51.05	\$0.00	3.01%
SEF556WH	Rubbermaid	14.00%	MOP HEAD DURA PRO BLEND 16 OZ	EA	S	0	3.60	\$0.00	3.71	\$0.00	3.06%
SEH145	Rubbermaid	14.00%	54" INVADER MOP HDL FIBERGLASS	EA	N	0	10.13	\$0.00	10.43	\$0.00	2.96%
SEH246	Rubbermaid	14.00%	GRIPPER WET MOP HDL 60" GREEN 12/CS	EA	S	12	10.77	\$129.24	11.09	\$133.08	2.97%
SEV417	Rubbermaid	14.00%	VALUE-PRO RAYON MOP 20 OZ WH 12/CS	EA	N	0	3.66	\$0.00	3.77	\$0.00	3.01%
SEW17LG	Rubbermaid	14.00%	STD LOOP END MOP LGR BLUE 12/CS	EA	S	93	6.18	\$574.74	6.37	\$592.41	3.07%
SEW6424	Rubbermaid	14.00%	DURO PRO RAYON FINISH CUT END MOP 12/CS	EA	N	0	4.52	\$0.00	4.66	\$0.00	3.10%
SB7284SC	Sobel Westex	0.00%	SHOWER CURTAIN 72"X 84" VINSOFT	EA	S	98	12.00	\$1,176.00	12.00	\$1,176.00	0.00%
WB304601NB	Timemist	0.00%	TIME MIST FRAG CUP 12/CS APPLE	CS	S	30	42.36	\$1,270.80	42.36	\$1,270.80	0.00%
UNGC300	Unger	8.50%	12" BRASS CHANNEL W/RUBBER 10/CS	EA	S	103	4.19	\$431.36	4.40	\$453.20	5.06%
UNGC450	Unger	8.50%	18" BRASS CHANNEL W/RUBBER 10/CS	EA	S	1	5.46	\$5.46	5.73	\$5.73	4.95%
UNGS000	Unger	8.50%	GOLDEN CLIP BRSS SQ HNDL ONLY 10/CS	EA	S	0	4.19	\$0.00	4.40	\$0.00	5.06%
UNRT450	Unger	8.50%	18" SOFT RUBBER REPLACEMENT 12/CS	EA	S	0	1.66	\$0.00	1.74	\$0.00	5.07%
AP200	United Grocers	0.00%	AMMONIA 6-GL/CS	GL	N	0	3.17	\$0.00	3.50	\$0.00	10.41%
WB1740	Waterbury Co.	3.00%	WORLDWIND FAN DISP 12/CS WHITE	EA	N	0	12.71	\$0.00	13.09	\$0.00	2.99%

KING COUNTY BID #1036-07 AXC
 JANITORIAL CLEANING SUPPLIES
 BID RENEWAL 02/01/09 - 01/31/10

Product#	Manufacturer	Ltr Incr %	Product Description	U/M	Stock	Usage	OLD CONTRACT		NEW CONTRACT		Actual Incr. %
							Sale	Ext. Sale	Sale	Ext. Sale	
WN1044	Windsor	3.70%	FILTER VAC MOTOR VSE /VSM	EA	S	2	6.14	\$12.29	6.27	\$12.54	2.05%
WN2003	Windsor	3.70%	PAPER FILTER VERSAMATIC (10PK)	PK	S	14	9.15	\$128.15	9.34	\$130.76	2.04%
WN2046	Windsor	3.70%	BRUSH STRIP 14" VERSAMATIC	EA	S	7	6.05	\$42.34	6.17	\$43.19	2.02%
WN5143	Windsor	3.70%	FILTER EXHAUST SENSOR	EA	S	62	6.91	\$428.19	7.04	\$436.48	1.94%
WN5300	Windsor	3.70%	PAPER FILTER SENSOR VAC (10PK)	PK	S	131	11.95	\$1,566.03	12.19	\$1,596.89	1.97%
WN5301ER	Windsor	3.70%	MICROFILTER SENSOR VAC	EA	S	99	17.84	\$1,766.27	18.20	\$1,801.80	2.01%
WNSRXP15	Windsor	3.70%	SENSOR XP 15	EA	S	13	508.49	\$6,610.37	518.86	\$6,745.18	2.04%
							\$43,598.20		\$47,410.17		
									3811.97		
									8.74%		

Date: February 20, 2008

To: 3M Building and Commercial Services Sanitary Supplies Distributors

Subject: 3M Building and Commercial Services Price Adjustment



As a result of the continued volatility in the energy and petrochemical markets, 3M Building and Commercial Services Division (B&CSD) has no other alternative but to implement a price adjustment effective **April 1, 2008**. The price of crude oil continues to hover at or near record levels driving transportation and oil derived feed stocks like Ethylene and Propylene to record levels. In addition, 3M continues to incur rapidly escalating raw material cost increases due to global supply shortages in Ethylene Glycol and Methanol due to plant outages and increasing demand in developing countries such as China and India. Ethylene Glycol and Methanol are key components in various resins that are used in the production of many 3M B&CSD products. The weak U.S. dollar compounds 3M B&CSD's cost pressures as we continue to source from low-cost suppliers located around the world.

Pricing for the primary janitorial and sanitary supply product categories will be increased 4.0% - 6.0%. To give you a better understanding of the continuing cost increases that necessitate these changes, below are examples of increases 3M has realized since our last price adjustment to your company:

- | | | |
|--------------------------|------------------------|-----------------------|
| * Crude Petroleum +17% | * Diesel Fuel +27% | * Propylene +28% |
| * Ethylene +27% | * Methanol +17% | * Aluminum Oxide +25% |
| * Sodium Carbonates +14% | * Phenolic Resins +14% | * Fibers +13% |
-

3M Building and Commercial
Services Division

3M Center
St. Paul, MN 55144-1000
651 733 1110

COASTWIDE LABS
10100 SW COMMERCE CIR
WILSONVILLE OR 97070

Date: September 15, 2008
To: 3M Building and Commercial Services Sanitary Supplies Distributors
Subject: 3M Building and Commercial Services Price Adjustment

Effective November 1, 2008, the 3M Building and Commercial Services Division (B&CSD) is implementing the following changes. Each is explained in more detail below.

- Price Adjustments
- Conditions of Sale
- Discontinued / Replacement Products

Price Adjustments

As a result of the continued volatility in the energy and petrochemical markets and the downstream impact to producers, 3M B&CSD will be adjusting its prices effective November 1, 2008. The current price of crude oil still remains at levels 28% higher than year end 2007 even after falling from its all time high in July, 2008, driving transportation and oil derived feed stocks like Ethylene and Propylene to record levels. These petrochemicals are the main feedstocks to many materials used in the production of 3M B&CSD products and 3M's supply base continues to see the downstream impact of these volatile markets. The continuing weak U.S. dollar compounds 3M B&CSD's cost pressures as we continue to source from low-cost suppliers located around the world.

Pricing for the primary janitorial and sanitary supply product categories will be increased 5.0% - 9.0%. To give you a better understanding of the continuing cost increases that necessitate these adjustments, below are examples of increases 3M has realized since our last price adjustment to your company:

* Crude Petroleum	+28%	* Diesel Fuel	+30%
* Propylene	+37%	* Aluminum Oxide	+50%
* Ethylene	+20%	* Phenolic Resins	+15%
* Sodium Carbonates	+31%	* Fibers	+ 7%



Big D Industries, Inc.

P.O. Box 82219 • 5620 S.W. 29th Street
Oklahoma City, OK 73148-0219
(405) 682-2541 • 1-800-654-4752
Fax: (405) 681-4219
E-mail: bigdind.com

April 21, 2008

Subject: Price Increase

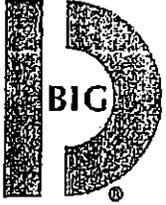
Dear Valued Customer,

This letter is to inform you of price increases on Big D products. Please take the soonest opportunity to review the new price sheet effective June 1, 2008. Due to continuing increases on all of our raw material costs, we are forced to increase our price. There are many increases throughout our price sheet most representing a 5-7% increase. Please take the soonest opportunity to review the new price sheet. We look forward to continuing to do business with you and if you have any questions or concerns please contact us or your sales representative.

Sincerely,

Robin Whiteneck
Marketing Manager

ISSA MEMBER
The Experts
in Cleaning and Maintenance



Big D Industries, Inc.

P.O. Box 82219 • 5620 S.W. 29th Street
Oklahoma City, OK 73148-0219
(405) 682-2541 • 1-800-654-4752
Fax: (405) 681-4219
E-mail: bigdInd.com

July 1, 2008

Subject: Price Increase 8/1/2008

Dear Valued Customer,

This letter is to inform you of price increases on Big D products. Please take your earliest opportunity to review the addendum to the price sheet effective June 1, 2008. The addendum is effective August 1, 2008.

Due to continuing increases on our raw material costs, fuel & freight surcharges, we are forced to increase our prices. Listed below are some examples of our recent cost increases.

- Non-Para Components 17% increase
- Paradichlorobenzene 30% increase
- Corrugated 13% increase

Our raw material suppliers have increased our costs with little or no notice. Unfortunately this also means we are unable to give more notice to you, our customers. At this point the price increase only affects the Para, Non-Para and Dry Deodorant Products, representing between 2-20% increases.

Please take the soonest opportunity to review the new price sheet addendum. We look forward to continuing to do business with you and if you have any questions or concerns please contact us or your sales representative.

Sincerely,

Robin Whiteneck
Marketing Manager

ISSA MEMBER
The Experts
on Cleaning and Maintenance



Carlisle FoodService Products
4711 E. Hefner Rd. (73131)
PO Box 53006 73152-3006
(405) 475-5600 Fax (405) 475-5607
www.carlislefsp.com

Price Change Notification

June 13, 2008

Dear Valued Customer,

Carlisle will be taking a price increase effective August 1, 2008. Most Carlisle FoodService and Sanitary Maintenance products are affected. Detailed Price Lists for the Carlisle products you buy (CFSP, CSMP) will be mailed to you in July. Marko by Carlisle Table Linens will not increase.

As we are all painfully aware, oil prices have increased more than 40% just since October. This has driven up the cost of doing business every where in the world. It has had a particularly strong impact on plastics raw material markets that depend on crude as their feeder stock. Freight and general energy costs driven by rising fuel prices have impacted the cost of other raw materials, finished goods, and general services across all levels of our economy.

Despite this huge run-up in our costs, we have tried to offset it as much as possible. As a result, the increase to you will only be 5% on most items to no more than 10% on a few limited categories. Again, you will receive a Price List showing the exact increase by item within the next few weeks.

Everyone at Carlisle is dedicated to helping you build your business long-term, while also making your day-to-day operations easier and more streamlined. We thank you for your support of Carlisle and for the continued confidence you have shown in our products, services, and value as a good business partner.

Sincerely,

A handwritten signature in black ink, appearing to read "David M. Shannon".

David M. Shannon
President



CLAIRE MANUFACTURING COMPANY
Mfg. of Aerosols for Sanitary Supply & Specialty Products

March 1, 2008

Jim Evans
COASTWIDE LABORATORIES
100 SW COMMERCE CIRCLE
WILSONVILLE, OR 97070

We thank you for your continued commitment to Claire Manufacturing Company. We value your support and strive daily to meet the expectations you have set for us.

This past year has seen substantial increases in the costs of raw materials as well as the continued rising cost of freight. The dramatic rise in the cost of crude oil has produced residual effects in many related industries in the supply chain. Various raw materials such as cans, solvents, chemicals, caps and valves have been affected. Examples of such increases are:

- Steel can prices were increased 15% at the beginning of the year.
- Propellants costs have risen 45%.
- Corrugated costs have risen 7.5%.
- Major increases in chemical raw materials have occurred with increases of between 5% and 22%.
- Freight costs have risen 15%.

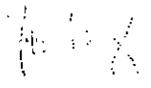
In order to stave off the effects of such increases, we embarked on a wide-ranging, continuous-improvement program with its major focus on production efficiencies, increased quality control processes and customer service. While this effort did produce some cost savings, we are unable to continue to combat the raw material increases we are incurring.

As a result, our prices will be increasing on April 1, 2008, and the revised price schedule is attached. All orders received prior to that date for shipment within our standard lead time will be honored at existing prices.

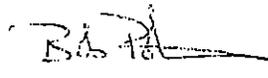
We recognize that only through continuous improvement can we provide the products, quality and prompt deliveries to which you are accustomed. In accordance with this, we are pleased to announce that orders can now be e-mailed to Claire Mfg. Please send any orders to orders@clairemfg.com for immediate processing. We trust that this enhancement will be beneficial as an additional communication tool.

All of the employees of Claire sincerely thank you for your past commitment to us and pledge our future commitment to servicing your needs.

Sincerely,



John Ferring
President & CEO



Bob Potvin
Senior Vice President

500 Vista Avenue, Addison, IL 60101-4468 630-543-7600 or 800-252-4731 Fax 630-543-4310



CLAIRE MANUFACTURING COMPANY
Mfg. of Aerosols for Sanitary Supply & Specialty Products

Oct. 8, 2008

Katie
COASTWIDE LABS (AUBURN)
4510 FRONTAGE ROAD NW
ATTN A/P
AUBURN, WA 98001

We wish to thank you for your continued commitment to Claire Manufacturing Company. We value your support and strive daily to meet your expectations in these most challenging times.

In the past several months, unprecedented and significant increases in the costs of raw materials have greatly affected the chemical industry. These increases have been both dramatic and frequent. Worldwide demand for raw materials, as well as natural disasters, has resulted in shortages and declarations of Force Majeure by some suppliers. Various raw materials such as cans, solvents, chemicals, caps and corrugated have seen major increases in the past six months. Examples of such increases are:

- Steel can prices were increased nearly 23% since late spring of this year.
- The costs of both corrugated cartons and plastic caps have risen another 10% since that time.
- Significant increases in chemical raw materials have occurred with costs rising between 14% and 70% in the last six months.
- Chemicals experiencing these increases include acetone, mineral spirits, alcohol, hexane and various surfactants.

In order to stave off the effects of such increases, we have continued to implement cost-saving measures throughout our company. However, due to the magnitude of these increases, we are unable to continue to absorb them.

As a result, the attached price schedule will become effective on Nov. 10, 2008. All orders received prior to that date for shipment within our standard lead time will be honored at existing prices.

We recognize that only through continuous improvement can we provide the products, quality and prompt deliveries to which you are accustomed.

All of the employees of Claire sincerely thank you for your past commitment to us and pledge our future commitment to servicing your needs.

Sincerely,

John Ferring
President & CEO

Bob Potvin
Executive Vice President

1005 Westgate, Addison, IL 60101-4468 630-543-7600 or 800-252-4731 Fax 630-543-4310



May 30, 2008

Subject: Price Increase Effective July 1, 2008

Dear Valued Customers:

Coastwide Laboratories finds it necessary to increase pricing on all Coastwide and Corporate Express branded chemicals by an average of 5.8 percent effective July 1, 2008. Orders received prior to the close of business Monday June 30th and calling for immediate delivery will be honored at current pricing. Contract pricing will increase on renewal.

The need for this price increase is driven by the higher costs we have experienced for chemical raw materials and transportation. Nearly every chemical we purchase for our formulations has increased in price during the last twelve months and many items have increased at double digit rates. We last raised our chemical prices October 15, 2005.

Please know that we are investing in our people, processes and operations and chemical technology in continuing efforts to minimize the impact of the price inflation in the cost of our feed stocks.

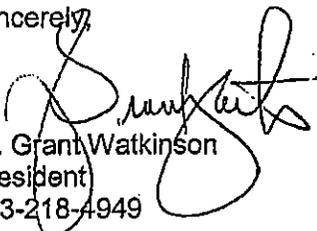
We recognize that in many cases it is difficult to absorb price increases and/or difficult to pass along price increases to your customers. Accordingly, we offer some options to mitigate the impact of this increase:

- Our line of Sustainable Earth® (SE) Line of green cleaning chemicals, perform as well or better than conventional products, yet all but one have lower diluted cost per gallon.
- Our Dilution Control Systems employ super concentrates with lower cost per use-diluted gallon and less waste due to over use of the concentrate.
- Our cleaners are formulated for optimum performance in cold water.
- Our stockless, single-source agreements permit leveraging your total custodial supply purchases.
- Electronic order entry on our Premier Pages and electronic invoicing help minimize administrative and paperwork costs.

If any of these options are of interest to you, please contact me or your Coastwide representative and we will try to answer your questions.

Thank you for your understanding and your continued support of Coastwide.

Sincerely,


W. Grant Watkinson
President
503-218-4949



September 1, 2008

Subject: Price Increase Effective October 1, 2008

Dear Valued Customers:

Coastwide Laboratories finds it necessary to increase pricing on all Coastwide and Corporate Express branded chemicals by an average of 5 percent effective October 1, 2008. Orders received prior to the close of business Tuesday, September 30th and calling for immediate delivery will be honored at current pricing. Contract pricing will increase on renewal.

The need for this price increase is driven by the higher costs we have experienced for chemical raw materials and transportation. Nearly every chemical we purchase for our formulations has increased in price and many items have increased at double digit rates.

We recognize that in many cases it is difficult to absorb price increases and/or difficult to pass along price increases to your customers. Accordingly, we offer some options to mitigate the impact of this increase:

- Our line of Sustainable Earth® (SE) Line of green cleaning chemicals, perform as well or better than conventional products, yet all but one have lower diluted cost per gallon.
- Our Dilution Control Systems employ super concentrates with lower cost per use-diluted gallon and less waste due to over use of the concentrate.
- Our cleaners are formulated for optimum performance in cold water.
- Our stockless, single-source agreements permit leveraging your total custodial supply purchases.
- Electronic order entry on our Premier Pages and electronic invoicing help minimize administrative and paperwork costs.

If any of these options are of interest to you, please contact me or your Coastwide representative and we will try to answer your questions.

Thank you for your understanding and your continued support of Coastwide.

Sincerely,

W. Grant Watkinson
President
503-218-4949



December 1, 2008

Subject: Price Increase Effective January 1, 2009

Dear Valued Customers:

Coastwide Laboratories finds it necessary to increase pricing on all Coastwide and Corporate Express branded chemicals by an average of 3.5 percent effective January 1, 2009. Orders received prior to the close of business Wednesday, December 31st and calling for immediate delivery will be honored at current pricing. Contract pricing will increase on renewal. Please note this includes the bowl cleaners and disinfectants from Canberra.

The need for this price increase is driven by the higher costs we have experienced for chemical raw materials and transportation. Nearly every chemical we purchase for our formulations has increased in price and many items have increased at double digit rates.

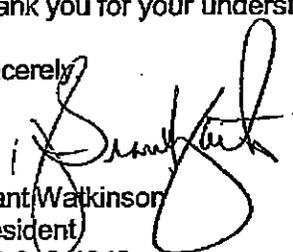
We recognize that in many cases it is difficult to absorb price increases and/or difficult to pass along price increases to your customers. Accordingly, we offer some options to mitigate the impact of this increase:

- Our line of Sustainable Earth® (SE) Line of green cleaning chemicals, perform as well or better than conventional products, yet all but one have lower diluted cost per gallon.
- Our Dilution Control Systems employ super concentrates with lower cost per use-diluted gallon and less waste due to over use of the concentrate.
- Our cleaners are formulated for optimum performance in cold water.
- Our stockless, single-source agreements permit leveraging your total custodial supply purchases.
- Electronic order entry on our Premier Pages and electronic invoicing help minimize administrative and paperwork costs.

If any of these options are of interest to you, please contact me or your Coastwide representative and we will try to answer your questions.

Thank you for your understanding and your continued support of Coastwide.

Sincerely,


Grant Watkinson
President
503-218-4949



306 ROCK INDUSTRIAL PARK DRIVE
BRIDGETON, MO 63044
PH: 314-656-4301

April 30, 2008

Dear Distributor:

This is to announce that Continental Commercial Products will implement a price increase effective July 1, 2008 on its Continental, Glit, Wilen and Disco branded products. The price increase will be 3% - 10% across our various product categories.

This price increase results from continued increases in our raw material, packaging, distribution and energy costs which we can no longer absorb through our aggressive cost containment programs.

To assist you in implementing this price increase, a report reflecting old and new list prices by item will be sent to you prior to May 31, 2008. Electronic files of this report may also be obtained by contacting Mike Brunson at 800-325-1051, extension 215 or e-mail at mbrunson@contico.com.

This increase will take effect on all orders placed on or after July 1, 2008. Orders received by 5:00 PM CST on June 30, 2008 calling for immediate shipment will be invoiced at current prices.

We appreciate your continued support of Continental Commercial Products and your acceptance of this price increase.

Sincerely,

Richard Mazzoli
Vice President, Sales & Marketing
Continental Commercial Products





305 ROCK INDUSTRIAL PARK DRIVE
BRIDGETON, MO 63044
PH: 314-656-4301

July 25, 2008

Dear Valued Distributor:

This is to announce that Continental Commercial Products will implement a price increase effective September 15, 2008 on its Continental, Disco, Wilen and Glit branded products. The price increase will be up to 22% across our various product categories and is consistent with industry trends.

This price increase results from hyperinflation in our resin materials. Continuous increases in our packaging, distribution and energy costs also add to overall cost pressures. We continue our active cost containment and productivity improvement programs, but we cannot absorb the higher costs we are experiencing across virtually every category.

To assist you in implementing this price increase, a report reflecting old and new list prices by item will be sent to you by August 31, 2008. Electronic files of this report may also be obtained by contacting Mike Brunson at 800-325-1051, extension 215 or e-mail at mbrunson@contico.com.

This increase will take effect on all orders placed on or after September 15, 2008. Orders received by 5:00 PM CST on September 14, 2008 calling for immediate shipment will be invoiced at current prices.

We understand that anytime there is a price increase announcement it presents additional challenges to you and your customers. Please know that we will continue to aggressively pursue cost improvement opportunities.

Due to the volatility of the current resin market, looking forward we may be forced to announce further price increases in the second half of 2008 with less than a 60 day notice.

We appreciate your continued support of Continental Commercial Products and your acceptance of this price increase.

Sincerely,

Robert A. Gail
President





A (Henkel) Company

Memo

To: Our Valued Distribution Partners

From: Todd B. Gatzulis
Vice President – Diversified Markets Division

Subject: REMINDER - Price Increase & Bracket Pricing Adjustment
Effective July 1st 2008

Date: May 29, 2008

While Dial continues to make every effort to mitigate rising commodity costs, the magnitude of these changes has forced Dial to initiate a modest price increase. Core commodities for our products have significantly increased over the past twelve months. To minimize the impact of these market factors, Dial will implement a weighted price increase via actual pricing changes and bracket corrected pricing.

Given the rising costs of transportation it is imperative that our distribution partners receive pricing based on the minimum order quantity which fit their business model. We have worked hard to correctly amortize transportation and processing costs into our brackets and offer discounts that are based on efficiencies created by larger case quantities.

Dial cannot accommodate dynamic pricing that changes with each order placed. As a result, our distribution partners must evaluate their current buying patterns and select the minimum order quantity that best fits their business needs. See the attached sheet to evaluate which minimum order quantity (bracket) is appropriate for your order patterns. **A Dial sales representative or broker will contact you by June 1st to identify the minimum order quantity (bracket) you want implemented July 1st 2008.**

Please note, beginning July 1st 2008 Dial will not ship orders that do not meet minimum order quantity requirements assigned to an individual distributor. The order processing software will kick back orders that do not meet the assigned case minimums for a given account.

By making these changes we can confine the July price increase to a 6% weighted average. Pricing for customers that are currently bracket correct will increase less than the stated 6% weighted average. Dial amenity products will only increase by a 3% weighted average given the prior pricing changes to these products. Current pricing will remain in effect for all orders received by June 30th requesting immediate shipment.

Thank you for your continued support,

Todd Gatzulis – Vice President
The Dial Corporation
15501 N. Dial Blvd, Suite 1410
Scottsdale, AZ 85250-1410

Phone: 480.754.6412
Fax: 480.754.2658

www.dialcorp.com
www.henkel.us

DYNAMIC

RESEARCH COMPANY, INC.

Safety Products that do more than Clean

SAF-T-STEP® ■ PowerHouse™

Wednesday, June 11, 2008

Mary McMahon
COASTWIDE LABORATORIES
10000 SW COMMERCE CIRCLE
Wilsonville, OR 97070

Re: Price Increase

Dear Mary:

For the past year we have continued to experience escalating freight, packaging, and raw material costs for our products.

This is to advise that the Dynamic Research Company prices will be increasing. The effective date of this increase for Corporate Express will be July 11, 2008.

The amount of the increase ranges from seven to eight per cent (7% to 8 %) for the products. The new price schedule is enclosed.

Changes to NOTE:

1. The Powerhouse Tile and Grout Cleaner and Special Touch have been deleted and replaced by the **QUICK** granular multi-surface cleaner, an **EPA Design for the Environment** - green product.
2. Due to escalating freight costs, the 10 unit price level has been replaced with a **500 pound combined quantity price level**. The five hundred pound level may be reached with 18 cases of quarts, 14 cases of gallons, 11 each of the five gallon pails, or any weight equivalent mix of products and package sizes.

We appreciate your business. Thank you for your support.

Sincerely,



Dale Burson
President



Georgia-Pacific Consumer Products LP

133 Peachtree Street, NE, 36th Floor
Atlanta, GA 30303
www.gp.com

Dennis B. Shearer
Vice President, Commercial Sales

December 11, 2007

CORPORATE EXPRESS
GRANT WATKINSON
10000 SW COMMERCE CR
WILSONVILLE OR 97070

Dear Valued Customer:

Please be advised that Georgia-Pacific is increasing prices up to 9% with select items increasing more than 9%, on Commercial towel, tissue, napkins, wipers, dispensers, soap, aire, and specialty products. This increase is required as a result of continuing inflation in raw materials and other costs.

Orders placed by Friday, February 15, 2008 calling for immediate shipment no later than Friday, February 29, 2008 will be invoiced at current into-stock prices. Orders shipped on or after Saturday, March 1, 2008 regardless of order date will be invoiced at the new price. February orders placed above your normal monthly average will be invoiced at the new prices.

All eligible End-user Pricing Agreement prices will increase effective Saturday, March 1, 2008, or upon expiration date. Report of Sales (ROS) claims for distributor shipments to end-users in February will be calculated based on current, existing into-stock prices. ROS claims for March distributor shipments to end-users will be calculated based on the new into-stock prices.

Your GP representative is available to answer any questions you may have. Thank you for your support of Georgia-Pacific products.

Dennis B. Shearer
Vice President, Commercial Sales



GOJO Industries, Inc.
One GOJO Plaza, Suite 500
Tel: 330-255-6000 Fax: 330-255-6119
www.GOJO.com

Mailing Address:
P.O. Box 991, Akron, Ohio 44309-0991

Date: August 29, 2008
To: GOJO Authorized Distributor
Subject: Price Increase Effective October 15, 2008

Dear GOJO Distributor:

GOJO will be implementing a price increase on October 15, 2008. The weighted average for this increase is 6.8%.

GOJO recognizes the importance of cost management and continues to make it a top priority. The result of this focus has been the successful absorption of a significant portion of the total realized increases in raw materials, transportation and energy. However, due to the prolonged magnitude of these cost increases, it has become necessary to pass along this price increase.

February 15, 2008

Connie Waldeck
Coastwide Laboratories
1000 SW Commerce Circle Dr
Wilsonville OR 97070

Connie:

Enclosed, please find our New Distributor Price List (CATD0803) effective March 31, 2008.

- **PRICE INCREASES:** Over the course of the past few months, we have continued to receive cost increases in raw materials, energy and transportation such that we must now raise our prices. On balance, the item increase we are now taking ranges from 3% to 10% with some select items increasing outside this range. We want you to know that we are doing all we can to stem the tide of these increases by making improvements, where possible, in our manufacturing and distribution processes. We truly value your business and appreciate your continued support of Impact Products.
- **MINIMUM ORDER POLICY:** Orders less than \$300 will have a \$20 convenience charge added.
- **NEW PRODUCTS:** All New Products recently introduced are included in the New Distributor Price List.
- **SPECIAL PRICING:** As you are aware, you receive **Special Pricing** on some of our products. We have attached a list of those products affected by the **Price Changes** we have made. Please review this attached list thoroughly and make changes in your system accordingly. **These Price Changes Are Effective On All Orders Beginning April 30, 2008 which falls within the 60-day notice you require. If a list is not attached, your special pricing was not affected.**

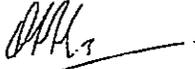
Regarding the New Distributor Price List (CATD0803), please note the following improvements:

- New products found on pages 7-9
- Replacement parts pages 93-95
- Terms and conditions page 96
- Work order process that explains our value-added system found on page 3
- Private label capabilities and information moved to front of pricer, found on pages 4-6.

Your local Impact representative will be calling on you in the next few weeks to review the complete Impact product line, including new product additions, in the hope that we will be able to help you increase your sales and profits with our line.

Should you have any questions or concerns regarding our new pricing outlined above, please contact your local Impact representative or call our office (toll free 1-800-333-1541).

Respectfully yours,



Duane M. Carey
V.P. - Sales and Marketing

Wind Associates:

Encl.

June 16, 2008

DEAR VALUED GLOVE CUSTOMERS,

Enclosed, please find your Revised Glove Contract Pricing that will become effective with all orders placed on or after August 4, 2008.

Given today's current global economic environment (increasing fuel costs, increasing raw material costs, the declining value of the US dollar and consequential environmental and economic changes throughout Southeast Asia) we are forced to implement this increase.

Per category of glove, some of the specific issues driving this increase are as follows:

LATEX DISPOSABLE GLOVES (+20% to 25%)

Raw latex is at an all-time high and raw materials are responsible for 55% of the cost of a finished glove. Energy is the second highest cost factor and as of Thursday, June 5, 2008, drastic increases have also occurred in this sector. The Malaysian Government has significantly reduced the subsidy for natural gas that they pay to their export manufacturers resulting in a 187% increase in the cost of the fuel used in making latex gloves. Accordingly, the initial ramifications are dramatic increases in the cost of latex gloves. Long-term implications could include both further increases and shortages of product, as these developments will surely shut down some factories, thereby reducing capacity.

VINYL DISPOSABLE GLOVES (+15% to 20%)

As the main ingredient of vinyl gloves derives from crude oil, vinyl glove prices continue to rise at a staggering pace. Our cost increases year-to-date are in the 20-25% range. In addition to the actions recently taken by the Chinese Government in their continuing efforts to clean up the environment around Beijing in advance of the 2008 Olympic Games, several factories have been shut down recently due to fires and non-Olympics related environmental concerns. Upshot of all this; shortages are expected and should last through September.

NITRILE DISPOSABLE GLOVES (+10% to 12%)

Cost continues to rise as the alternative to latex and vinyl continues to be in high demand.

MARKET TREND COMMENTARY

As the disposable glove business has evolved over the course of the last 5 years, we have all seen a gradual reduction in glove thickness. Whereas industry standard was once in the area of 5 mil for a General Purpose Disposable Glove, we have now reached a point where industry standard is more in the area of 3 mil for a General Purpose Disposable Glove. That said, we want you to know that as the industry has changed so have we. Our gloves, though thinner than they were 5 years ago, still remain at a quality level that distinguishes them positively against the industry standard as well as those competitors of ours who are more interested in the price of their product than they are the quality of their product. As long as the purpose of disposable gloves remains to protect people from their environment, our gloves will continue to surpass the standards to which they are subject and we will not compromise on our quality simply to meet a price.



CONCLUSION

Impact is doing all we can to both mitigate any supply issues created by all of the forces outlined above and control costs in this highly volatile market. That said, and even with the steps we have taken to ensure our supply chain in the face of potential shortages, we will likely experience some backorders in the months to come.

Our goal remains to continue to support Existing Customers FIRST in the manner you have come to expect from us and we appreciate your loyalty and support as we collectively work through what may very well be some taxing times.

In the near term and until further notice, we ask your cooperation in NOT ORDERING any more than 1/12 of your current annual disposable glove (by sku) purchases in any given month. We will always do all that we can to fulfill your orders, however, these volatile times dictate that we reserve the right to limit our shipments in this way. We realize these limits will limit your and our ability to take on new business.

In that our stated goal is to take care of our Existing Customers FIRST; we hope you understand that pursuing New Disposable Glove Business is not our priority at this time. As we all know, 'this too shall pass' and we will once again be in a position to passionately chase New Disposable Glove Customers. When we are again comfortable with taking that approach, we will immediately let you know.

Finally, please be aware that these economic forces are also impacting the balance of our business. Thus, you should expect to see an across the board increase in all of our non-glove products early in the fourth quarter of this year. More details will follow regarding the next round of increases as we get closer to Q4.

Attached you will find graphs detailing the rise in Oil and Latex Prices as well as the De-valuation of the US Dollar over the course of the past few years as tangible evidence of the current state in which we find ourselves. Of course, should market forces reverse themselves; we will change course and pricing as becomes appropriate.

We thank you in advance for your understanding and wish you continued success. As always, your local Impact Representative and his/her Impact National Sales Manager remain at your service to address any concerns or questions you may have regarding anything related to Impact Products.

Sincerely,



Duane M. Carey
VP Sales and Marketing

Encl.



August 15, 2008

TO OUR VALUED CUSTOMER:

Enclosed, please find our New Distributor Price List (CATD0810) effective October 13, 2008.

- **PRICE INCREASES:** Over the course of the past 7 months, we have continued to receive unprecedented cost increases in raw materials, energy and transportation such that we must now raise our prices. On balance, the item increase we are now taking ranges from 3% to 15% with some select items increasing outside this range. We want you to know that we are doing all we can to stem the tide of these increases by making improvements, where possible, in our manufacturing and distribution processes. We truly value your business and appreciate your continued support of Impact Products.
- **MINIMUM ORDER POLICY:** Orders less than \$400 will have a \$25 convenience charge added.
- **NEW PRODUCTS:** All New Products recently introduced are included in the New Distributor Price List.
- **SPECIAL PRICING:** As you are aware, you receive **Special Pricing** on some of our products. We have attached a list of those products affected by the **Price Changes** we have made. Please review this attached list thoroughly and make changes in your system accordingly. **These Price Changes Are Effective On All Orders Beginning October 13, 2008. If a list is not attached, your special pricing was not affected.**

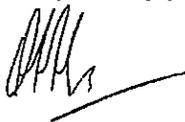
Regarding the New Distributor Price List (CATD0810), please note the following improvements:

- New products found on page 7
- Replacement parts page 77
- Terms and conditions page 80
- Work order process that explains our value-added system found on page 3
- Private label capabilities and information moved to front of pricer, found on page 4.

Your local Impact representative will be calling on you in the next few weeks to review the complete Impact product line, including new product additions, in the hope that we will be able to help you increase your sales and profits with our line.

Should you have any questions or concerns regarding our new pricing outlined above, please contact your local Impact representative or call our office (toll free 1-800-333-1541).

Respectfully yours,



Duane M. Carey
V.P. - Sales and Marketing

Encl.



Johnson Wax PROFESSIONAL

May 1, 2008

Dear Valued Business Partner,

As the result of escalating crude oil and raw material prices, we are forced to implement a 6.0 % price increase, effective July 1, 2008, across the Johnson Wax Professional (JWP) product line.

We understand the impact this will have on your business and it was only after exhausting all other options that we made the difficult decision to increase pricing. Fuel and raw material costs alone continue to exceed our internal cost savings strategies and efficiencies.

As your business partner, we want to share what we are doing to hold down costs:

- Contracting with strong suppliers to leverage our global spend and drive down costs
- Investing in developing more concentrated and dispensed products in our portfolio
- Implementing a packaging strategy to reduce raw material usage
- Optimizing factory costs through lean processes and improved utilization
- Driving our one-truck-one-invoice from a centralized distribution point that reduces handling and freight costs
- Innovating dilution control improvements that help our customers optimize the use of our products and reduce waste

We anticipate many of you will want to pre-buy at month's end using our existing price level. To ensure you receive this discount, all orders must be received by close of business on Monday, June 23, 2008 and shipped within our normal three-day time frame.

Your JWP sales representative is equipped with the tools and knowledge to help you sell through this price increase. We are all dedicated to supporting you in any way we can. Thank you for your continued business.

Sincerely,



William M. Taylor
Vice President and General Manager
JohnsonDiversey, Inc.
BG&E Business Group – North America

JohnsonDiversey





March 28, 2008

Ms. Katherine Hammell
Coastwide Labs
10000 SW Commerce Circle
Wilsonville, OR 97070

Dear Katherine:

KIK continues to incur advances in raw materials utilized in the manufacturing of products supplied to Kmart. These advances require us to take a price increase effective May 5, 2008 per the attached price page. This is a small percentage of the overall increases KIK has absorbed over the past 12 to 15 months on Bleach, therefore an additional increase may be required when the National Brand announces an increase.

I have enclosed an updated pricing sheet, as well as data outlining the degree in which raw materials have been impacted.

Please contact me with any questions, comments or concerns. If you would like an electronic copy of the pricing data, or trend data, I would be happy to send ASAP.

Sincerely,

A handwritten signature in black ink, appearing to read "Craig L. McCauslan", written over a horizontal line.

Craig L. McCauslan
Senior Account Manager
KIK Custom Products
(562) 364-6020
cmccauslan@kikcorp.com

PREMIER PRICE INCREASE

Premier Mop and Broom has announced a price increase on all handles of approximately 9.50%-16.26% effective March 24, 2008. The only exception is FP2001NP 5' threaded handle which will increase by 30%.

Premier

MOP & BROOM

February 22, 2008

To our valued customers:

Since the announcement of our last price increase on October 26th of last year we have been faced with additional increases on handles and handle hardware.

The increases on handles are due to shortages and the devaluation of the U.S. Dollar and amount to an average of 29 %.

The hardware increases are due to the loss of government rebates in China, the devaluation of the U.S. Dollar, and increases in ocean freight. These increases amount to 11% on plastic parts, 14 % on metal parts, and 35 % on Quick Change Hardware.

I'm sure you can understand that we can't absorb these increases, so effective Monday, March 24, 2008 we will be increasing our prices on all handles.

In an effort to hold the prices on corn brooms and deck mops we will use softwood handles instead of hardwood.

Please consider this letter your 30 day notice. New price lists will be forthcoming.

If you have any questions please feel free to contact your representative or this office.

Sincerely,

Tom Buckles

Tom Buckles
President

E mail



A ***Newell Rubbermaid*** Company

April 3, 2008

Dear Valued Customer:

Let me begin by thanking you for your continued support of Rubbermaid Commercial Products and Rubbermaid Foodservice Products. Even as the market slows down, we continue to look for ways to mutually grow our businesses. We are committed to growing your business by creating end-user demand, launching new innovative products, and delivering industry leading customer service.

Unfortunately, inflationary pressures continue to impact our business. We have incurred continuous increases in raw materials, packaging, distribution, and energy costs over the past year. We have been able to offset much of the increase though productivity improvement, but will need to pass along a price increase of 3% - 10% across our various categories.

This price increase is effective July 1, 2008. Orders received by 5:00 pm EST on June 30, 2008 calling for immediate shipment will be invoiced at current prices. We will publish an electronic copy of our new Net Price List which will reflect the upcoming changes by May 1, 2008. You should automatically receive this list as it becomes available. If not, please contact your Rubbermaid Commercial Products representative.

Please know that we take this pricing action understanding the burden it brings to you and your customers. As noted, we continue to search for areas of cost improvement. Again, we appreciate your business and thank you for your continued support of Rubbermaid.

Best regards,

A handwritten signature in black ink, appearing to read "B. Heisner", written in a cursive style.

Bob Heisner
Vice President- Marketing
540/542-8690



A ***Newell Rubbermaid*** Company

October 1, 2008

Dear Valued Customer:

Let me begin by thanking you for your continued support of Rubbermaid Commercial Products and Rubbermaid Foodservice Products. Even as the market slows, we continue to look for ways to mutually grow our businesses. We are committed to growing your business by creating end-user demand, launching new innovative products, and delivering industry leading customer service.

Regrettably, inflationary pressures continue to impact our business. We have all experienced the continued pressures of the U.S. economy, which has significantly impacted the price we pay for raw materials. We continue to make progress on our operational excellence benchmarks, but will need to pass along a price increase of 4% to 15% across our various categories.

This price increase is effective January 1, 2009. Orders received by 5:00 pm EST on December 31, 2008 calling for immediate shipment will be invoiced at current prices. We will publish an electronic copy of our new Net Price List which will reflect the upcoming changes by October 17, 2008. You should automatically receive this list as it becomes available. If not, please contact your Rubbermaid Commercial Products representative.

Please know that we take this pricing action understanding the burden it brings to you and your customers. As noted, we continue to search for areas of cost improvement. Again, we appreciate your business and thank you for your continued support of Rubbermaid.

Best regards,

A handwritten signature in black ink, appearing to read "Bob Heisner", with a stylized flourish at the end.

Bob Heisner
Vice President- Marketing



Quality Tools for Smart Cleaning™

Unger Enterprises
Bridgeport, USA



Unger Germany
Solingen, Germany

Unger UK
Willenhall, UK

Unger France
Paris, France

Unger India
Haryana, India

November 1, 2008

Dear Valued Unger Customer,

Unger would like to thank you for your business this past year.

Over the past 3 years, the cost of commodities has increased dramatically. This increase has affected the cost of materials and changed the traditional pricing of products in today's market. Despite this changing economy, Unger has maintained our long-standing policy of once-a-year price increases.

Effective January 1, 2009, we will institute a product price increase of 8.5%. We have worked hard to maintain our shipping costs and are pleased to be able to institute minimal changes in 2009. Free-freight qualifications will increase to \$1000 for UPS orders and \$1,500 for truck orders within the contiguous United States. We will continue to provide products in split-case quantities for an additional surcharge of 20% per product. Our sales representatives are available to facilitate your orders and notify you of promotional discounts.

Enclosed, please find our **2009 Price Index**, terms and conditions and a discontinued items list. Our updated, full-color product catalog will be sent in January.

As cleaning needs grow and evolve, Unger will continue meet industry challenges with innovative products and services. We will be introducing a number of exciting new products in 2009 designed to meet green cleaning needs, increase physical health and maximize results. Unger is committed to communicating best practices to the industry, through our products and educational materials, bringing the best manufacturing and implementation practices together.

If you have any questions or concerns, please contact our Customer Service Department at 800-431-2324. We look forward to working with you in 2009.

Sincerely,

Brian Alexson
Vice President of Sales
Unger Enterprises

Enclosure



WATERBURY
COMPANIES, INC.



September 3, 2008

Dear Valued Customer,

As a response to global cost increases of raw materials including solvents and propellants, fragrance oils, cans and corrugated boxes along with higher transportation costs, we have determined it necessary to implement a price adjustment (increase) effective October 1, 2008.

We have invested considerable resources in order to minimize price increases to our customers. However, given the magnitude of the recent cost increases announced by our suppliers we have no alternative but to recover a portion of these costs. Although we absorbed many other increases over the last few years, this adjustment is necessary and modest compared to the material increases we have received. Due to the diversity of the Waterbury product line, we are passing on increases based on the relationship of raw materials to the finished product.

❖ Product Line 30- Fan Refills	2%
❖ Product Line 32- Dispensers	3%
❖ Product Line 33- Metered Air Fresheners	6%
❖ Product Line 34- Insecticides	6%
❖ Product Line 35- Virtual Janitor/ In-Line System	7%
❖ Product Line 42- Boric Acid	12%
❖ Product Line 53- Ozium	8%
❖ Product Line 81- Yankee Candle refills	8%

We thank you for your understanding and your continued relationship. In an effort to minimize any impact of this increase on your business, orders received prior to September 30, 2008 with requested ship dates on or before that date will be invoiced at the current prices. Orders received after that date or with requested ship dates after that date will be invoiced based on the new pricing noted above.

Should you have any questions, please contact your Waterbury Companies, Inc. representative.

Sincerely,

Mark Sargent

Mark Sargent
Senior Vice President of Sales and Marketing



Bold Innovation. Expert Results.

25 November 2008

Dear Valued Customer,

As 2008 is coming to a close we are delighted in the success that our new innovative product introductions have achieved. We recognize that your continual feedback, insight and spirit of partnership have made our relationship mutually beneficial.

To drive growth for 2009 we have again invested heavily in research and new product development. Beginning in the first quarter we will launch innovative category changing products that offer the opportunity for dramatic industry impact.

This year has presented many challenges in the continual price increases for critical commodities that have negatively impacted our manufacturing cost. Listed below are examples of price increases from 2007 to September of 2008.

- o Copper : \$2.57 to \$3.34 lb, 30%
- o Hot rolled steel: \$27 to \$53 cwt, 96%
- o Cold steel: \$31 to \$57 cwt, 84%
- o Polyethylene: \$0.56 to \$0.71 lb, 27%

Windsor has made aggressive efforts to negotiate with our suppliers for the most competitive pricing. Our manufacturing facility has implemented many carbon footprint reduction measures to drive down costs and gain leadership in our Green corporate initiatives. Even with all of this we have no alternative but to pass on a portion of these increases to our customers.

So that you can prepare for 2009 we are announcing the following changes and have enclosed your 2009 price list for parts and products on disk.

- o Effective 2/1/2009, products, parts and accessories on average will receive a 3.7% price increase
- o Chemicals will increase 15%.

We will be working just as hard as ever with you to make 2009 a year of mutual business success. Thank you again for your support.

Elliot Younessian
COO KÄRCHER North America

Jim Lombard
Executive VP, Sales, Marketing
& Customer Operations



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Data extracted on: February 4, 2009 (1:00:54 PM)

Consumer Price Index - All Urban Consumers

Series Id:		CUUR0000SEHN01													
Not Seasonally Adjusted															
Area:		U.S. city average													
Item:		Household cleaning products													
Base Period:		DECEMBER 1997=100													
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual	HALF1	HALF2
2005	106.3	106.8	106.3	106.6	107.3	107.5	107.3	108.4	108.6	109.7	110.1	109.9	107.9		
2006	109.7	110.8	111.0	110.7	111.0	111.7	111.9	112.1	112.4	111.6	112.8	112.9	111.6		
2007	112.963	112.528	112.577	112.223	111.879	112.460	112.475	112.163	111.636	111.747	111.753	112.712	112.260		
2008	113.048	112.737	113.740	114.603	115.337	115.450	115.458	115.800	116.922	118.153	119.042	120.558	115.904		

8.811

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King County

Finance and Business Operations Division
Procurement and Contract Services Section
Department of Executive Services

CNK-ES-0340
3rd Floor
401 5th Avenue
Seattle, WA 98104

206-263-9400
206-296-7676 Fax
TTY Relay: 771
www.kingcounty.gov

VENDOR:
COASTWIDE LABORATORIES
3800 FIRST S, STE A
SEATTLE, WA 98134-2235

SHIP TO
KC DEPARTMENT OF EXEC SERVICES
PROCUREMENT-GOODS & SERVICES
401 5TH AVE, CNK-ES0340
SEATTLE, WA 98104
United States

BILL TO
KC DEPT OF EXECUTIVE SERVICES
A/P, NCOB BLDG, 3RD FLOOR
401 5TH AVE, CNK-ES0320
SEATTLE, WA 98104
United States

Purchase Order		
PURCHASE ORDER NO.	REVISION	PAGE
392494	0	1
THIS PURCHASE ORDER IS NON-NEGOTIABLE AND ACCEPTANCE OF THIS ORDER SHALL CONSTITUTE ACCEPTANCE OF ALL TERMS AND CONDITIONS OF THE PURCHASE ORDER.		
CREATION DATE	BUYER	
31-JAN-08	C Austin	
DATE OF REVISION	BUYER	

CUSTOMER ACCT #	VENDOR NO.	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	
	C02106	Net30days	Paid	Destination	UPS	
CONFIRM TO / TELEPHONE			REQUESTOR / DELIVER TO			
(206) 624-1225						
LINE	PART NUMBER - DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION
	FURNISH JANITORIAL CLEANING SUPPLIES AS REQUESTED BY VARIOUS KING COUNTY DEPARTMENTS, DIVISIONS, AND AGENCIES, DURING THE PERIOD FEBRUARY 1, 2008 THROUGH JANUARY 31, 2009, IN ACCORDANCE WITH KING COUNTY ITB 1036-07 AXC AND THE RESPONDING BIDS (A & B) OF COASTWIDE LABORATORIES, INC., ALL INCORPORATED BY REFERENCE AS IF FULLY SET FORTH HEREIN. ESTIMATED ANNUAL CONTRACT VALUE NOT TO EXCEED \$200,000.00 Purchase Agreement Effective From: 01-FEB-08 To: 31-JAN-09					1
		Amount Agreed:				
SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.					Required Invoice Information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description, and Unit Price as stated on the purchase order, may result in payment delays.	
ACCEPTANCE: This purchase order expressly limits acceptance to the terms and conditions stated herein.					TOTAL	
					 Authorized signature	

side "A"

ORIGINAL



King County

Department of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

Invitation to Bid

ADVERTISED DATE: OCTOBER 4, 2007

Invitation to Bid (ITB) Title: Janitorial Cleaning Supplies

KING COUNTY ITB Number: 1036-07-AXC
PROCUREMENT SERVICES

Due Date: October 23, 2007 - 2:00 p.m.

NOV 13 2007

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

AM 7,8,9,10,11,12,1,2,3,4,5,6 PM

Term Supply Requirement

Furnish Janitorial Cleaning Supplies as requested by King County personnel in accordance with the attached instructions, requirements and specifications.

NO PRE-BID CONFERENCE

Sealed Bids are hereby solicited and will **only** be received by:
King County Procurement Services Section
New County Office Building, 3rd Floor
401 Fifth Avenue
Seattle, WA 98104
Office Hours: 8:00 a.m. – 5:00 p.m.
Monday - Friday

BIDDERS SHALL COMPLETE AND SIGN THE FORM BELOW.

We acknowledge that Addenda numbered 1 to 4 have been examined as part of the Contract documents. The submittal is signed by an authorized representative of the Bidder accepting all terms and conditions contained in the bid and any addenda. We acknowledge that attaching our terms and conditions or modifying the ITB terms and conditions may result in our bid being rejected.

Company Name

Coastwide Laboratories, Inc.

Address

3800 1st Ave. South

City/State /Postal Code

Seattle WA 98134

Signature

Jason Overbey

Print name and title

Jason Overbey - Contract Analyst III

Email

joverbey@coastwide labs. com

Phone

206-957-0243

Fax

206-957-0269

SCS/DBE Certification Number

Upon request, this Invitation to Bid will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities.

1.4 Alterations to Document

Any addition, limitation or provision made or attached to the bid may render it non-responsive and/or irregular and be cause for its rejection.

Bidders may be required to submit additional documents as part of the bid package. Any alteration of such documents by erasure or interlineations shall be explained or noted and initialed by the Bidder.

1.5 Late Bids

Bids, modifications of bids, and withdrawal of bids received at the office designated in the solicitation after the exact hour and date specified for receipt will not be considered.

1.6 Cancellation of ITB or Postponement of Bid Opening

The County reserves the right to cancel the ITB at any time.

The County may change the date and time for submitting bids prior to the date and time established for submittal.

1.7 Addenda

Bidder shall acknowledge receipt of all "Addenda" issued during the bid process. Failure to acknowledge receipt of all addenda may result in a bid being determined non-responsive.

If at any time, the County changes, revises, deletes, clarifies, increases, or otherwise modifies the ITB, the County will issue a written Addendum to the ITB.

1.8 Questions and Interpretation of the ITB

No oral interpretations of the ITB will be made to any Bidder. All questions and any explanations must be requested in writing and directed to the Buyer no later than seven (7) days prior to the due date specified in the solicitation. Oral explanations or instructions are not binding. Any information modifying a solicitation will be furnished to all bidders by an addendum.

Days, as referenced in this document, are calendar days unless otherwise specified.

Communications concerning this bid, with other than the listed Buyer may cause the Bidder to be disqualified.

1.9 Examination of Bid Documents

The submission of a bid shall constitute an acknowledgement upon which the County may rely that the Bidder has thoroughly examined and is familiar with the ITB, including any work site identified in the ITB, and has reviewed and inspected all applicable statutes, regulations, ordinances and resolutions addressing or relating to the goods or services to be provided hereunder.

The failure of a Bidder to comply with above requirement shall in no way relieve the Bidder from any obligations with respect to its bid or to any Contract awarded pursuant to this ITB. No claim for additional compensation shall be allowed which is based upon a lack of knowledge or misunderstanding of this ITB.

1.10 Modifications of Bid or Withdrawal of Bid Prior to Bid Due Date

At any time before the time and date set for submittal of bids, a Bidder may submit a modification of a bid previously submitted to the County. All bid modifications shall be made in writing, executed and submitted in the same form and manner as the original bid.

Bids may be withdrawn by written notice received prior to the exact hour and date specified for receipt of bids. A bid also may be withdrawn in person by a Bidder or authorized representative provided their identity is made known and they sign a receipt for the bid, but only if the withdrawal is made prior to the

1.16 Protest Procedures

King County has a process in place for receiving protests based upon invitation to bid or contract awards. The protest procedures:

http://www.metrokc.gov/procurement/documents/U_014_Protest_Procedures.doc, are available from the King County Procurement web site: <http://www.metrokc.gov/procurement/faq/supplier.aspx>.

2.4 King County Contracting Opportunities Program

The purpose of the King County Contracting Opportunities Program is to maximize the participation of Small Contractors and Suppliers (SCS) through the use of a five percent (5%) incentive factor in the award of King County contracts for the purchase of goods or services. The Program is open to all SCS firms certified by King County's Business Development and Contract Compliance Office. To learn more about this program, or becoming a Certified Firm, as well as a list of Certified Firms, may be obtained by visiting the King County Contracting Opportunities Program Web-site at <http://www.metrokc.gov/exec/bred/bdcc/prog/kccontractopp.htm> or contacting the Program office at (208) 205-0711.

2.5 Substitutions

When specific brands, materials, design, style or size are named, such specifications may be construed to be shown solely for the purpose of indicating the standard of quality, performance or intended use.

Where indicated, brands of equal quality, performance and use may be considered by the county, provided the bidder submits with their bid the brand, model, product number and other data necessary for comparison. The county retains the sole right to accept or reject substitutions.

2.6 Forms Required Before Contract Award

The Bidder shall submit, within five (5) Days of notification from the County, the applicable documents, insurance, bonds, sworn statements, and other requirements prior to award. Failure by the Bidder to submit required documents may result in rejection of the bid.

- Equal-Benefit Worksheet and Declaration Form
- Personnel Inventory Report*
- Affidavit and Certificate of Compliance Regarding Equal Employment Opportunity*
- Statement of Compliance – Union or Employee Referral Agency Statement*
- Internal Revenue Service Form W-9 *
- **Certificate of Insurance and Endorsement *** – Have Insurance Agent e-mail or Fax to Buyer evidence of insurance from insurer(s) satisfactory to the county certifying to the coverage of insurance set forth in this ITB.

*If not on file with the County

2.7 Rejection of Bids

The County reserves the right to reject any bid for any reason or to waive informalities and irregularities in bids.

In consideration for the County's review and evaluation of its bid, the Bidder waives and releases any claims against the County arising from any rejection of any or all bids, including any claim for costs incurred by Bidders in the preparation and presentation of bids submitted in response to this ITB. In addition, Bidders waive the costs of providing additional information requested.

2.8 Single Bid Receipt

If the County receives a single responsive, responsible bid, the County may request an extension of the bid acceptance period and/or conduct a price or cost analysis on such bid. The Bidder shall promptly provide all cost or pricing data, documentation and explanation requested by the County to assist in such analysis. By conducting such analysis, the County shall not be obligated to accept the single bid; the County reserves the right to reject such bid or any portion thereof.

SECTION 3 Standard Contractual Terms and Conditions

3.1 Administration

This Contract is between the County and the Contractor who shall be responsible for providing the goods or services described herein. The County is not party to defining the division of work between the Contractor and its Subcontractors. The Contractor represents that it has or shall obtain all duly licensed or qualified personnel, materials and equipment required to perform work hereunder.

The Contractor's performance under this Contract may be monitored and reviewed by a Project Manager appointed by the County. Reports and data required to be provided by the Contractor shall be delivered to the Project Manager or Buyer. Questions by the Contractor regarding interpretation of the terms, provisions and requirements of this Contract shall be addressed to the Buyer or Project Manager for response.

3.2 Contract Amendments

No oral order or conduct by the County shall constitute a Contract Amendment. Contract Amendments shall only be effective upon written notification by the County. The County reserves the right to amend the contract to add or delete goods or services within the intended scope of this contract. This may include, but is not limited to:

- Approval of replacements for discontinued items,
- Add items of like function, or similar in nature or purpose to the originally listed products
- The provision of ancillary services in response to minor changes in County needs
- Extend the contract to include optional terms

Cost or Price Analysis may be required by the County for the evaluation of contract modifications, terminations, revision to contract requirements or other circumstances as determined by the County.

3.3 Invoices and Payment

The Contractor shall submit properly certified invoices to King County. The invoice(s) shall contain the following information: The purchase order/contract number, item numbers, description of supplies or services, quantities, unit prices, extended totals, and discounts, if applicable. For services, identify specific deliverables, and/or hourly rates, hours worked, total hours or related fees.

The Contractor shall bill to the address on the purchase order. The County will take advantage of any prompt payment discount terms bid. Discount periods shall be extended if the invoice is returned for credit or correction.

When a purchase order is issued against this Contract that has the potential for multiple or partial deliveries, a separate invoice shall be generated for each completed delivery accepted by the County.

Failure to comply with these requirements or to provide an invoice in conformance with the contract may delay payment.

Upon acceptance of payment, the Contractor waives any claims for the goods or services covered by the Invoice. No advance payment shall be made for the goods or services furnished by Contractor pursuant to this Contract.

King County will not be bound by prices contained in an invoice that are higher than those in the currently approved price list. If a price increase has not been accepted in writing by King County, the invoice may be rejected and returned to the Contractor for a correction.

The termination of this Contract shall in no way relieve the Contractor from any of its obligations under this Contract nor limit the rights and remedies of the County hereunder in any manner.

C. Termination for Non-Appropriation

If expected or actual funding is withdrawn, reduced, or limited in any way prior to the termination date set forth in this Contract or in any amendment hereto, the County may, upon written notice to the Contractor, terminate this Contract in whole or in part.

In accordance with King County Code 4.04.040B.6, payment shall not exceed the appropriation for the year in which termination is effected. If this Contract is terminated for non-appropriation, the County shall be liable only for payment in accordance with the terms of this Contract for performance rendered prior to the effective date of termination; and, the Contractor shall be released from any obligation under this contract or a related Purchase Order to provide further work pursuant to the Contract as are affected by the termination.

Funding under this Contract beyond the current appropriation year is conditional upon the appropriation by the County Council of sufficient funds to support the activities described in this Contract. Should such an appropriation not be approved, the Contract shall terminate at the close of the current appropriation year. The appropriation year ends on December 31 of each year.

3.7 Force Majeure

The term force majeure shall include, without limitation by the following enumeration: acts of nature, acts of civil or military authorities, fire, accidents shutdowns for purpose of emergency repairs, industrial, civil or public disturbances, causing the inability to perform the requirements of this Contract. If any party is rendered unable, wholly or in part, by a force majeure event or any event cause not within such party's control, to perform or comply with any obligation or condition of this Contract; upon giving notice and reasonably full particulars to the other party, such obligation or condition shall be suspended only for the time and to the extent commercially practicable to restore normal operations. In the event the Contractor ceases to be excused pursuant to this provision, then the County shall be entitled to exercise any remedies otherwise provided for in this Contract, including Termination for Default.

Whenever a force majeure event causes the Contractor to allocate limited resources between or among the Contractor's customers, the County shall receive no less priority in respect to such allocation than any of the Contractor's other customers.

3.8 Taxes, Licenses, and Certificate Requirements

This Contract and any of the work provided hereunder is contingent and expressly conditioned upon the ability of the Contractor to provide the specified goods or services consistent with applicable federal, state or local laws and regulations. If, for any reason, the Contractor's required compliances are terminated, suspended, revoked or in any manner modified from their status at the time this Contract becomes effective, the Contractor shall notify the County immediately of such condition in writing.

The Contractor and subcontractor(s) shall maintain and be liable for all taxes (except sales/use taxes), fees, licenses, permits and costs as may be required by applicable federal, state or local laws and regulations as applicable to the work under this Contract.

3.9 Assignment

Neither party shall assign any interest, obligation or benefit under or in this Contract or transfer any interest in the same, whether by assignment or novation, without prior written consent of the other party. If assignment is approved, this Contract shall be binding upon and inure to the benefit of the successors of the assigning party. This provision shall not prevent the Contractor from pledging any

- F. The indemnification, protection, defense and save harmless obligations contained herein shall survive the expiration, abandonment or termination of this Contract.
- G. Nothing contained within this provision shall affect and/or alter the application of any other provision contained within this Contract.

3.11 Applicable Law and Forum

Except as hereinafter specifically provided, this Contract shall be governed by and construed according to the laws of the State of Washington, including, but not limited to, the Uniform Commercial Code, Title 62A RCW. Any claim or suit concerning this Contract shall only be filed in either the King County Superior Court or U.S. District for the Western District of Washington, in Seattle.

3.12 Conflicts of Interest and Non-Competitive Practices

By entering into this Contract to perform work, the Contractor represents that it has no direct or indirect pecuniary or proprietary interest, and that it shall not acquire any interest that conflicts in any manner or degree with the work required to be performed under this Contract. The Contractor shall not employ any Person or agent having any conflict of interest. In the event that the Contractor or its agents, employees or representatives hereafter acquires such a conflict of interest, it shall immediately disclose such conflict to the County. The County shall require that the Contractor take immediate action to eliminate the conflict up to and including termination for default.

By entering into this Contract to perform work, the Contractor represents that no Persons except as designated by Contractor shall be employed or retained to solicit or secure this Contract with an agreement or understanding that a commission, percentage, brokerage, or contingent fee would be paid; and no gratuities, in the form of entertainment, gifts or otherwise, were bided or given by the Contractor or any of its agents; employees or representatives, to any official, member or employee of the County or other governmental agency with a view toward securing this Contract or securing favorable treatment with respect to the awarding or amending, or the making of any determination with respect to the performance of this Contract.

3.13 Disputes, Claims and Appeals

The Contractor shall address questions or claims regarding the Contract in writing to the Buyer and Project Manager, within ten (10) Days of the date on which the Contractor knows or should know of the question or claim. No claim by the Contractor shall be allowed if asserted after final payment under this Contract. No claim shall be allowed for any costs incurred more than ten (10) Days before the Contractor gives written notice, as required in this section. The Buyer and Project Manager shall ordinarily respond to the Contractor in writing with a decision, but absent such written response, the question or claim shall be deemed denied upon the tenth (10th) Day following receipt by the Buyer and Project Manager.

In the event the Contractor disagrees with the determination of the Buyer and Project Manager, the Contractor shall within five (5) Days of the date of such determination, appeal the determination in writing to the Procurement and Contract Services Section Manager. Such written notice of appeal shall include all information necessary to substantiate the appeal. The Procurement and Contract Services Section Manager shall review the appeal and make a determination in writing, which shall be final. Appeal to the Procurement and Contract Services Section Manager shall be a condition precedent to alternative dispute resolution or litigation.

Pending final decision of a dispute hereunder, the Contractor shall proceed diligently with the performance of the Contract and in accordance with the direction of the Buyer or Project Manager. Failure to comply precisely with the time deadlines under this subsection as to any claim shall operate as a waiver and release of that claim and an acknowledgement of prejudice to the County.

Washington Hazardous Waste Management Act, and applicable rules and regulations of the Environmental Protection Agency and the Department of Ecology governing the generation, storage, treatment, transportation or disposal of hazardous wastes.

3.18 Patents and Royalties

The Contractor is responsible for paying all license fees, royalties or the costs of defending claims for the infringement of any intellectual property that may be used in performing this Contract.

3.19 Supported Employment Program

The County encourages the creation of supported employment programs for developmentally and/or severely disabled individuals. The County itself has such a program and is actively seeking to do business with those Contractors and Consultants that share this employment approach. If your firm has such a program, or intends to develop such a program during the life of this Contract, please submit Documentation supporting this claim with your bid. If you have questions, or need additional information, please contact the Community and Human Services Division, Developmental Disabilities Division, 206-296-5268.

3.20 Nondiscrimination and Equal Employment Program

During the performance of this contract, neither the Contractor nor any party subcontracting under the authority of this Contract shall discriminate nor tolerate harassment on the basis of race, color, sex, religion, nationality, creed, marital status, sexual orientation, age, or the presence of any sensory, mental, or physical disability in the employment or application for employment or in the administration or delivery of services or any other benefits under this Contract. King County Code, and all applicable state and federal anti-discrimination laws, rules, regulations and requirements are incorporated herein by reference, and such requirements shall apply to this contract. Ref. KCC 12.16, 12.17, and 12.18

3.21 Equal Benefits To Employees With Domestic Partners

Pursuant to Ordinance 14823, King County's "Equal Benefits" (EB) ordinance, and related administrative rules adopted by the County Executive, as a condition of award of a contract is valued at \$25,000 or more, the Contractor agrees that it shall not discriminate in the provision of employee benefits between employees with spouses, and employees with domestic partners during the performance of this Contract. Failure to comply with this provision shall be considered a material breach of this Contract, and may subject the Contractor to administrative sanctions and remedies for breach.

When the contract is valued at \$25,000 or more, the Contractor shall complete a Worksheet and Declaration form for County review and acceptance prior to Contract execution. The EB Compliance forms, Ordinance 14823 (which is codified at KCC Chapter 12.19) and related administrative rules are incorporated herein by reference. They are also available online at: <http://www.metrokc.gov/procurement/forms/eb.aspx>.

3.22 Non-Waiver of Breach

No action or failure to act by the County shall constitute a waiver of any right or duty afforded to the County under the Contract; nor shall any such action or failure to act by the County constitute an approval of, or acquiescence in, any breach hereunder, except as may be specifically stated by the County in writing.

SECTION 4 Specific Contractual Terms & Conditions

4.1 Contract Value

The estimated annual value of this contract is approximately \$430,000. King County will not be limited, restricted or bound by this dollar value, nor shall the County be obligated to purchase any items contained in this ITB.

4.2 Contract Term

The initial term of this Contract will be one (1) year and may be extended for four (4) additional one-year periods at the option of the County, subject to the termination clauses contained herein. King County reserves the right to extend the term if determined to be in the best interest of the County.

Contracts or purchase orders will be issued by the County. Contract amendments or change orders issued by the County may reflect modification(s) of contract terms, funding or other matters.

King County reserves the right to purchase the goods or services described herein from other sources. The Contractor does not have the exclusive right to fill all of the County's requirements for the goods or services awarded nor will the County be obligated to purchase the estimated annual quantity, or any quantity contained in this Contract.

4.3 Price Revisions

Prices shall remain firm for the duration of the initial Contract period. Reasonable price changes based on market conditions and price/cost analysis may be made after the initial Contract period. The Contractor shall supply documentation satisfactory to King County such as documented changes to the Producers Price Index for the commodity, the Consumer Price Index for the Seattle-Tacoma-Bremerton area, or a manufacturer's published notification of price change(s).

King County will evaluate this information to determine if revising the pricing is considered fair and reasonable to the satisfaction of King County. Requests for any such change shall be made in writing to the Buyer in the Procurement Services Section office. A written change order issued by the County will institute the price adjustment, provide the new prices and establish the effective date for the new prices.

The Contractor shall endeavor to give the King County Procurement Services Section thirty (30) days but not less than fourteen (14) days written notice prior to the effective date of the price increase. The County may cancel the contract if the price increase request is not approved.

Failure of the Contractor to request a price revision in accordance with this paragraph and failure to provide the required documentation to support a request for price revision shall not impact the ordering or delivery of any item associated with the contract.

All price reductions at the manufacturer's or distributor's level shall be reflected in a reduction of the contract price(s) to King County retroactive to the effective date of the price reductions.

4.4 Shipping Charges

All prices shall include freight FOB to the designated delivery point. The County will reject requests for additional compensation for freight charges.

4.5 Packing Slips

Each delivery to the County shall have a packing slip enclosed that identifies the requester, purchase order number, part number, unit price and quantity of each part shipped. If the delivery is a partial shipment, indicate on the packing slip that it is not a complete shipment of that requisition and identify the items not shipped and provide a projected completion date of the order.

The Contractor is responsible for all costs of repair or replacement in order to restore products to the applicable Contract requirements, including shipping charges, for products found defective within the warranty period, regardless of who actually corrects the defect.

4.9 Product Return

The County reserves the right to return standard products to the Contractor for full refund or credit when the Contractor is notified of the return within 30 days of the County's receipt of products.

The Contractor shall, at the County's option, issue a credit for the dollar value of the merchandise returned or refund that dollar amount (less any applicable restocking fee) to King County.

This subsection does not apply to any merchandise made to order for the County.

4.10 Hazardous Chemical Communication

In order to comply with WAC 296-62-054, Hazard Communication, the Contractor shall prepare a Material Safety Data Sheet (MSDS) for all products containing any toxic products that may be harmful to the end user. The MSDS Sheet is to accompany the toxic product(s) to the specified delivery sites and include the Chemical Abstract Service (CAS) numbers for every chemical that is listed in the MSDS. If the product is actually used diluted, the rate shall be so stated in the MSDS and the hazards and corresponding Personal protection, etc. also be listed. SARA Title 3 chemicals shall be listed with the percentage by weight of the total product. The MSDS shall include a statement as to the intended use of the product.

4.11 Prohibition on Asbestos-Containing Products

Asbestos-containing products shall not be provided to the County under this Contract, unless no practicable alternative for the asbestos-containing product exists and the Contractor obtains the written consent of the County. The Contractor shall notify the County in writing at least sixty (60) Days before it plans to supply the County with an asbestos-containing product. The County will respond to such notification within thirty (30) Days of receipt. The Contractor shall comply with applicable state, federal and local labeling and other laws, regulations and ordinances pertaining to asbestos-containing products, including, but not limited to, the State of Washington Industrial Safety and Health Act and the federal Occupational Safety and Health Act.

4.12 Insurance Requirements

Prior to the award of a contract, the Contractor shall obtain and maintain the minimum insurance set forth herein for the duration of this contract for itself and any subcontractor performing work. By requiring such minimum insurance, the County shall not be deemed or construed to have assessed the risks that may be applicable to the Contractor under this Contract. The Contractor shall assess its own risks and, if it deems appropriate and/or prudent, maintain greater limits and/or broader coverage. The Contractor shall maintain limits and scope of insurance no less than:

General Liability \$1,000,000 combined single limit per occurrence for bodily injury, personal injury and property damage, and for those policies with aggregate limits, a \$2,000,000 aggregate limit;

Automobile Liability: \$1,000,000 combined single limit per accident for bodily injury and property damage;

Workers' Compensation: Statutory requirements of the state of residency;

Employers Liability Stop Gap: \$1,000,000.

Pollution Liability: \$1,000,000

SECTION 5 Technical Specifications

5.1 Introduction of Specifications

The intent of this bid is to establish a Contract for the supply and delivery of janitorial chemical cleaning supplies as identified in the Bid Response section of this bid, for all King County Departments, Divisions, and Agencies.

Many King County facilities are located on or near major waterways; therefore King County is continuing to take innovative steps in using environmentally safe chemicals and janitorial cleaning products. The County requires qualification testing of all new products before a contract is issued for any unapproved products. The County may use the following criteria to help determine a bidder's responsiveness and responsibility.

- A. Environmentally safe and biodegradable products.
- B. Product storage safety.

5.2 Schedules

Items are identified using descriptions from previous Contractors. These items may contain the current Contractor's product numbers/codes. Every effort has been made to clearly identify the type of product requested. All bidders shall include the Manufacturer's Part Number and the Brand offered. Failure to identify Brands and Numbers may cause a bid to be deemed non-responsive. King County shall be the sole judge in determining if a product offered is considered equal.

Schedule 1- Brooms/Brushes/Sponges/Mops: Items associated with surface cleaning of buildings and vehicles. The descriptions may include just the item, i.e. Angler Broom. Bidders shall provide brand name.

Bidders shall submit all information pertaining to chemically treated mops and dusters offered.

Schedule 2- Cleansers and Cleaners: Items associated with care and cleaning of human body parts, buildings, and vehicles. No substitutes will be accepted for items containing the brand name Boraxo. Dilution ratios shall be provided for all concentrated products.

Schedule 3- Vacuum Cleaner & Miscellaneous: Items associated with polishing and waxing of furniture and floors. This schedule also contains other miscellaneous items.

Schedule 4- Green Seal Certified Cleaners: Items certified by Green Seal as GS-37 or GS-40.

Schedule 5- H2Orange2: No substitutions shall be allowed for this schedule.

5.3 General

- A. The Contractor shall advise the County of any item that is not available or will be backordered at the time the order is placed. King County shall be immediately notified by the Contractor if an existing order will be delayed or not be exactly as ordered.
- B. The quantities listed may be purchased throughout the initial contract term on an as needed basis. This is not a one-time purchase or authorization to order.
- C. Contractor shall advise King County of product substitutes that are considered to be more cost effective or environmentally responsible as they become available.
- D. Bidder shall be an established dealer, currently stocking and supplying a full line of products, as recommended by the manufacturer, of the items bid upon with sufficient facilities, personnel and

Previously Pre-qualified Chemical Products:

- Hillyard manufactured products
- Pioneer Eclipse products
- Zep's Reach
- Micro-Brush Pro Soap
- Boraxo
- 20/10 All Season (windshield cleaner)
- Gunk Green Clean (degreaser)

Products which are not identified on the above list, and have never been tested, used or approved and are determined to be the lowest bid offered will be subjected to the testing procedures as follows:

The successful bidder shall be able to prove, with experimental documentation, the results: <100mg/liter polar and <100mg/liter non-polar fats, oils and grease, using the Oil and Grease Analysis described below: (Applicable for all purpose cleaner concentrate and heavy duty cleaner/degreaser concentrate only.)

Mix 4 liters of 1% solution of concentrate (i.e. diluted 100:1) with 200 grams of #3 fuel oil. Shake vigorously for 30 seconds. Let sit for 45 minutes, then remove 1.0 liter of water from bottom of container and run polar/nonpolar oil and grease analysis (via method 503B, Standard Methods for Analysis of Water and Wastewater, current edition.)

B. General Purpose Cleaners within Schedule 2

1. Products shall be non-toxic according to 29CFR910.1200.
2. Products shall be biodegradable by 40CFR796.3200
3. Products shall be noncorrosive according to the Corrositex test method.
4. Products shall be phosphate-free.
5. Products shall not contain harsh acids or strong alkalis.
6. HMIS codes shall be "zeros" or "ones."
7. Examples of Products in this category are:
 - a. Glass Cleaner, Pro Glass II FOR-218, one quart
 - b. All purpose floor cleaner, liquid
 - c. Washroom fixture cleaner/liquid toilet cleaner. 24-32oz. spray bottle.
 - d. Carpet Cleaner, Extraction Pro 4 Gal/CS, Formula FOR-274.
 - e. All purpose cleaner liquid concentrate: 1 gallon and 55 gallon.
 - f. Heavy duty cleaner/degreaser concentrate: 1 gallon and 55 gallon.
 - g. Floor Care Products
 - h. Products manufactured by Hillyard or Pioneer Eclipse. Or proven equal.

5.11 Samples

The Bidder shall have one (1) week after request, to provide samples. Failure to provide samples when requested shall eliminate Bidder from consideration. King County shall be the sole judge in determining sample quality. The samples will be returned upon request and at Bidder's expense.

5.12 Ordering

Orders placed will vary with the requirements of County Agencies. King County will not split individual packages of items sold in multiple units.

Minimum ordering requirements of cases, crate, or pallets are unacceptable.

6.4 References

List the names and addresses of four (4) customers, for whom the bidder has provided similar goods, preferably in Washington State, for a period not less than one (1) year. Include dates, contact persons and telephone numbers. Should any reference submitted by a bidder be found unsatisfactory, King County, at its sole option, may reject that bidder's bid. King County shall be the sole judge in determining a satisfactory/unsatisfactory reference response. Reference shall be submitted with bid.

Company Name: <u>Monroe School District</u>	Company Name: <u>Clover Park School District</u>
Company Address: <u>2006 Greenwood St, Monroe WA 98272</u>	Company Address: <u>10903 Gemelly UICDR, Lakewood WA 98927</u>
Company Phone: <u>360-794-3005</u>	Company Phone: <u>253-583-5483</u>
Contact Person: <u>Mark Spangenberg</u>	Contact Person: <u>Dan Miller</u>
Dates: <u>7 years</u>	Dates: <u>30+ years</u>
Company Name: <u>Northshore School District</u>	Company Name: <u>Belleve School District</u>
Company Address: <u>3330 Maple Villa Pkwy, Bothell 98021</u>	Company Address: <u>12039 NE 5th, Bellevue WA 98005</u>
Company Phone: <u>425-489-6442</u>	Company Phone: <u>425-456-4013</u>
Contact Person: <u>Candace Montney</u>	Contact Person: <u>Mary Montgomery</u>
Dates: <u>7 years</u>	Dates: <u>7 years</u>

6.5 Prompt Pay Discount

Prompt payment discounts offered by Contractors shall be used to calculate the low bid provided the discount offered allows a minimum of 20 days for payment. The number of days is calculated from the date of acceptance of goods or services or from the date a complete invoice is date stamped as received by King County, whichever event occurs last, and the check/warrant date. The County will take advantage of any prompt payment discount terms bid. Discount periods shall be extended if:

- A. The date printed on the invoice is more than three days earlier than the invoice receipt date;
- B. The delay is caused awaiting a credit memo, invoice correction, adjustment or reissue;
- C. An invoice is received prior to receiving goods ordered.

Prompt pay discount offered 0 % - 0 Days, Net 30

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
Schedule 1 - Brooms/Brushes/Sponges/Mops						
1	175 ea	Angler Broom	Rubbermaid #RM6375	Each or 6/cs	\$ 8.14 ea	\$ 1424.50
2	75 ea	Heavy duty sweep 18" with hardwood handle	Carlisle #FP4522100 e #FP45267	Each or 12/cs 18" Handle metal tip	\$ 7.14 ea 2.29 = 9.43 ea	\$ 707.25
3	100 ea	Push broom 18" wire center with hardwood handle	Carlisle #FP3610241803C	Each or 6/cs 18"	\$ 16.58 ea	\$ 1658.00
4	100 ea	Whisk broom 9-1/2" 3-sew nickel ball & ring cap	Premiere Mop + Broom #HB39	Each or 12/cs	\$ 1.60 ea	\$ 160.00
5	150 ea	Corn Broom	Premiere Mop + Broom #HB27	Each	\$ 4.45 ea	\$ 667.50
6	50 ea	Counter brush, 8" hardwood block with hanging hole	Carlisle #FP3621123	Each or 12/cs 8"	\$ 2.76 ea	\$ 138.00
7	100 ea	Scrub brush 8" square end, hardwood block	Carlisle #FP368300	Each or 12/cs 8 1/4"	\$ 1.49 ea	\$ 149.00
8	75 ea	Deck brush 12" (handle not included)	Carlisle #FP3629200	Each or 12/cs 12"	\$ 4.55 ea	\$ 341.25
9	100 ea	Brush, Truckwash	Carlisle #FP3612092	Each or 12/cs 9"	\$ 7.20 ea	\$ 720.00
10	50 ea	Counter brush, plastic	Rubbermaid #RM634100BLA	Each or 6/cs 8"	\$ 3.25 ea	\$ 162.50
11	35 ea	Brush, Specialty 15S Steel Wire, Tooth-Brush Style	Carlisle #FP4067500	Each or 12/cs 7"	\$ 1.10 ea	\$ 38.50
12	25 ea	Two-way Truck Wash Brush	Carlisle #FP3649700	Each or 12/cs 10"	\$ 10.80 ea	\$ 270.00
13	200 ea	Hand & Nail Brush	Carlisle #FP3623900	Each or 24/cs	\$ 0.56 ea	\$ 112.00
14	75 ea	Black Nylon Bowl Scrub Brush	Carlisle #FP3631303	Each or 24/cs 20"	\$ 2.78 ea	\$ 208.50
15	200 ea	3m #74 Scrubbing Sponge, or equal	3M #CL0074	Each or 20/cs	\$ 0.74 ea	\$ 148.00

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
		equal				
31	50 ea	Mop, 20 oz. Rayon	Rubbermaid #SEV417	Each or 12/cs	\$ 3.66ea	\$ 183.00
32	25 ea	16-20 oz. Mop Winger	Rubbermaid #RM612788YL	Each or 2/cs	\$ 45.12ea	\$ 1128.00
33	25 ea	35 Quart Mop Bucket	Rubbermaid #RM757088YL	Each	\$ 31.12ea	\$ 780.50
34	100 ea	54" Mop Handle	Rubbermaid #SEH145	Each or 12/cs	\$ 10.13ea	\$ 1013.00
35	100 ea	12 oz. Rayon Mop	Rubbermaid #SEF416	16oz Case (12) only	\$ 4.13ea	\$ 4130.00
36	12 ea	Mop bucket and wringer combo, Rubbermaid RM7577YL, or approved equal	Rubbermaid #RM757788YL	Each	\$ 67.34ea	\$ 808.08
37	12 ea	Mop bucket and wringer combo, Rubbermaid RM7580YL, or approved equal	Rubbermaid #RM758088YL	Each	\$ 47.15ea	\$ 565.80
38	450 ea	Toilet bowl mop, acid- resistant, white, Unisan UNS-170, or approved equal	Impact #IM201	Each or 100/cs	\$ 0.56ea	\$ 252.00
39	50 ea	20" Eraser Burnishing Pads, 5 pads /case, 3M Products 3M20EB, or approved equal	3M #3M20EB	Each or 5/cs	\$ 4.47 ea	\$ 223.50
40	240 ea	36" Standard laundrable dust mops, 12 mops/cs, Rubbermaid SED0236, or approved equal	Rubbermaid #SED0236	Each or 12/cs	\$ 10.16 ea	\$ 2438.40
41	24 ea	Speed change mop handles, 63", white, Impact IMP 84, or approved equal	Impact #WH84	Each or 12/cs	\$ 9.53 ea	\$ 228.72

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
51	\$20,000	Discount off supplier's catalog list price for other items.	N/A	N/A	35 %	\$
SCHEDULE 1 TOTAL BID						\$ 75,123.15

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Packaging & Dilution Ratio	Unit Price	Extended Price
11	600 cs	Pink lotion liquid soap, Hillyard Foam HIL-317, 1,700 hand washes/cartridge, 3-1250ml cartridges/case	Gojo #GJS161 Requires #GJS150 Disp. @ \$0 cost	3-1250ml/cs 1785 washes per cartridge	\$ 28.66/cs	\$ 17,196.00
12	150 gl	Pink pearl hand soap, Phosphate free, Hillyard, HIL-245	Coastwide #CLB201	Each or 4/cs Gallon	\$ 6.69/gl	\$ 1003.50
13	80 cs	Hand Sanitizer, Purell 8/1000ml/case, GOJ 2156-08	Gojo #GJ2156	Case only 8-1000ml/cs	\$ 42.26/cs	\$ 3380.80
14	1000 lbs	Boraxo heavy duty powder, 5lb pkg	Dial #DL2303	5lb box only or 10-5lb/cs	\$ 0.9820/lb	\$ 982.00
15	400 gl	Boraxo liquid waterless, with Pumice	Dial #DL2603	Case only 6-2ltr/cs	\$ 0.1702/gl	\$ 874.24
16	560,000 ml	Gentle lotion soap, 800 ml/bottle	Gojo #GJ9112	Case only 12-800ml/cs	\$ 0.0036/ml	\$ 2016.00
17	80,000 ml	Body shampoo, 800 ml/bottle	Gojo #GJ9126	Case only 12-800ml/cs	\$ 0.0027/ml	\$ 216.00
18	40,000 ml	Hand cream, 800 ml/bottle	Gojo #GJ9142	Case only 12-800ml/cs	\$ 0.0047/ml	\$ 188.00
19	40 ltr	Waterless cleanser with grit, 800 ml	Gojo #GJ7295	Case only 4-2000ml/cs Requires #GJ7300 @ \$0 cost	\$ 7.00/ltr	\$ 280.00
20	600 ea	Bar, 3 oz, Ivory	Procter & Gamble #PGC32136	Case only 96-3.1oz/cs	\$ 0.4475/ea	\$ 268.50
21	10 ea	Cormatic Citrus Lemon Gel Deodorizer, Georgia Pacific GP0457	Georgia Pacific #GP0457	Each or 24/cs	\$ 2.70/ea	\$ 27.00

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Packaging & Dilution Ratio	Unit Price	Extended Price
33	5,500 gl	General purpose solvent/degreaser, heavy duty, liquid concentrate, 55 gallon	Coastwide # CL3419	55gl Drum Only 64:1 = 3,575 gallons product per drum	\$ 6.1596 gl	\$ 33,877.80
✓ 34	500 gl	Floor wax stripper, fast acting on-odor, liquid, 5 gallon	CW Sustainable Earth #CLSE8305	5gl Pail Only 20:1 = 105gls product	\$ 10.1441 gl	\$ 5072.00
35	10,000 oz	Disinfectant/Deodorizer, pump or aerosol 20 oz can			\$	\$
36	50 gl	Ammonia, 1 gallon, 10% minimum concentrate	United Grocers # AP200	Each or 6/cs Gallon	\$ 3.17 gl	\$ 158.50
✓ 37	1,200 gl	Floor finish, Masterpiece, one gallon, FOR-220	CW Sustainable Earth #CLSE8001	Each or 4/cs 1:1 = 2gls product	\$ 9.56 gl	\$ 11,472.00
38	25 gl	Ultra low odor floor finish, 5 gallon containers, Coastwide PR5955, or approved equal	CW Sustainable Earth #CLSE8005	5gl Pail Only 1:1 = 10gls product	\$ 8.888 gl	\$ 222.20
39	120 gl	Bleach, 5.25% 6, 1-gallon containers/case	KIK International # AP3033	Each or 6/cs Gallons	\$ 1.54 gl	\$ 184.80
40	50 lbs	Oxygen based bleach, OXI Magic, Oxyclean	Oxyclean # DGL15161	6lb container only	\$ 2.5978 lb	\$ 129.89
41	1,100 gl	OxyPower concentrated cleaner, 4 Gal/case, Formula FOR-281	Fantastic # CB78279	Case Only 12-26oz/cs	\$ 13.53 gl	\$ 14,883.00
✓ 42	80 gl	Carpet Cleaner, Extraction Pro 4 Gal/CS, Formula FOR-274	CW Sustainable Earth #CLSE6201	Each or 4/cs 256:1 = 257gls product	\$ 10.77 gl	\$ 861.60
✓ 43	480 qt	Carpet cleaner, Spot Pro 12 QTS/CS, Formula FOR-275	CW Sustainable Earth #CLSE67032	Each or 12/cs Ready-To-Use	\$ 3.78 qt	\$ 1814.40

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
Schedule 3 - Vacuum Cleaner & Miscellaneous						
1	4,500 oz	Fresh Lemon Wax Spray, 18 oz bottles	Johnson's # JW4415	Each or 12/cs 32oz	\$ 0.0762/oz	\$ 342.90
2	4,500 oz	Cleaner/Wax, pump or 16-20 oz aerosol can	Claire # CLCB11	Each or 12/cs 19oz	\$ 0.1214/oz	\$ 546.30
3	13,140 oz	Polish, pump or 16-20 oz aerosol can	Claire # CLCB11	Each or 12/cs 19oz	\$ 0.1214/oz	\$ 1595.20
4	2,700 oz	Dust mop treatment, pump or 18 oz can	Claire # CLCB75	Each or 12/cs 14oz	\$ 0.1701/oz	\$ 459.27
5	100 ea	18" Window squeegee, blade	Unger # UNRT450	Each 18"	\$ 1.66/ea	\$ 165.60
6	50 ea	Window squeegee, handle	Unger # UN65000	Each	\$ 4.19/ea	\$ 209.40
7	25 ea	12" channel & blade window squeegee	Unger # UNGC300	Each 12"	\$ 4.19/ea	\$ 104.70
8	20 ea	18" channel & blade window squeegee	Unger # UNGC450	Each 18"	\$ 5.46/ea	\$ 109.20
9	100 ea	Colt 12 vacuum bags	NSS # NSS0298901	Each	\$ 2.59/ea	\$ 258.98
10	50 ea	Hoover Type M Vac Bags	Hoover # HV4010037H	Pack only 3/pk	\$ 0.7281/ea	\$ 36.41
11	10 ea	Vacuum, Pro Force Team 1500XP	Pro-Team # PT104301	Each	\$ 381.60/ea	\$ 3816.00
12	70 ea	Vacuum motor filter VSE/VSM, Windsor WIN-060	Windsor # WN1044	Each	\$ 6.14/ea	\$ 430.08
13	320 ea	Paper filter for Windsor Versamatic Vacuum, 10 each/pk, WIN-	Windsor # WN2003	Pack only 10/pk	\$ 0.9153/ea	\$ 292.90

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
25	30 pr	Neoprene, Gloves, Medium, HD 15-1/2" length, or approved equal	IMPACT # 1M8433M	Dozen only 12 pair / Dozen	\$ 1.596 pr	\$ 47.88
26	100 pr	Latex Lined Gloves, Small	IMPACT # 1M8430S	Pair or Dozen	\$ 1.23 pr	\$ 122.70
27	100 pr	Latex Lined Gloves, Medium	IMPACT # 1M8430M	Pair or Dozen	\$ 1.23 pr	\$ 122.70
28	50 pr	Latex Lined Gloves, Large	IMPACT # 1M8430L	Pair or Dozen	\$ 1.23 pr	\$ 61.35
29	\$5,000	Discount off supplier's catalog	N/A	N/A	20%	\$
SCHEDULE 3 TOTAL BID						\$ 12,459.35

14. 10 ea Vacuum, Windsor Sensor XP15 Windsor #WNSRXP15 Each \$ 508.49 \$5,084.90
Schedule 3 Total Bid \$ 17,544.25

Pricing Schedule 5 – H2Orange2 Multi-purpose Cleaner (NO SUBSTITUTIONS)

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Packaging & Dilution Ratio	Unit Price	Extended Price
1.	30 ea	H2Orange2 Multi-purpose Concentrate #117, 55 Gallon Drum	No Bid	—	\$ —	\$ —

INVITATION TO BID Addendum # 1



Department Of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

ADDENDUM DATE: October 8, 2007

ITB Title: Janitorial Cleaning Supplies

ITB Number: 1036-07 AXC

Due Date/Time: October 23, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise Invitation to Bid 1036-07 AXC advertised October 4, 2007 as follows:

1. The bid due date shall remain the same Tuesday, October 23, 2007, at 2:00 P.M.
2. Subsection 5.3, General, paragraph E; change to read as follows:
 - E. To be eligible for award of schedules 1, 2 and 3 bidders shall be located within a 50-mile radius of downtown Seattle, Washington, so that King County Agencies can pick up products as needed.

This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiotape or computer disk for individuals with disabilities upon request.

**INVITATION TO BID
Addendum # 2**



Department Of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

ADDENDUM DATE: October 22, 2007

ITB Title: Janitorial Cleaning Supplies

ITB Number: 1036-07 AXC

Revised Due Date/Time: November 6, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise Invitation to Bid 1036-07 AXC advertised October 4, 2007 as follows:

1. Change the bid opening date from Tuesday, October 23, 2007 to **Tuesday, November 6, 2007 at 2:00.**

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This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.

INVITATION TO BID

Addendum # 3



Department Of Executive Services
 Finance and Business Operations Division
 Procurement and Contract Services Section
 206-263-9400 TTY: Relay: 711

ADDENDUM DATE: October 25, 2007

ITB Title: Janitorial Cleaning Supplies

10

ITB Number: 1036-07 AXC

Revised Due Date/Time: November 6, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise Invitation to Bid 1036-07 AXC advertised October 4, 2007 as follows:

1. The bid due date shall remain the same Tuesday, November 6, 2007 at 2:00.
2. Sub-Section 4.12 Insurance Requirements, delete "Pollution Liability: \$1,000,000"
3. Sub-Section 5.2 Schedules, Schedule 4 - Green Seal Certified Cleaners add GS-41.
4. Sub-Section 5.9 Schedule 4 - Green Seal Certified Chemicals, first paragraph, add GS-41 Hand Cleaners and Hand Soaps
5. Sub-Section 5.4 Environmental Chemical Products, item "F", delete.
6. Sub-Section 6.6 Pricing, Schedule 1, item #16, change to read "3M, Doodlebug Cleans, Pad #8440 or approved equal"
7. Sub-Section 6.6 Pricing, Schedule 1, item #49, delete.
8. Sub-Section 6.6 Pricing, Schedule 2, item #35, delete.
9. Sub-Section 6.6 Pricing, Schedule 3, item #13, change to read, "Paper filter for Windsor Versamatic Vacuum, 10 ea/pk, WIN-2003
10. SubSection 6.6 Pricing, Schedule 3, add:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
14.	10 ea	Vacuum, Windsor Sensor XP 15	Windsor # WNSRXP15	Each	\$ 508.49	\$ 5084.90

This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.

11. Sub-Section 6.6 Pricing, Schedule 4, add:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
10.		Soap, Hand (GS-41)	Coastwide Sustainable Cush # CUSE7401	Each or 4/cs	\$ 6.35	\$ 635.00

12. Sub-Section 6.6 Pricing, Schedule 5 -- H2Orange2 Multi-purpose Cleaner add:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
2.	100 ea	H2Orange2 Multi-purpose Concentrate #117, 1 Gallon Container	No Bid	—	\$ —	\$ —

13. Replace Bid Opening Label, attached.

BID OPENING LABEL

Complete the form below (or a reasonable facsimile thereof) and affix to the exterior lower left hand corner of the submission package.

U R G E N T – SEALED BID ENCLOSED			
Do Not Delay – Deliver Immediately			
T Z E O R C	 King County	King County Procurement & Contract Services Section New County Office Building, 3rd FL MLK-ES-0340 401 Fifth Avenue Seattle, WA 98104	U R G E N T
	Bid No.	ITB 1036-07 AXC	
	Bid Title	Janitorial Cleaning Supplies	
	Due Date		
	Vendor		

INVITATION TO BID
Addendum # 4



Department Of Executive Services
 Finance and Business Operations Division
Procurement and Contract Services Section
 206-263-9400 TTY Relay: 711

ADDENDUM DATE: November 2, 2007

ITB Title: Janitorial Cleaning Supplies 10

ITB Number: 1036-07-AXC

Revised Due Date/Time: November 13, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise Invitation to Bid 1036-07-AXC advertised October 4, 2007 as follows:

1. Change the bid opening date from Tuesday, November 6, 2007 to Tuesday, November 13, 2007 at 2:00.
2. Sub-Section 6.6 Pricing, Schedule 4, revise to read:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
10.	100 gal	Soap, Hand (GS-41), gallon	ew Sustainable Earth #CL5E7401	Each or 4/5s RTU	\$ 6.35	\$ 635.00

This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.

Bid "B"

ORIGINAL



King County

Department of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

Invitation to Bid

ADVERTISED DATE: OCTOBER 4, 2007

Invitation to Bid (ITB) Title: Janitorial Cleaning Supplies

ITB Number: 1036-07-AXC

Due Date: October 23, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

KING COUNTY
PROCUREMENT
SERVICES

Term Supply Requirement

NOV 13 2007

PM

Furnish Janitorial Cleaning Supplies as requested by King County personnel in accordance with the attached terms, requirements and specifications.

NO PRE-BID CONFERENCE

Sealed Bids are hereby solicited and will only be received by:
King County Procurement Services Section
New County Office Building, 3rd Floor
401 Fifth Avenue
Seattle, WA 98104
Office Hours: 8:00 a.m. - 5:00 p.m.
Monday - Friday

BIDDERS SHALL COMPLETE AND SIGN THE FORM BELOW.

We acknowledge that Addenda numbered 1 to 4 have been examined as part of the Contract documents. The submittal is signed by an authorized representative of the Bidder accepting all terms and conditions contained in the bid and any addenda. We acknowledge that attaching our terms and conditions or modifying the ITB terms and conditions may result in our bid being rejected.

Company Name

Coastwide Laboratories, Inc.

Address

3800 1st Ave. South

City/State /Postal Code

Seattle WA 98134

Signature

Jason Overbey

Print name and title

Jason Overbey - Contract Analyst III

Email

joverbey@coastwide labs.com

Phone

206-957-0243

Fax

206-957-0269

SCS/DBE Certification Number

Upon request, this Invitation to Bid will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities.

1.4 Alterations to Document

Any addition, limitation or provision made or attached to the bid may render it non-responsive and/or irregular and be cause for its rejection.

Bidders may be required to submit additional documents as part of the bid package. Any alteration of such documents by erasure or interlineations shall be explained or noted and initialed by the Bidder.

1.5 Late Bids

Bids, modifications of bids, and withdrawal of bids received at the office designated in the solicitation after the exact hour and date specified for receipt will not be considered.

1.6 Cancellation of ITB or Postponement of Bid Opening

The County reserves the right to cancel the ITB at any time.

The County may change the date and time for submitting bids prior to the date and time established for submittal.

1.7 Addenda

Bidder shall acknowledge receipt of all "Addenda" issued during the bid process. Failure to acknowledge receipt of all addenda may result in a bid being determined non-responsive.

If at any time, the County changes, revises, deletes, clarifies, increases, or otherwise modifies the ITB, the County will issue a written Addendum to the ITB.

1.8 Questions and Interpretation of the ITB

No oral interpretations of the ITB will be made to any Bidder. All questions and any explanations must be requested in writing and directed to the Buyer no later than seven (7) days prior to the due date specified in the solicitation. Oral explanations or instructions are not binding. Any information modifying a solicitation will be furnished to all bidders by an addendum.

Days, as referenced in this document, are calendar days unless otherwise specified.

Communications concerning this bid, with other than the listed Buyer may cause the Bidder to be disqualified.

1.9 Examination of Bid Documents

The submission of a bid shall constitute an acknowledgement upon which the County may rely that the Bidder has thoroughly examined and is familiar with the ITB, including any work site identified in the ITB, and has reviewed and inspected all applicable statutes, regulations, ordinances and resolutions addressing or relating to the goods or services to be provided hereunder.

The failure of a Bidder to comply with above requirement shall in no way relieve the Bidder from any obligations with respect to its bid or to any Contract awarded pursuant to this ITB. No claim for additional compensation shall be allowed which is based upon a lack of knowledge or misunderstanding of this ITB.

1.10 Modifications of Bid or Withdrawal of Bid Prior to Bid Due Date

At any time before the time and date set for submittal of bids, a Bidder may submit a modification of a bid previously submitted to the County. All bid modifications shall be made in writing, executed and submitted in the same form and manner as the original bid.

Bids may be withdrawn by written notice received prior to the exact hour and date specified for receipt of bids. A bid also may be withdrawn in person by a Bidder or authorized representative provided their identity is made known and they sign a receipt for the bid, but only if the withdrawal is made prior to the

1.16 Protest Procedures

King County has a process in place for receiving protests based upon invitation to bid or contract awards. The protest procedures:

http://www.metrokc.gov/procurement/documents/U_014_Protest_Procedures.doc, are available from the King County Procurement web site: <http://www.metrokc.gov/procurement/faq/supplier.aspx>.

2.4 King County Contracting Opportunities Program

The purpose of the King County Contracting Opportunities Program is to maximize the participation of Small Contractors and Suppliers (SCS) through the use of a five percent (5%) incentive factor in the award of King County contracts for the purchase of goods or services. The Program is open to all SCS firms certified by King County's Business Development and Contract Compliance Office. To learn more about this program, or becoming a Certified Firm, as well as a list of Certified Firms, may be obtained by visiting the King County Contracting Opportunities Program Web-site at <http://www.metrokc.gov/exec/bred/bdcc/prog/kccontractopp.htm> or contacting the Program office at (206) 205-0711.

2.5 Substitutions

When specific brands, materials, design, style or size are named, such specifications may be construed to be shown solely for the purpose of indicating the standard of quality, performance or intended use.

Where indicated, brands of equal quality, performance and use may be considered by the county, provided the bidder submits with their bid the brand, model, product number and other data necessary for comparison. The county retains the sole right to accept or reject substitutions.

2.6 Forms Required Before Contract Award

The Bidder shall submit, within five (5) Days of notification from the County, the applicable documents, insurance, bonds, sworn statements, and other requirements prior to award. Failure by the Bidder to submit required documents may result in rejection of the bid.

- Equal Benefit Worksheet and Declaration Form
- Personnel Inventory Report*
- Affidavit and Certificate of Compliance Regarding Equal Employment Opportunity*
- Statement of Compliance – Union or Employee Referral Agency Statement*
- Internal Revenue Service Form W-9 *
- **Certificate of Insurance and Endorsement *** – Have Insurance Agent e-mail or Fax to Buyer evidence of insurance from insurer(s) satisfactory to the county certifying to the coverage of insurance set forth in this ITB.

*If not on file with the County

2.7 Rejection of Bids

The County reserves the right to reject any bid for any reason or to waive informalities and irregularities in bids.

In consideration for the County's review and evaluation of its bid, the Bidder waives and releases any claims against the County arising from any rejection of any or all bids, including any claim for costs incurred by Bidders in the preparation and presentation of bids submitted in response to this ITB. In addition, Bidders waive the costs of providing additional information requested.

2.8 Single Bid Receipt

If the County receives a single responsive, responsible bid, the County may request an extension of the bid acceptance period and/or conduct a price or cost analysis on such bid. The Bidder shall promptly provide all cost or pricing data, documentation and explanation requested by the County to assist in such analysis. By conducting such analysis, the County shall not be obligated to accept the single bid; the County reserves the right to reject such bid or any portion thereof.

SECTION 3 Standard Contractual Terms and Conditions

3.1 Administration

This Contract is between the County and the Contractor who shall be responsible for providing the goods or services described herein. The County is not party to defining the division of work between the Contractor and its Subcontractors. The Contractor represents that it has or shall obtain all duly licensed or qualified personnel, materials and equipment required to perform work hereunder.

The Contractor's performance under this Contract may be monitored and reviewed by a Project Manager appointed by the County. Reports and data required to be provided by the Contractor shall be delivered to the Project Manager or Buyer. Questions by the Contractor regarding interpretation of the terms, provisions and requirements of this Contract shall be addressed to the Buyer or Project Manager for response.

3.2 Contract Amendments

No oral order or conduct by the County shall constitute a Contract Amendment. Contract Amendments shall only be effective upon written notification by the County. The County reserves the right to amend the contract to add or delete goods or services within the intended scope of this contract. This may include, but is not limited to:

- Approval of replacements for discontinued items,
- Add items of like function, or similar in nature or purpose to the originally listed products
- The provision of ancillary services in response to minor changes in County needs
- Extend the contract to include optional terms

Cost or Price Analysis may be required by the County for the evaluation of contract modifications, terminations, revision to contract requirements or other circumstances as determined by the County.

3.3 Invoices and Payment

The Contractor shall submit properly certified invoices to King County. The invoice(s) shall contain the following information: The purchase order/contract number, item numbers, description of supplies or services, quantities, unit prices, extended totals, and discounts, if applicable. For services, identify specific deliverables, and/or hourly rates, hours worked, total hours or related fees.

The Contractor shall bill to the address on the purchase order. The County will take advantage of any prompt payment discount terms bid. Discount periods shall be extended if the invoice is returned for credit or correction.

When a purchase order is issued against this Contract that has the potential for multiple or partial deliveries, a separate invoice shall be generated for each completed delivery accepted by the County.

Failure to comply with these requirements or to provide an invoice in conformance with the contract may delay payment.

Upon acceptance of payment, the Contractor waives any claims for the goods or services covered by the Invoice. No advance payment shall be made for the goods or services furnished by Contractor pursuant to this Contract.

King County will not be bound by prices contained in an invoice that are higher than those in the currently approved price list. If a price increase has not been accepted in writing by King County, the invoice may be rejected and returned to the Contractor for a correction.

The termination of this Contract shall in no way relieve the Contractor from any of its obligations under this Contract nor limit the rights and remedies of the County hereunder in any manner.

C. Termination for Non-Appropriation

If expected or actual funding is withdrawn, reduced, or limited in any way prior to the termination date set forth in this Contract or in any amendment hereto, the County may, upon written notice to the Contractor, terminate this Contract in whole or in part.

In accordance with King County Code 4.04.040B.6, payment shall not exceed the appropriation for the year in which termination is effected. If this Contract is terminated for non-appropriation, the County shall be liable only for payment in accordance with the terms of this Contract for performance rendered prior to the effective date of termination; and, the Contractor shall be released from any obligation under this contract or a related Purchase Order to provide further work pursuant to the Contract as are affected by the termination.

Funding under this Contract beyond the current appropriation year is conditional upon the appropriation by the County Council of sufficient funds to support the activities described in this Contract. Should such an appropriation not be approved, the Contract shall terminate at the close of the current appropriation year. The appropriation year ends on December 31 of each year.

3.7 Force Majeure

The term force majeure shall include, without limitation by the following enumeration: acts of nature, acts of civil or military authorities, fire, accidents shutdowns for purpose of emergency repairs, industrial, civil or public disturbances, causing the inability to perform the requirements of this Contract. If any party is rendered unable, wholly or in part, by a force majeure event or any event cause not within such party's control, to perform or comply with any obligation or condition of this Contract, upon giving notice and reasonably full particulars to the other party, such obligation or condition shall be suspended only for the time and to the extent commercially practicable to restore normal operations. In the event the Contractor ceases to be excused pursuant to this provision, then the County shall be entitled to exercise any remedies otherwise provided for in this Contract, including Termination for Default.

Whenever a force majeure event causes the Contractor to allocate limited resources between or among the Contractor's customers, the County shall receive no less priority in respect to such allocation than any of the Contractor's other customers.

3.8 Taxes, Licenses, and Certificate Requirements

This Contract and any of the work provided hereunder is contingent and expressly conditioned upon the ability of the Contractor to provide the specified goods or services consistent with applicable federal, state or local laws and regulations. If, for any reason, the Contractor's required compliances are terminated, suspended, revoked or in any manner modified from their status at the time this Contract becomes effective, the Contractor shall notify the County immediately of such condition in writing.

The Contractor and subcontractor(s) shall maintain and be liable for all taxes (except sales/use taxes), fees, licenses, permits and costs as may be required by applicable federal, state or local laws and regulations as applicable to the work under this Contract.

3.9 Assignment

Neither party shall assign any interest, obligation or benefit under or in this Contract or transfer any interest in the same, whether by assignment or novation, without prior written consent of the other party. If assignment is approved, this Contract shall be binding upon and inure to the benefit of the successors of the assigning party. This provision shall not prevent the Contractor from pledging any

- F. The indemnification, protection, defense and save harmless obligations contained herein shall survive the expiration, abandonment or termination of this Contract.
- G. Nothing contained within this provision shall affect and/or alter the application of any other provision contained within this Contract.

3.11 Applicable Law and Forum

Except as hereinafter specifically provided, this Contract shall be governed by and construed according to the laws of the State of Washington, including, but not limited to, the Uniform Commercial Code, Title 62A RCW. Any claim or suit concerning this Contract shall only be filed in either the King County Superior Court or U.S. District for the Western District of Washington, in Seattle.

3.12 Conflicts of Interest and Non-Competitive Practices

By entering into this Contract to perform work, the Contractor represents that it has no direct or indirect pecuniary or proprietary interest, and that it shall not acquire any interest that conflicts in any manner or degree with the work required to be performed under this Contract. The Contractor shall not employ any Person or agent having any conflict of interest. In the event that the Contractor or its agents, employees or representatives hereafter acquires such a conflict of interest, it shall immediately disclose such conflict to the County. The County shall require that the Contractor take immediate action to eliminate the conflict up to and including termination for default.

By entering into this Contract to perform work, the Contractor represents that no Persons except as designated by Contractor shall be employed or retained to solicit or secure this Contract with an agreement or understanding that a commission, percentage, brokerage, or contingent fee would be paid; and no gratuities, in the form of entertainment, gifts or otherwise, were bided or given by the Contractor or any of its agents, employees or representatives, to any official, member or employee of the County or other governmental agency with a view toward securing this Contract or securing favorable treatment with respect to the awarding or amending, or the making of any determination with respect to the performance of this Contract.

3.13 Disputes, Claims and Appeals

The Contractor shall address questions or claims regarding the Contract in writing to the Buyer and Project Manager, within ten (10) Days of the date on which the Contractor knows or should know of the question or claim. No claim by the Contractor shall be allowed if asserted after final payment under this Contract. No claim shall be allowed for any costs incurred more than ten (10) Days before the Contractor gives written notice, as required in this section. The Buyer and Project Manager shall ordinarily respond to the Contractor in writing with a decision, but absent such written response, the question or claim shall be deemed denied upon the tenth (10th) Day following receipt by the Buyer and Project Manager.

In the event the Contractor disagrees with the determination of the Buyer and Project Manager, the Contractor shall within five (5) Days of the date of such determination, appeal the determination in writing to the Procurement and Contract Services Section Manager. Such written notice of appeal shall include all information necessary to substantiate the appeal. The Procurement and Contract Services Section Manager shall review the appeal and make a determination in writing, which shall be final. Appeal to the Procurement and Contract Services Section Manager shall be a condition precedent to alternative dispute resolution or litigation.

Pending final decision of a dispute hereunder, the Contractor shall proceed diligently with the performance of the Contract and in accordance with the direction of the Buyer or Project Manager. Failure to comply precisely with the time deadlines under this subsection as to any claim shall operate as a waiver and release of that claim and an acknowledgement of prejudice to the County.

Washington Hazardous Waste Management Act, and applicable rules and regulations of the Environmental Protection Agency and the Department of Ecology governing the generation, storage, treatment, transportation or disposal of hazardous wastes.

3.18 Patents and Royalties

The Contractor is responsible for paying all license fees, royalties or the costs of defending claims for the infringement of any intellectual property that may be used in performing this Contract.

3.19 Supported Employment Program

The County encourages the creation of supported employment programs for developmentally and/or severely disabled individuals. The County itself has such a program and is actively seeking to do business with those Contractors and Consultants that share this employment approach. If your firm has such a program, or intends to develop such a program during the life of this Contract, please submit Documentation supporting this claim with your bid. If you have questions, or need additional information, please contact the Community and Human Services Division, Developmental Disabilities Division, 206-296-5268.

3.20 Nondiscrimination and Equal Employment Program

During the performance of this contract, neither the Contractor nor any party subcontracting under the authority of this Contract shall discriminate nor tolerate harassment on the basis of race, color, sex, religion, nationality, creed, marital status, sexual orientation, age, or the presence of any sensory, mental, or physical disability in the employment or application for employment or in the administration or delivery of services or any other benefits under this Contract. King County Code, and all applicable state and federal anti-discrimination laws, rules, regulations and requirements are incorporated herein by reference, and such requirements shall apply to this contract. Ref. KCC 12.16, 12.17, and 12.18

3.21 Equal Benefits To Employees With Domestic Partners

Pursuant to Ordinance 14823, King County's "Equal Benefits" (EB) ordinance, and related administrative rules adopted by the County Executive, as a condition of award of a contract is valued at \$25,000 or more, the Contractor agrees that it shall not discriminate in the provision of employee benefits between employees with spouses, and employees with domestic partners during the performance of this Contract. Failure to comply with this provision shall be considered a material breach of this Contract, and may subject the Contractor to administrative sanctions and remedies for breach.

When the contract is valued at \$25,000 or more, the Contractor shall complete a Worksheet and Declaration form for County review and acceptance prior to Contract execution. The EB Compliance forms, Ordinance 14823 (which is codified at KCC Chapter 12.19) and related administrative rules are incorporated herein by reference. They are also available online at: <http://www.metrokc.gov/procurement/forms/eb.aspx>.

3.22 Non-Waiver of Breach

No action or failure to act by the County shall constitute a waiver of any right or duty afforded to the County under the Contract; nor shall any such action or failure to act by the County constitute an approval of, or acquiescence in, any breach hereunder, except as may be specifically stated by the County in writing.

SECTION 4 Specific Contractual Terms & Conditions

4.1 Contract Value

The estimated annual value of this contract is approximately \$430,000. King County will not be limited, restricted or bound by this dollar value, nor shall the County be obligated to purchase any items contained in this ITB.

4.2 Contract Term

The initial term of this Contract will be one (1) year and may be extended for four (4) additional one-year periods at the option of the County, subject to the termination clauses contained herein. King County reserves the right to extend the term if determined to be in the best interest of the County.

Contracts or purchase orders will be issued by the County. Contract amendments or change orders issued by the County may reflect modification(s) of contract terms, funding or other matters.

King County reserves the right to purchase the goods or services described herein from other sources. The Contractor does not have the exclusive right to fill all of the County's requirements for the goods or services awarded nor will the County be obligated to purchase the estimated annual quantity, or any quantity contained in this Contract.

4.3 Price Revisions

Prices shall remain firm for the duration of the initial Contract period. Reasonable price changes based on market conditions and price/cost analysis may be made after the initial Contract period. The Contractor shall supply documentation satisfactory to King County such as documented changes to the Producers Price Index for the commodity, the Consumer Price Index for the Seattle-Tacoma-Bremerton area, or a manufacturer's published notification of price change(s).

King County will evaluate this information to determine if revising the pricing is considered fair and reasonable to the satisfaction of King County. Requests for any such change shall be made in writing to the Buyer in the Procurement Services Section office. A written change order issued by the County will institute the price adjustment, provide the new prices and establish the effective date for the new prices.

The Contractor shall endeavor to give the King County Procurement Services Section thirty (30) days but not less than fourteen (14) days written notice prior to the effective date of the price increase. The County may cancel the contract if the price increase request is not approved.

Failure of the Contractor to request a price revision in accordance with this paragraph and failure to provide the required documentation to support a request for price revision shall not impact the ordering or delivery of any item associated with the contract.

All price reductions at the manufacturer's or distributor's level shall be reflected in a reduction of the contract price(s) to King County retroactive to the effective date of the price reductions.

4.4 Shipping Charges

All prices shall include freight FOB to the designated delivery point. The County will reject requests for additional compensation for freight charges.

4.5 Packing Slips

Each delivery to the County shall have a packing slip enclosed that identifies the requester, purchase order number, part number, unit price and quantity of each part shipped. If the delivery is a partial shipment, indicate on the packing slip that it is not a complete shipment of that requisition and identify the items not shipped and provide a projected completion date of the order.

The Contractor is responsible for all costs of repair or replacement in order to restore products to the applicable Contract requirements, including shipping charges, for products found defective within the warranty period, regardless of who actually corrects the defect.

4.9 Product Return

The County reserves the right to return standard products to the Contractor for full refund or credit when the Contractor is notified of the return within 30 days of the County's receipt of products.

The Contractor shall, at the County's option, issue a credit for the dollar value of the merchandise returned or refund that dollar amount (less any applicable restocking fee) to King County.

This subsection does not apply to any merchandise made to order for the County.

4.10 Hazardous Chemical Communication

In order to comply with WAC 296-62-054, Hazard Communication, the Contractor shall prepare a Material Safety Data Sheet (MSDS) for all products containing any toxic products that may be harmful to the end user. The MSDS Sheet is to accompany the toxic product(s) to the specified delivery sites and include the Chemical Abstract Service (CAS) numbers for every chemical that is listed in the MSDS. If the product is actually used diluted, the rate shall be so stated in the MSDS and the hazards and corresponding Personal protection, etc. also be listed. SARA Title 3 chemicals shall be listed with the percentage by weight of the total product. The MSDS shall include a statement as to the intended use of the product.

4.11 Prohibition on Asbestos-Containing Products

Asbestos-containing products shall not be provided to the County under this Contract, unless no practicable alternative for the asbestos-containing product exists and the Contractor obtains the written consent of the County. The Contractor shall notify the County in writing at least sixty (60) Days before it plans to supply the County with an asbestos-containing product. The County will respond to such notification within thirty (30) Days of receipt. The Contractor shall comply with applicable state, federal and local labeling and other laws, regulations and ordinances pertaining to asbestos-containing products, including, but not limited to, the State of Washington Industrial Safety and Health Act and the federal Occupational Safety and Health Act.

4.12 Insurance Requirements

Prior to the award of a contract, the Contractor shall obtain and maintain the minimum insurance set forth herein for the duration of this contract for itself and any subcontractor performing work. By requiring such minimum insurance, the County shall not be deemed or construed to have assessed the risks that may be applicable to the Contractor under this Contract. The Contractor shall assess its own risks and, if it deems appropriate and/or prudent, maintain greater limits and/or broader coverage. The Contractor shall maintain limits and scope of insurance no less than:

General Liability \$1,000,000 combined single limit per occurrence for bodily injury, personal injury and property damage, and for those policies with aggregate limits, a \$2,000,000 aggregate limit;

Automobile Liability: \$1,000,000 combined single limit per accident for bodily injury and property damage;

Workers' Compensation: Statutory requirements of the state of residency;

Employers Liability Stop Gap: \$1,000,000.

Pollution Liability: \$1,000,000

SECTION 5 Technical Specifications

5.1 Introduction of Specifications

The intent of this bid is to establish a Contract for the supply and delivery of janitorial chemical cleaning supplies as identified in the Bid Response section of this bid, for all King County Departments, Divisions, and Agencies.

Many King County facilities are located on or near major waterways; therefore King County is continuing to take innovative steps in using environmentally safe chemicals and janitorial cleaning products. The County requires qualification testing of all new products before a contract is issued for any unapproved products. The County may use the following criteria to help determine a bidder's responsiveness and responsibility.

- A. Environmentally safe and biodegradable products.
- B. Product storage safety.

5.2 Schedules

Items are identified using descriptions from previous Contractors. These items may contain the current Contractor's product numbers/codes. Every effort has been made to clearly identify the type of product requested. All bidders shall include the Manufacturer's Part Number and the Brand offered. Failure to identify Brands and Numbers may cause a bid to be deemed non-responsive. King County shall be the sole judge in determining if a product offered is considered equal.

Schedule 1- Brooms/Brushes/Sponges/Mops: Items associated with surface cleaning of buildings and vehicles. The descriptions may include just the item, i.e. Angler Broom. Bidders shall provide brand name.

Bidders shall submit all information pertaining to chemically treated mops and dusters offered.

Schedule 2- Cleansers and Cleaners: Items associated with care and cleaning of human body parts, buildings, and vehicles. No substitutes will be accepted for items containing the brand name Boraxo. Dilution ratios shall be provided for all concentrated products.

Schedule 3- Vacuum Cleaner & Miscellaneous: Items associated with polishing and waxing of furniture and floors. This schedule also contains other miscellaneous items.

Schedule 4- Green Seal Certified Cleaners: Items certified by Green Seal as GS-37 or GS-40.

Schedule 5- H2Orange2: No substitutions shall be allowed for this schedule.

5.3 General

- A. The Contractor shall advise the County of any item that is not available or will be backordered at the time the order is placed. King County shall be immediately notified by the Contractor if an existing order will be delayed or not be exactly as ordered.
- B. The quantities listed may be purchased throughout the initial contract term on an as needed basis. This is not a one-time purchase or authorization to order.
- C. Contractor shall advise King County of product substitutes that are considered to be more cost effective or environmentally responsible as they become available.
- D. Bidder shall be an established dealer, currently stocking and supplying a full line of products, as recommended by the manufacturer, of the items bid upon with sufficient facilities, personnel and

Previously Pre-qualified Chemical Products:

- Hillyard manufactured products
- Pioneer Eclipse products
- Zep's Reach
- Micro-Brush Pro Soap
- Boraxo
- 20/10 All Season (windshield cleaner)
- Gunk Green Clean (degreaser)

Products which are not identified on the above list, and have never been tested, used or approved and are determined to be the lowest bid offered will be subjected to the testing procedures as follows:

The successful bidder shall be able to prove, with experimental documentation, the results: <100mg/liter polar and <100mg/liter non-polar fats, oils and grease, using the Oil and Grease Analysis described below: (Applicable for all purpose cleaner concentrate and heavy duty cleaner/degreaser concentrate only.)

Mix 4 liters of 1% solution of concentrate (i.e. diluted 100:1) with 200 grams of #3 fuel oil. Shake vigorously for 30 seconds. Let sit for 45 minutes, then remove 1.0 liter of water from bottom of container and run polar/nonpolar oil and grease analysis (via method 503B, Standard Methods for Analysis of Water and Wastewater, current edition.)

B. General Purpose Cleaners within Schedule 2

1. Products shall be non-toxic according to 29CFR910.1200.
2. Products shall be biodegradable by 40CFR796.3200
3. Products shall be noncorrosive according to the Corrositex test method.
4. Products shall be phosphate-free.
5. Products shall not contain harsh acids or strong alkalis.
6. HMIS codes shall be "zeros" or "ones."
7. Examples of Products in this category are:
 - a. Glass Cleaner, Pro Glass II FOR-218, one quart
 - b. All purpose floor cleaner, liquid
 - c. Washroom fixture cleaner/liquid toilet cleaner: 24-32oz. spray bottle.
 - d. Carpet Cleaner, Extraction Pro 4 Gal/GS, Formula FOR-274.
 - e. All purpose cleaner liquid concentrate: 1 gallon and 55 gallon.
 - f. Heavy duty cleaner/degreaser concentrate: 1 gallon and 55 gallon.
 - g. Floor Care Products
 - h. Products manufactured by Hillyard or Pioneer Eclipse. Or proven equal.

5.11 Samples

The Bidder shall have one (1) week after request, to provide samples. Failure to provide samples when requested shall eliminate Bidder from consideration. King County shall be the sole judge in determining sample quality. The samples will be returned upon request and at Bidder's expense.

5.12 Ordering

Orders placed will vary with the requirements of County Agencies. King County will not split individual packages of items sold in multiple units.

Minimum ordering requirements of cases, crate, or pallets are unacceptable.

6.4 References

List the names and addresses of four (4) customers, for whom the bidder has provided similar goods, preferably in Washington State, for a period not less than one (1) year. Include dates, contact persons and telephone numbers. Should any reference submitted by a bidder be found unsatisfactory, King County, at its sole option, may reject that bidder's bid. King County shall be the sole judge in determining a satisfactory/unsatisfactory reference response. Reference shall be submitted with bid.

Company Name: <u>Monroe School District</u>	Company Name: <u>Clover Park School District</u>
Company Address: <u>200 E. Fremont, Monroe WA 98272</u>	Company Address: <u>10903 Grandview Dr, Lakewood WA 98027</u>
Company Phone: <u>360-794-3005</u>	Company Phone: <u>253-583-5483</u>
Contact Person: <u>Mark Spangenberg</u>	Contact Person: <u>Dan Miller</u>
Dates: <u>7 years</u>	Dates: <u>30+ years</u>
Company Name: <u>Northshore School District</u>	Company Name: <u>Bellevue School District</u>
Company Address: <u>3330 Monte Villa Pkwy, Bothell WA 98021</u>	Company Address: <u>12039 NE 5th, Bellevue WA 98005</u>
Company Phone: <u>425-489-6442</u>	Company Phone: <u>425-456-4013</u>
Contact Person: <u>Cardace Marthey</u>	Contact Person: <u>Mary Montgomery</u>
Dates: <u>7 years</u>	Dates: <u>7 years</u>

6.5 Prompt Pay Discount

Prompt payment discounts offered by Contractors shall be used to calculate the low bid provided the discount offered allows a minimum of 20 days for payment. The number of days is calculated from the date of acceptance of goods or services or from the date a complete invoice is date stamped as received by King County, whichever event occurs last, and the check/warrant date. The County will take advantage of any prompt payment discount terms bid. Discount periods shall be extended if:

- A. The date printed on the invoice is more than three days earlier than the invoice receipt date;
- B. The delay is caused awaiting a credit memo, invoice correction, adjustment or reissue;
- C. An invoice is received prior to receiving goods ordered.

Prompt pay discount offered 0 % - 0 Days, Net 30

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
Schedule 1 – Brooms/Brushes/Sponges/Mops						
1	175 ea	Angler Broom	Rubbermaid #RM6375	Each or 6/cs	\$ 8.14ea	\$ 1424.50
2	75 ea	Heavy duty sweep 18" with hardwood handle	Carlisle #FP4522100 & #FP45267	Each or 12/cs 18" Handle	\$ 7.14 & 2.29 = 9.43ea	\$ 707.25
3	100 ea	Push broom 18" wire center with hardwood handle	Carlisle #FP3610241803c	Each or 12/cs 18"	\$ 16.58ea	\$ 1658.00
4	100 ea	Whisk broom 9-1/2" 3-sew nickel ball & ring cap	Premiere Mop + Broom #HB39	Each or 12/cs	\$ 1.60ea	\$ 160.00
5	150 ea	Corn Broom	Premiere Mop + Broom #HB27	Each	\$ 4.45ea	\$ 667.50
6	50 ea	Counter brush, 8" hardwood block with hanging hole	Carlisle #FP3621123	Each or 12/cs 8"	\$ 2.76ea	\$ 138.00
7	100 ea	Scrub brush 8" square end, hardwood block	Carlisle #FP368300	Each or 12/cs 8 1/4"	\$ 1.49ea	\$ 149.00
8	75 ea	Deck brush 12" (handle not included)	Carlisle #FP3679300	Each or 12/cs 12"	\$ 4.55ea	\$ 341.25
9	100 ea	Brush, Truckwash	Carlisle #FP3612092	Each or 12/cs 9"	\$ 7.20ea	\$ 720.00
10	50 ea	Counter brush, plastic	Rubbermaid #RM634100BLA	Each or 12/cs 8"	\$ 3.25ea	\$ 162.50
11	35 ea	Brush, Specialty 15S Steel Wire, Tooth-Brush Style	Carlisle #FP4067500	Each or 12/cs 7"	\$ 1.10ea	\$ 38.50
12	25 ea	Two-way Truck Wash Brush	Carlisle #FP3649700	Each or 12/cs 10"	\$ 10.80ea	\$ 270.00
13	200 ea	Hand & Nail Brush	Carlisle #FP3623900	Each or 24/cs	\$ 0.56ea	\$ 112.00
14	75 ea	Black Nylon Bowl Scrub Brush	Carlisle #FP3631303	Each or 24/cs 20"	\$ 2.78ea	\$ 208.50
15	200 ea	3M #74 Scrubbing Sponge, or equal	3M #CL0074	Each or 20/cs	\$ 0.74ea	\$ 148.00

Item	Est. Qty.	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
		equal				
31	50 ea	Mop, 20 oz. Rayon	Rubbermaid #SEV417	Each or 12/cs	\$ 3.66 ea	\$ 183.00
32	25 ea	16-20 oz. Mop Winger	Rubbermaid #RM612788YL	Each or 2/cs	\$ 45.12 ea	\$ 1128.00
33	25 ea	35 Quart Mop Bucket	Rubbermaid #RM757088YL	Each	\$ 31.12 ea	\$ 780.50
34	100 ea	54" Mop Handle	Rubbermaid #SEH145	Each or 12/cs	\$ 10.13 ea	\$ 1013.00
35	100 ea	12 oz. Rayon Mop	Rubbermaid #SEF416	Case (12) only 16oz.	\$ 4.13 ea	\$ 4130.00
36	12 ea	Mop bucket and wringer combo, Rubbermaid RM7577YL, or approved equal	Rubbermaid #RM757788YL	Each	\$ 67.34 ea	\$ 808.08
37	12 ea	Mop bucket and wringer combo, Rubbermaid RM7580YL, or approved equal	Rubbermaid #RM758088YL	Each	\$ 47.15 ea	\$ 565.80
38	450 ea	Toilet bowl mop, acid- resistant, white, Unisan UNS-170, or approved equal	Impact #IM201	Each or 100/cs	\$ 0.56 ea	\$ 252.00
39	50 ea	20" Eraser Burnishing Pads, 5 pads /case, 3M Products 3M20EB, or approved equal	3M #3M20ER	Each or 5/cs	\$ 4.47 ea	\$ 223.50
40	240 ea	36" Standard laundrable dust mops, 12 mops/cs, Rubbermaid SED0236, or approved equal	Rubbermaid #SED0236	Each or 12/cs	\$ 10.16 ea	\$ 2438.40
41	24 ea	Speed change mop handles, 63", white, Impact IMP 84, or approved equal	Impact #WH84	Each or 12/cs	\$ 9.53 ea	\$ 228.72

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
51	\$20,000	Discount off supplier's catalog list price for other items.	N/A	N/A	35 %	\$
SCHEDULE 1 TOTAL BID						\$ 75,603.15

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Packaging & Dilution Ratio	Unit Price	Extended Price
11	600 cs	Pink lotion liquid soap, Hillyard Foam HIL-317, 1,700 hand washes/cartridge, 3-1250ml cartridges/case	Gojo #GJ5161 Requires #GJ5150 Disp @ cost	3-1250ml/cs 1785 washes per Cartridge	\$ 28.66	\$ 17,196.00
✓ 12	150 gl	Pink pearl hand soap, Phosphate free, Hillyard, HIL-245	Johnsons #JW5639	Each or 4/cs Gallon	\$ 6.56gl	\$ 984.00
13	80 cs	Hand Sanitizer, Purell 8/1000ml/case, GOJ 2156-08	Gojo #GJ2156	Case only 8-1000ml/cs	\$ 42.26 cs	\$ 3380.80
14	1000 lbs	Boraxo heavy duty powder, 5lb pkg	Dial #DL2303	5lb box only or 10-5lb/cs	\$ 0.9820lb	\$ 982.00
15	400 gl	Boraxo liquid waterless, with Pumice	Dial #DL2603	Case only 6-2ltr/cs	\$ 0.1702gl	\$ 8714.24
16	560,000 ml	Gentle lotion soap, 800 ml/bottle	Gojo #GJ9112	Case only 12-800ml/cs	\$ 0.0036ml	\$ 2016.00
17	80,000 ml	Body shampoo, 800 ml/bottle	Gojo #GJ9126	Case only 12-800/cs	\$ 0.0027ml	\$ 216.00
18	40,000 ml	Hand cream, 800 ml/bottle	Gojo #GJ9142	Case only 12-800/cs	\$ 0.0047ml	\$ 188.00
19	40 ltr.	Waterless cleanser with grit, 800 ml	Gojo #GJ9295	Case only 4-2000ml/cs Requires \$ #GJ7200 Disp @ cost	\$ 7.00.ltr	\$ 280.00
20	600 ea	Bar, 3 oz, Ivory	Procter + Gamble #PGC32136	Case only 96-3.102/cs	\$ 0.4475ea	\$ 268.50
21	10 ea	Cormatic Citrus Lemon Gel Deodorizer, Georgia Pacific GP0457	Georgia Pacific #GP0457	Each or 24/cs	\$ 2.70ea	\$ 27.00

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Packaging & Dilution Ratio	Unit Price	Extended Price
33	5,500 gl	General purpose solvent/degreaser, heavy duty, liquid concentrate, 55 gallon	Coastwide #CL3419	55gl Drum only 64:1 = 3575gls product per drum	\$ 6.1596gl	\$ 33,877.80
✓ 34	500 gl	Floor wax stripper, fast acting on-odor, liquid, 5 gallon	Johnsons #JW4576	5gl pail only 4:1 5gl = 25gls product	\$ 7.776gl	\$ 3888.00
35	10,000 oz	Disinfectant/Deodorizer, pump or aerosol 20 oz can			\$	\$
36	50 gl	Ammonia, 1 gallon, 10% minimum concentrate	United Grocers #AP200	Each or 6les Gallons	\$ 3.17gl	\$ 158.50
✓ 37	1,200 gl	Floor finish, Masterpiece, one gallon, FOR-220	Johnsons #JW4078	Each or 4les Gallon	\$ 13.90gl	\$ 16,680.00
38	25 gl	Ultra low odor floor finish, 5 gallon containers, Coastwide PR5955, or approved equal	CO Sustainable Earth #CLSE8005	5gl Pail Only 1:1 = 10gls product	\$ 8.888gl	\$ 222.20
39	120 gl	Bleach, 5.25% 6, 1-gallon containers/case	Mike International #AP3033	Each or 6les Gallons	\$ 1.54gl	\$ 184.80
40	50 lbs	Oxygen based bleach, OXI Magic, Oxyclean	Oxy Clean #OGL15161	6lb containers only	\$ 2.5978lb	\$ 129.89
41	1,100 gl	OxyPower concentrated cleaner, 4 Gal/case, Formula FOR-261	Fantastic #CB782719	Case Only 12-26oz/cas	\$ 13.53gl	\$ 14,883.00
✓ 42	80 gl	Carpet Cleaner, Extraction Pro 4 Gal/CS, Formula FOR-274	Johnson #JW3844	Each or 4les 160:1 1gl = 161gls product	\$ 9.83gl	\$ 786.40
✓ 43	480 qt	Carpet cleaner, Spot Pro 12 QTS/CS, Formula FOR-275	Johnsons #JW4192	Each or 6les. 32oz	\$ 4.54qt	\$ 2179.20

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
Schedule 3 – Vacuum Cleaner & Miscellaneous						
1	4,500 oz	Fresh Lemon Wax Spray, 18 oz bottles	Johnson's #JW4415	Each or 12/cs 32oz	\$ 0.076202	\$ 342.90
✓ 2	4,500 oz	Cleaner/Wax, pump or 16-20 oz aerosol can	Johnson's #JW4441	Each or 12/cs 15oz	\$ 0.20402	\$ 918.00
✓ 3	13,140 oz	Polish, pump or 16-20 oz aerosol can	Johnson's #JW4441	Each or 12/cs 15oz	\$ 0.20402	\$ 2680.56
✓ 4	2,700 oz	Dust mop treatment, pump or 18 oz can	Johnson's #JW4751	Each or 12/cs 17oz	\$ 0.211802	\$ 571.86
5	100 ea	18" Window squeegee, blade	Unger #UNRT450	Each 18"	\$ 1.66 ea	\$ 165.60
6	50 ea	Window squeegee, handle	Unger #UNG6000	Each	\$ 4.19 ea	\$ 209.40
7	25 ea	12" channel & blade window squeegee	Unger #UNG6300	Each 12"	\$ 4.19 ea	\$ 104.70
8	20 ea	18" channel & blade window squeegee	Unger #UNG6450	Each 18"	\$ 5.46 ea	\$ 109.20
9	100 ea	Colt 12 vacuum bags	NSS #NSS0298901	Each	\$ 2.59 ea	\$ 258.98
10	50 ea	Hoover Type M Vac Bags	Hoover #HV4010037H	Each 3/PK	\$ 0.7281 ea	\$ 36.41
11	10 ea	Vacuum, Pro Force Team 1500XP	Pro-Team #PT104301	Each	\$ 381.60 ea	\$ 3816.00
12	70 ea	Vacuum motor filter VSE/VSM, Windsor WIN-060	Windsor #WN1044	Each	\$ 6.14 ea	\$ 430.08
13	320 ea	Paper filter for Windsor Versamatic Vacuum, 10 each/pk, WIN-	Windsor #NN2003	Each Only 10/pk	\$ 0.9153 ea	\$ 292.90

Item	Est. Qty	Description	Brand & Mfg Part#	Size & Packaging	Unit Price	Extended Price
25	30 pr	Neoprene, Gloves, Medium, HD 15-1/2" length, or approved equal	Impact # 1M8433M	Dozen Only 12 pair / dozen	\$ 1.596 pr	\$ 47.88
26	100 pr	Latex Lined Gloves, Small	Impact # 1M8430S	Pair or Dozen	\$ 1.23 pr	\$ 122.70
27	100 pr	Latex Lined Gloves, Medium	Impact # 1M8430M	Pair or Dozen	\$ 1.23 pr	\$ 122.70
28	50 pr	Latex Lined Gloves, Large	Impact # 1M8430L	Pair or Dozen	\$ 1.23 pr	\$ 6.35
29	\$5,000	Discount off supplier's catalog	N/A	N/A	20 %	\$
SCHEDULE 3 TOTAL BID						\$ 14,022.12
14.	10 ea	Vacuum, Windsor Sensor XP 15	Windsor # WNSRXP15	Each	\$ 508.49	\$ 5084.90
					Schedule 3 Total	<u>\$ 19,107.02</u>

Pricing Schedule 5 – H2Orange2 Multi-purpose Cleaner (NO SUBSTITUTIONS)

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Packaging & Dilution Ratio	Unit Price	Extended Price
1.	30 ea	H2Orange2 Multi-purpose Concentrate #117, 55 Gallon Drum	No Bid	—	\$ —	\$ —

INVITATION TO BID Addendum # 1



Department Of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

ADDENDUM DATE: October 8, 2007

ITB Title: Janitorial Cleaning Supplies

ITB Number: 1036-07 AXC

Due Date/Time: October 23, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise Invitation to Bid 1036-07 AXC advertised October 4, 2007 as follows:

1. The bid due date shall remain the same Tuesday, October 23, 2007, at 2:00 P.M.
2. Subsection 5.3, General, paragraph E; change to read as follows:
 - E. To be eligible for award of schedules 1, 2 and 3 bidders shall be located within a 50-mile radius of downtown Seattle, Washington, so that King County Agencies can pick up products as needed.

**INVITATION TO BID
Addendum # 2**



Department Of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

ADDENDUM DATE: October 22, 2007

ITB Title: Janitorial Cleaning Supplies

ITB Number: 1036-07 AXC

Revised Due Date/Time: November 6, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

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This addendum is issued to revise Invitation to Bid 1036-07 AXC advertised October 4, 2007 as follows:

1. Change the bid opening date from Tuesday, October 23, 2007 to Tuesday, November 6, 2007 at 2:00.

This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.

INVITATION TO BID

Addendum # 3



Department Of Executive Services
 Finance and Business Operations Division
 Procurement and Contract Services Section
 206-263-9400 TTY Relay: 711

ADDENDUM DATE: October 25, 2007

ITB Title: Janitorial Cleaning Supplies 16

ITB Number: 1036-07 AXC

Revised Due Date/Time: November 6, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise Invitation to Bid 1036-07 AXC advertised October 4, 2007 as follows:

1. The bid due date shall remain the same Tuesday, November 6, 2007 at 2:00.
2. Sub-Section 4.12 Insurance Requirements, delete "Pollution Liability: \$1,000,000"
3. Sub-Section 5.2 Schedules, Schedule 4 - Green Seal Certified Cleaners add GS-41.
4. Sub-Section 5.9 Schedule 4 - Green Seal Certified Chemicals, first paragraph, add GS-41 Hand Cleaners and Hand Soaps
5. Sub-Section 5.4 Environmental Chemical Products, item "F", delete.
6. Sub-Section 6.6 Pricing, Schedule 1, item #16, change to read "3M, Doodlebug Cleans, Pad #8440 or approved equal"
7. Sub-Section 6.6 Pricing, Schedule 1, item #49, delete.
8. Sub-Section 6.6 Pricing, Schedule 2, item #35, delete.
9. Sub-Section 6.6 Pricing, Schedule 3, item #13, change to read, "Paper filter for Windsor Versamatic Vacuum, 10 ea/pk, WIN-2003
10. SubSection 6.6 Pricing, Schedule 3, add:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
14.	10 ea	Vacuum, Windsor Sensor XP 15	Windsor #WNSRXP15	Each	\$508.49	\$5084.90

This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.

BID OPENING LABEL

Complete the form below (or a reasonable facsimile thereof) and affix to the exterior lower left hand corner of the submission package.

URGENT – SEALED BID ENCLOSED			
Do Not Delay – Deliver Immediately			
U R G E N T	 King County	King County Procurement & Contract Services Section New County Office Building, 3rd FL MLK-ES-0340 401 Fifth Avenue Seattle, WA 98104	C R U G E N T
	Bid No.	ITB 1036-07 AXC	
	Bid Title	Janitorial Cleaning Supplies	
	Due Date		
	Vendor		

INVITATION TO BID Addendum # 4



Department Of Executive Services
Finance and Business Operations Division
Procurement and Contract Services Section
206-263-9400 TTY Relay: 711

ADDENDUM DATE: November 2, 2007

ITB Title: Janitorial Cleaning Supplies

ITB Number: 1036-07-AXC

Revised Due Date/Time: November 13, 2007 - 2:00 p.m.

Buyer: Victoria Nakamichi, Vicki.Nakamichi@kingcounty.gov, 206-263-9299

This addendum is issued to revise invitation to Bid 1036-07-AXC advertised October 4, 2007 as follows:

1. Change the bid opening date from Tuesday, November 6, 2007 to Tuesday, November 13, 2007 at 2:00.
2. Sub-Section 6.6 Pricing, Schedule 4, revise to read:

Item	Est. Qty	Description	Brand & Mfg Part#	Size, Pkg & Dilution Ratio	Unit Price	Ext. Price
10.	100 gal	Soap, Hand (GS-41), gallon	EW Sustainable Earth #0LSE7401	Anchor 4/cs RTU	\$ 6.35	\$ 635.00

This Invitation to Bid Addendum will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities upon request.