



Invitation for Bid

AEPA #019-B Custodial Supplies & Equipment

This IFB Does Not Require a Bid Security.

Part B – Specifications

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1. Scope of Bid

AEPA is seeking qualified, experienced contractor(s) who possess the necessary resources and capabilities to acquire, deliver and perform the required supplies, materials equipment and labor to all participating member states (up to 27) necessary to:

- a. Respond to request from a number of different types of educational, governmental and public institutions seeking Custodial Supplies and Equipment.
- b. These items will include but are not limited to: custodial supplies (floor care and cleaning products) and custodial equipment (vacuums, scrubbers, etc.).

2. Type of Bid

This bid is considered a:

YES	NO	TYPE OF BID
X		CATALOG: A catalog bid is utilized when the products and/or services solicited are clearly identified with set and specific characteristics, attributes and configurations that are identifiable as a stand-alone single unit and can be listed and priced as a single unit with options that can be added to enhance and/or improve its operation and functionality. The Bidder offers a fixed discount(s) off retail price or prices in a Commercially Available Catalog. The discounts may be for the entire Commercially Available Catalog, for specific products, product lines, manufacturers or category of products as determined by the Bidder. See Pricing section for detailed information on Catalog Pricing.
		LINE ITEM: A line-item bid is utilized when the products and services solicited cannot be identified or listed as a single unit; consists of a number of different variables and configurations, it is necessary to identify the specific project or application; the end product or solution is made of individually priced elements or components and the end product’s or solution’s cost is derived by the Vendor Partner specially prepared and providing a quote based on the project’s terms, conditions and requirements. See Pricing section for detailed information on Line-Item Pricing.

3. Anticipated AEPA Member Agency Participation

State	Participate? Yes/No/ Undecided	Other States Member Sells In	Est. 1 st Year Purchase Volume	% Growth for Year 2-4
California	Yes	AZ,NV	\$100,000	5%
Colorado	Yes		\$25,000	2%
Connecticut	Yes	MA,ME,NH, NY, RI,VT	\$50,000	10%
Florida	Yes	AL,GA	\$50,000	5%
Illinois	Yes		\$50,000	
Indiana	Yes		\$340,000	3%
Iowa	Yes	IL,SD	\$25,000	2%
Kansas	Yes	OK	\$250,000	3%
Kentucky	Yes	AL,GA,LA,MS, NC,SC,TN,WV	\$25,000	5%
Massachusetts	Yes		\$20,000	3%
Michigan	Yes		\$150,000	3%
Minnesota	Yes	SD	\$250,000	5%
Missouri	Yes	AR,IL,LA,SD		
Montana	Yes	ID	\$50,000	5%
Nebraska	Yes		\$25,000	2%
New Jersey	No			
New Mexico	Yes		\$200,000	3%
North Dakota	Yes		\$100,000	5%
Ohio	Yes		\$175,000	4%
Oregon	Yes		\$20,000	5%
Pennsylvania	No	DE,HA, MD,NY,		
Texas	Yes		\$100,000	10%
Virginia	Yes		\$250,000	5%
Washington	No	AK,ID		
West Virginia				
Wisconsin	Yes		\$120,000	10%
Wyoming	Yes	SD,UT	\$50,000	5%
Total	22		\$2,425,000	5%

Please note that individual AEPA Member Agencies that have indicated that they intend to participate in any contract approved under this solicitation, does not guarantee or mean that the individual AEPA Member Agency will enter into a contract with any AEPA approved Vendor Partner. Each AEPA Member Agency will make that determination after reviewing Vendor Partner responses and AEPA's recommendation for acceptance and bid award. The AEPA Member Agency's contracting decision shall be final.

The above information relating to the estimated/projected volume for the first year for this solicitation is provided based on submittals from its members. AEPA Member Agencies anticipate that purchase

volumes will increase in contract years two (2) through four (4). This information is provided as an aid to Bidders in preparing responses only. It is not to be considered a guarantee of volume under this IFB. The successful Vendor Partner's discount and pricing schedule shall apply regardless of the volume of business under the contract.

4. Glossary of Terms and Abbreviations

Abbreviations and Acronyms for Standards and Regulations: Where abbreviations and acronyms are used in specifications or other contract documents, they shall mean the recognized name of the organizations responsible for the standards and regulations in the following list. Names, telephone numbers, and websites are subject to change and are believed to be accurate and up-to-date as of the date of the contract documents.

- ASTM American Society for Testing and Materials (877) 909-2786, www.astm.org
- EPA Environmental Protection Agency, www.epa.gov
- FIFRA Federal Insecticide, Fungicide and Rodenticide Act, <https://www.epa.gov/laws-regulations/summary-federal-insecticide-fungicide-and-rodenticide-act>
- HEPA High-Efficiency Particulate Air
- JIT "Just-In-Time" production strategy used by many manufacturers. Affects scheduling, inventory and directory.
- OSHA Occupational Safety and Health Administration
- SDS Safety Data Sheet
- RPM Rotations Per Minute
- UL Underwriters Laboratories, www.ul.com
- VCT Vinyl Composition Tile

5. Special Terms and Conditions

The Vendor Partner will:

- 5.1 Warranty all parts and materials for at least 90 days from date of purchase or manufactures' warranty, whichever is longer.
- 5.2 Endeavor to supply products that are made in the United States of America.
- 5.3 Provide information related to average inventory dollars in stock, shipping locations, shipping time, number and types of delivery vehicles, and standard means of delivery. Vendor will indicate what delivery methods their company is able to provide, in addition to same or next day deliveries for special or emergency needs.
- 5.4 Indicate which of the following ordering options are available through their company: telephone orders, customized e-mail ordering, internet ordering, other.
- 5.5 Demonstrate that it possesses the necessary resources to and agrees to provide a comprehensive implementation, training and support program on the operation and use of the custodial program as applicable. The services offered must be appropriate and adequate to ensure a successful program.
- 5.6 Be solely responsible for doing the necessary research to ascertain that its solution meets or exceeds all federal, state and local regulations, rules, standards and requirements relating to providing custodial products.
- 5.7 All products must be UL, EPA, and OSHA approved, where applicable. Products should be Green Seal Certified or have independent lab tests that prove the chemicals meet Green Seal Standards. All testing and documentation will be at the Vendors expense. Vendor should furnish applicable test data and descriptive literature for all products.
- 5.8 Respond to problems within forty-eight (48) hours of notification and notify the applicable Member Agency of all problems and resolutions.

6. Standard Specifications

Item	Description
6.1	The Vendor Partner will have access to a full inventory of the awarded product line.
6.2	The Vendor Partner shall maintain a minimum monthly overall average fill rate of 95% or above. Line items that are reordered, backordered, or partially filled are not considered filled line items

Item	Description
	when calculating this service level.
6.3	Orders must be shipped within 48 hours after receipt of an order 90% of the time. The Vendor Partner will notify the Buyer if product ordered cannot be shipped within this time period to provide the opportunity to secure product elsewhere.
6.4	Vendor Partners must be a manufacturer's authorized sales and service dealer for all proposed equipment/software. An authorized sales and service dealer is defined in this solicitation as one purchasing their products for resell directly from the manufacturer(s) or the manufacturer's approved channels. Products that result from new authorized sales and service dealer arrangements between the Vendor Partner and the manufacturer during the term of this contract may be added and offered through the AEPA contract.
6.5	All charges and components necessary for performance of the contract shall be clearly identified even if such are not specifically addressed in any paragraph or sub-paragraph or form that is a part of this request.
6.6	If the Vendor Partner intends to utilize independent agents/distributors, subcontractors and/or third-party agents to perform and/or provide any part of the products and services offered herein, the Vendor Partner must identify all providers and any and all associated costs with these providers.
6.7	Optional services must be identified separately, and must include clear descriptions of proposed services.
6.8	Vendor Partners must provide a product or mix of products in a manner that will allow Buyers to migrate to emerging technologies/services and between legacy technologies (where applicable) with no penalty charge associated with maintaining the most appropriate selections of goods and services throughout the life of the contract.
6.9	Vendor Partners must be able to supply paper catalogs where requested. The catalog shall have a cover label indicating that the catalog's contents are available through the participating Member Agency and the AEPA contract. The label shall identify the agency's contract number, discount level(s) and any special ordering instructions.
6.10	Packing slips shall accompany all deliveries and shall contain Buyer's purchase order number, vendor name and name of article. Cartons shall be identified by purchase order number and vendor name.
6.11	Orders not filled and partials shall be indicated on the packing list. Vendor Partner shall inform member of anticipated availability date for unfilled and partial orders.
6.12	All products sold by the Vendor Partner must be new. Only the newest versions of software and equipment will be bid. Older versions will only be sold, if specifically requested. Vendor Partner may offer reconditioned products as a Voluntary Alternate; such items shall be marketed and labeled as being reconditioned.
6.13	Products that have a 30/60/90 day money back guarantee will be clearly identified in the catalog and on the web site (if applicable).
6.14	Vendor Partner has the option to offer private label products. Vendor Partner shall maintain the same manufacturer specifications for private label products throughout the term of contract. Any change of manufacturers for a private label shall result in offerings equal to or superior to the originally approved manufacturer at a price equal to or lower than the original offering.
6.15	Vendor Partner must maintain a toll free technical support line open 8 a.m. Eastern Time zone until 5 p.m., Pacific Time zone, Monday through Friday. Calls must be answered by a live US technician.
6.16	Vendor Partner must have 24-hour toll-free order capability.
6.17	If the Vendor Partner makes an error in pricing (typographical or photographic error, for example), the Buyer reserves the right to return the product. The Vendor Partner agrees to pay for cost of any returned product due to a pricing error.
6.18	Vendor Partner shall provide a Safety Data Sheet (SDS) for all items sold, if required. A separate sheet shall be provided for each individual item when purchase is made.
6.19	Orders that are \$50.00 or more shall include free shipping, unless clearly noted otherwise in the bid response. Vendor Partner shall bid a flat rate for all orders that are less than \$50.00 regardless of where to be shipped in the continental United States.

7. sProduct | Category Specific Specifications

Item	Description
7.1.1	All product lines must meet or exceed all standards set by the National Consumer Protection Agency, Underwriters Laboratory, Environmental Protection Agency, and the National Association of Hardware Retailers.
7.1.2	All product labels shall be in full compliance with applicable OSHA laws. For products that are purchased in large drums or containers for use in smaller containers, sufficient secondary product labels for each item sold must be provided to the buyer at no additional cost. Secondary labels must be suitable for application and use on member's gallon bottles, spray bottles, or other bottles that are commonly used by custodians. The labels must be resistant to deterioration by contact with water or chemicals. All secondary labels shall have the information necessary for full compliance with applicable OSHA Hazard Communication Standards.
7.1.3	The following products must be approved and so labeled by Underwriters Laboratories (UL) for slip resistance: non-buffing type seal-finish water emulsion floor sealer; waterborne epoxy wood floor finish; dust mop treatment; detergent, germicidal, and quaternary ammonium floor cleaners; all-purpose cleaners; all-purpose neutral cleaner; high gloss restorer; water emulsion type floor finish; detergent resistant water emulsion type floor finish; 100% #1 prime carnauba water emulsion type floor wax.
7.1.4	The following products must be able to be used without dilution: non-buffing type seal-finish water emulsion floor sealer for terrazzo, ceramic tile, concrete and marble; waterborne epoxy wood floor finish; dust mop treatment mineral oils; detergent resistant water emulsion type floor finish; 100% #1 prime carnauba water emulsion type floor wax.
7.1.5	All containers of chemicals sold must have a firmly secured label with instructions for use. On containers over one gallon in size, a batch sticker must be attached.
7.1.6	All floor care products must be supplied in new, factory-sealed containers.
7.1.7	The Bidder must provide proof that the products offered have been in use at educational, municipal, state or other governmental agencies for at least two years. In response to Part C (Bid Forms), Form D, References section of the IFB, list the names, telephone numbers and contact persons of three or more agencies that have successfully used the floor care chemicals offered on this contract.
7.1.8	Chemical offered through this contract must meet applicable federal and state Clean Air Requirements, have a lead content below .06%, be stable when stored at room temperatures, and be registered with the proper state and federal agencies, and carry such registration numbers as required by law.
7.1.9	Product offering must include products with the Green Seal or equivalent rating.
7.1.10	Just-In-Time (JIT) delivery services shall be made available to interested members. The JIT method should assist members with existing inventory analysis and classifications, material usages and forecasting, inventory control, valuation and count. Bidders must provide detailed information as to how the JIT delivery system will function within this contract, exactly what these services would cover and what the average JIT delivery time would be after the receipt of an order.

Product | Minimum Requirements: Custodial Supplies

Please note: Each line shall include, but not be limited to, the items listed.

Item	Description
7.2.1	<p>Floor Care Products (Industrial Use):</p> <ul style="list-style-type: none"> a. Non-buffing type seal-finish water emulsion floor sealer shall be of one grade and uniform concentration. The nonvolatile matter shall be measured between 22 and 23% when tested by applicable ASTM standards; pH value shall range between 8.5 and 9.5 when tested in accordance with applicable ASTM standards. b. Two-part water-based epoxy wood floor finish must be-compatible over a wide variety of conventional solvent-based epoxies and oil-modified urethanes. Product must be dry to the touch within 2 hours and be tack free within 24 hours. Product shall be certified that it is resistant to water, oil, gasoline, isopropyl alcohol, turpentine, and soda. c. One-part clear epoxy surface-type finish for wood gymnasium floors shall be of one type and uniform concentration. When used, the product must produce a glossy, hard, abrasive and water-resistant finish that readily bonds to suitable substrates without blistering or peeling. The nonvolatile matter shall be 38% minimum. The product must be dry to the touch within 3

Item	Description
	<p>hours and be tack free in 24 hours. Product shall be certified that it is resistant to water, oil, gasoline, isopropyl alcohol, turpentine, soda and alcoholic beverages.</p> <p>d. Dust mop treatment shall be one grade of mineral oil and contain no banned hydrocarbons or other banned chemicals. If retained in the original container, the treatment must not show separation, creaming, or gelling when stored at room temperature. The mixture shall contain no water or wax nor shall it discolor white vinyl tile.</p> <p>e. Detergent, germicidal, and quaternary ammonium floor cleaners shall contain synthetic detergents suitable for use on all surfaces normally cleaned with water. Products offered must not contain any peroxides, mercury, iodine, phenol compounds or materials that will release such compounds when diluted in accordance with instructions. Product shall provide bacteriological and germicidal activity against, but not limited to, the following: Pseudomonas aeruginosa, e. coli, staphylococci, bacteria and other infectious diseases.</p> <p>f. Extraction carpet cleaners shall be of one grade and uniform concentration and suitable for use in all types of hot water extraction equipment. The nonvolatile content should be between 10 and 12%; the pH value should be between 6.5 and 7.5.</p> <p>g. Cleaner-degreasers for the removal of industrial oil, grease and wax buildup on floors shall be a uniform homogeneous product containing synthetic detergents and biodegradable surfactants, with no abrasives, soaps, glycol ethers, toxic solvents, phosphates, or free acids.</p> <p>h. Non-ammoniated, low-foaming remover for detergent-resistant, water emulsion floor finishes shall be free from objectionable odors, contain biodegradable surfactants, have no abrasives, soap, butyl cello solve or other glycol ethers, and can be used in either hard or soft water when diluted according to instructions. The product shall be able to remove aged and/or heavy buildup of water-based wax, polymer and detergent-resistant floor finishes.</p> <p>i. Mop-on stripper for detergent-resistant, water emulsion floor finishes shall be free from objectionable odors, contain biodegradable surfactants, have no abrasives or soap and be suitable for application to the standard grades of vinyl, vinyl composition, and mineral floorings. The pH value of the products should range between 11.0 and 12.0.</p> <p>j. General-purpose cleaners shall contain synthetic detergents and biodegradable surfactants, and have no abrasives, soaps, glycol ethers, toxic solvents, phosphates, or free acids. General-purpose cleaners must be suitable for use in automatic scrubbers.</p> <p>k. All-purpose cleaner shall contain no ammonia, not be corrosive to skin (pH value between 6.0 and 8.0). and be suitable for use on washable, non-porous floors.</p> <p>l. All-purpose neutral cleaner shall contain no ammonia, not be corrosive to the skin (pH value between 9.0 and 9.5), and be suitable for use on all washable floors.</p> <p>m. Extra-strength phosphoric acid cleaner shall be able to remove hard water encrustations, rust deposits and oily residue. The extra strength phosphoric acid cleaner shall be 16% minimum phosphoric acid, shall emit no hydrochloric acid vapors, be low foaming, free rinsing, and contain no abrasive matter.</p> <p>n. Soap-less, organic, non-ionic detergents and components in a water base shall not cause bleeding or fading of colors on normal, color-fast carpets. The detergents shall remove oily soil, dry soil, lint, grit, dust, food spills, and water-based inks.</p> <p>o. High gloss water emulsion restorer shall be appropriate for use in regular and high-speed floor machines and for use on sealed resilient and hard flooring. The nonvolatile content shall be approximately 7.5% when tested by heating for two hours at 105°C following the instruction in applicable ASTM standards. The pH value of the concentrate shall not be less than 6.0 nor greater than 9.0. One gallon shall be sufficient to cover 10,000 square feet when spray applied.</p> <p>p. Metal interlock modified with a urethane lattice water emulsion floor finish shall be for use on all types of flooring surfaces. The nonvolatile content should be approximately 22%; pH value shall range between 8.5 and 9.5.</p> <p>q. Water emulsion type detergent resistant floor finish shall be for use on all types of flooring surfaces. The nonvolatile content should be approximately 16%; pH value shall range between 8.5 and 9.5.</p> <p>r. Water emulsion type 100% No. 1 prime carnauba floor wax shall be for use on all types of flooring surfaces. The nonvolatile content should be approximately 12%; pH value shall range between 9.0 and 10.0.</p>
7.2.2	Brooms and Brushes: upright brooms (natural or plastic fiber); dust pans; push and street brooms; floor sweeps; deck scrub, utility, counter, toilet bowl, vehicle wash, and specialty brushes;

Item	Description
	dusters, feather, lamb's wool, and antimicrobial overheard dusters; and broom handles in a variety of sizes, diameters and bristle types.
7.2.3	Can Liners shall be available in a variety of sizes, grades (light-duty to super-duty), dispenser types (roll, boxes, and cases), colors, materials (linear low-density polyethylene, high-density blended resin polyethylene) and with drawstring or ties.
7.2.4	Cleaning Chemicals: general purpose cleaners, disinfectants, germicides, bathroom cleaners, mildew and stain remover, tub and tile cleaner, bowl cleaner, drain opener, cleansers, stainless steel cleaner and polish, metal cleaner, wood cleaner, furniture polish, glass cleaner, laundry products, paint remover, graffiti remover, gum remover, lubricants, protectants, specialty chemicals, insecticides, insect control, insect repellent, tank sprayers, handheld sprayers, fogger sprayer, bottles and sprayers, and drum pumps.
7.2.5	Chemical Proportioners to be used at the user site to measure chemicals prior to actual use. This system should allow for installation into small areas, include a back-flow prevention device that will prevent the contamination of the systems water supply, allow for a metered flow of chemical through the system and will also provide the user with an adjustable flow rate, and include labels for all sizes and types of containers to be used by the member. A complete, laminated, easy-to-understand manual shall be included with the system.
7.2.6	Facility Maintenance Products: key control products, surge protectors, extension cords, light bulb changers, doorstops, fans, heaters, clipboards, ladders (wood, fiberglass, aluminum), and tool storage boxes.
7.2.7	Floor and Carpet Care Products: floor strippers, floor finishes, floor waxes, floor sealers, floor cleaners, floor maintainers, sweeping compounds, dust mop treatment, carpet shampoo and extractors, carpet spotters, carpet stain protection, carpet cleaners, carpet stain remover, carpet cleaner defoamer, carpet spotter towels, enzyme digestant, odor eliminator, rug and room deodorants, and liquid spills absorbent.
7.2.8	Floor Pads, Sponges and Abrasives: polishing, buffing, scrubbing and stripping floor pads, high speed floor pads, sand screen floor pads, steel wool floor pads, carpet bonnets, utility pads and holders, baseboard pads, cellulose sponges, scouring pads and sponges, steel wool pads, steel wool reels, pumice scouring stones, metal sponges, and griddle/grill cleaners.
7.2.9	Material Handling Products: tilt trucks, utility trucks, platform trucks, folding trucks, drum dollies, hand trucks, hand carts, mobile work centers, utility carts, tool organizers/holders, utility cabinets, utility shelving, storage boxes, tote boxes, outdoor storage, stretch film, and utility knives.
7.2.10	Matting: wiper mats, absorbent, scraper entrance, grease-proof, grease-resistant, anti-fatigue, vinyl runner, chair, and bath mats.
7.2.11	Mopping Products: wet (standard, saddleback head), loop web, tail band, lie flat, and super-loop mop heads; mop head with scrub pad; antimicrobial wet and finish mops; mop head laundry bag; swivel grip, antimicrobial wet, metal head, and plastic head mop handles; safety signs; mop wringers, strainers, and buckets; plastic bucket/wringer combos; bowl and handle mops; plunger and bowl mops; dust mop frames and handles; floor finish applicators; dusters and dust heads.
7.2.12	Odor Control Products: metered aerosol dispensers, air sanitizers, and air fresheners; liquid and solid dispensed deodorants; liquid deodorants; disinfectant-deodorant aerosols; dry deodorants; solid air fresheners; fabric refreshers; deodorant blocks; bowl deodorants and cleaners; and urinal screens.
7.2.13	Waste Receptacle Products: round containers and lids; square and mobile, hooded-top, dome-top, wall-mount, and fire-safe containers; step-on cans (plastic and steel); recycle containers and systems (stationary, mobile, indoor, outdoor); aggregate containers, and smoking urns.
7.2.14	Wiper Products: reusable cleaning cloths; wiper roll dispensers; and all-purpose, utility scrim, personal care wipers, and center pull wipers.
7.2.15	Metal Working Products: penetrants; wet, dry, and grease lubricants; coatings; rut treatment; and specialty products.
7.2.16	Food Service Products: food contact surface cleaners, ware wash, floor care, and specialty products (i.e. for ovens, freezers, and deep fryers).
7.2.17	Vehicle Wash Products: tire cleaner, exterior cleaners (light-heavy duty), and windshield washer fluid.
7.2.18	Rubbermaid Product Line: cleaning, utility, recycling refuse, decorative refuse, material handling, safety, foodservice, and washroom products.

Item	Description
7.2.19	Services: equipment repair and maintenance, MSDS materials management, hazard information programs, training programs (product, safety, process, regulatory, compliance), technical support, efficiency and time management programs.

Product | Minimum Requirements: Custodial Equipment (Industrial use, LEED compliant)

Item	Description
7.3.1	Vacuums: multi-surface HEPA vacuums, designed for hard and soft floors. Vacuums carpet, VCT, tile, rubber, wood, stone, and concrete. Uprights (bag, dirt/dust, clear air), cordless rechargeables, walk-behinds, ride-ons, canisters and backpack vacuums.
7.3.2	Wet/Dry Vacuums: small to large capacity.
7.3.3	Floor Scrubbers: disc and cylindrical. Adjustable pressure and speed. Small, mid, and large capacity models. Self-propelled and riders.
7.3.4	Sweepers: various sizes, from mini push sweepers to large ride-on models.
7.3.5	Floor Machines: various sizes, 13"-20" models.
7.3.6	Miscellaneous Cleaners: steam cleaners, grout cleaners, pressure washers, etc.
7.3.7	Carpet Extractors: dual counter-rotating to clean both sides of the carpet. Various sizes, from a 2 gallon spot cleaner to a 20 gallon walk-behind unit, including box extractors.
7.3.8	Burnishers: 1500-2600 RPM. Active and passive dust control systems. Pad pressure adjustment. Battery and electric cord options.
7.3.9	Floor Care Accessories: extensions, pads, brushes, belts, bags, and related parts for listed equipment.

Product | Optional Requirements: Rest Room, Break Room, and Safety Supplies

Please note: Each line shall include, but not be limited to, the items listed.

Item	Description
7.4.1	Paper Products: kitchen towels and dispensers; pull-type water cups and dispensers; facial tissues, bathroom tissues, toll tissue dispensers; standard, dual, and jumbo roll dispensers; automatic hand dryers; toilet seats covers and dispensers; roll towels; single, multi, and C-fold hand towels; and towel dispensers.
7.4.2	Automatic Hand Dryers: surface mounted with optional noise reduction, speed control, and HEPA filtration. 100-240 voltage. With associated accessories options.
7.4.3	Personal Care Products: first aid kits and refill components; adhesive bandages; blood clean-up kits; disposable gloves and dispensers; personal cleansing wipes; feminine hygiene products; and sanitary napkins disposal receptacles.
7.4.4	Safety Products: eye care and eye protection products; dust masks; ear plugs; back supports; safety cones; and safety tape.
7.4.5	Skin Care Products: soap dispenser systems; skin conditioning systems; health-care soap systems; instant hand sanitizer products; moisturizing lotions; antibacterial lotion soaps; hair and body shampoos; heavy-duty and powdered soaps and dispensers; pumice bar soap; full and personal size bar soap; latex gloves and work gloves.

8. Pricing – (See Pricing section in Part A – General Terms & Conditions for details on bid pricing guidance)

- 8.1 This bid category does not have a Core Item List.
- 8.2 Pricing shall be completed on the provided pricing sheets (Microsoft Excel Workbook) with the individual tabs to be completed as follows:
 - a. F.1 – Catalog Discount (Required)
 - b. F.2B – Non-Core Price Schedule (Required)
 - c. F.3 – Services Price Schedule (Optional)
 - d. F.4 – Volume Discounts (Optional)
- 8.4 Bid pricing will be evaluated on items and pricing in the Category Discount list. See Evaluation, Approval and Award in Part A, II. Bid Procedures, G. Bid Evaluation, Approval and Award for all agencies for additional information.