

**DIAMOND  
CHEMICAL  
COMPANY  
INC.**

Phone (201) 935-4300  
Fax (201) 935-6997

UNION AVENUE AND DuBOIS STREET, EAST RUTHERFORD, N.J. 07073



Laboratory Controlled



Plant Engineered



Performance Assured

August 20, 2008

Ms. Jo Ann Adkins  
**State of West Virginia**  
Department of Administration  
Purchasing Division  
2019 Washington Street East  
Post Office Box 50130  
Charleston, WV 25305-0130

RE: RFO Number Laundry09

Dear Ms. Adkins:

Diamond Chemical Company is pleased to enter our bid for Laundry09 to the State of West Virginia.

Diamond Chemical Company is a national manufacturer of laundry, warewash, floorcare, housekeeping and industrial products.

Diamond Chemical maintains its corporate offices in East Rutherford, NJ. Our twelve acre site is home to a 150,000 square foot complex housing offices, manufacturing, warehousing and laboratories.

With over 70 years of technical experience, Diamond Chemical is ready to handle all of your laundry chemical requirements.

Diamond Chemical's 10,000 square foot state of the art laboratory enables us to ensure consistent, high quality products for our customers. A full complement of highly qualified chemists utilizes the most modern equipment including a complete textile laboratory.

We look forward to the opportunity to supply and service the State of West Virginia with a very competitive laundry program.

Sincerely,  
*Robert Dattoli*  
Robert Dattoli  
Government Sales Manager

**RECEIVED**

2008 AUG 21 A 11: 25

PURCHASING DIVISION  
STATE OF WV



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

REQ NUMBER  
 LAUNDRY09

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF  
 JO ANN ADKINS  
 804-558-8802

RFQ COPY  
 TYPE NAME/ADDRESS HERE

Diamond Chemical Co. Inc.  
 Union Ave & DuBois St.  
 East Rutherford, NJ 07073

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
08/07/2008	Net 30 Days	Diamond Truck	Destination	\$200.00 Minimum
BID OPENING DATE: 08/20/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
*****ADDENDUM NO.1*****						
1. BID OPENING DATE HAS BEEN MOVED TO 08/20/2008.						
2. QUESTION AND ANSWERS ATTACHED.						
3. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.						
*****END OF ADDENDUM NO.1*****						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 201-935-4300 DATE: 8/14/08

TITLE: Gov't Sales Manager FEIN: 221595805 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

## LAUNDRY09

### Questions & Answers

1. Total dollars spent on Laundry 06 contract per fiscal year.
  - a. July 2007 thru June 2008 \$222,000.00
2. Total historical qty usage per line item for each of the items on the Laundry05 contract.

	Total Qty (2007-2008)
a. Solid Surge Plus 4-9lb	399
Formula 1 (INST) 4-8lb	450
Formula 1 HC 4-8lb	33
Solid Navisoft 2-6lb	184
Eco-Star Destainer 55gal	11
Eco-Star Soft(INST) 55gal	4
ECO-Star Sour(INST) 55gal	1
E-S Builder c (INST) 55gal	11
Solid Stainaway 2-4lb	632
TEX Special 100lb	28
Kin Klor 100lb	127
Econo Sour 100lb	18
Empire Detergent 55lb	4
Impax 55lb	24
Universal Det 996 55lb	136
TurboLifter 55gl	3

3. Items #21 and #23 call for residential size. Will 1 gallon containers packed 6 per case or 5 gallon pails be acceptable?
  - a. Either packed size is acceptable.
4. How will the State perform its calculations to determine the low bidder?
  - a. Usage rate/cost per 100 lbs. medium to heavy soiled linen.  
Bid may not be evaluated without the manufacturers

publication verifying the usage rate.

5. Is the State going to add all the products listed on the Cost per Usage 1/C Wt. Column of the Total Column to determine the low bidder?

- a. See #4

6. On page 12 Evaluation of Bid states, "Bids may not be evaluated without the manufactures publication verifying the usage rate". We can provide recommended usage rates on Technical Product Data Sheets. The industry standard is not to include dilution ratios on product labels that require set up and service by a professional laundry service technician. Will recommended dilution ratios on a Technical Product Data sheet be sufficient?

- a. Yes

7. How long do prices have to remain firm? Does the State allow for price increases based on the Producer Price Index?

- a. Prices are firm for one year. The State will consider a price adjustment, provided that such price adjustment covers both upward and downward movement of the commodity price, and that adjustment is based on the "Pass Through" increase or decrease of raw materials and/or labor, which make up all or a substantial part of a product. Adjustments are to be based upon an actual dollar figure, not a percentage. All price adjustment requests must be substantiated in a manner acceptable to the Director Purchasing, E.G. Governmental Bench Marks, General Market Increase, Published Price list. Such requests for an increase should be received in writing by the Direct of Purchasing at least 30 days in advance of the effective date of the increase. Any time the vendor requests a price adjustment, the Purchasing Division may either accept the price adjustment and amend the contract accordingly or reject the adjustment in its entirety and cancel the contract.

EXHIBIT 10

REQUISITION NO.: ..... Laundry 09

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED  
ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY  
PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

NO. 1 ....X.

NO. 2 ...X....

NO. 3 ...X....

NO. 4 .....

NO. 5 .....

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE  
ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR  
MUST CLEARLY UNDERSTAND THAT ANY VERBAL  
REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY  
ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES  
AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE  
INFORMATION ISSUED IN WRITING AND ADDED TO THE  
SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.



.....  
SIGNATURE

Diamond Chemical Company Inc.  
.....

COMPANY

8/14/08  
.....

DATE



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
**LAUNDRY09**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**JO ANN ADKINS**  
**304-558-8802**

VENDOR

RFQ COPY  
 TYPE NAME/ADDRESS HERE  
**Diamond Chemical Co. Inc.**  
**Union Ave & DuBois St.**  
**East Rutherford, NJ 07073**

SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED: <b>08/14/2008</b>	TERMS OF SALE: <b>Net 30 Days</b>	SHIP VIA: <b>Diamond Truck</b>	FOB: <b>Destination</b>	FREIGHT TERMS: <b>\$200.00 Minimum</b>
BID OPENING DATE: <b>08/20/2008</b>		BID OPENING TIME <b>01:30PM</b>		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
*****ADDENDUM NO. 2*****						
1. REVISED LAUNDRY09 PRICING PAGE ATTACHED.						
2. REMOVED ITEM #19 - DELIMER.						
3. ADDED ITEM #20 (COMMERCIAL SIZE) LAUNDRY DETERGENT, HEAVY DUTY A BLEND OF SURFACTANTS AND BUILDERS WITH A BOOST OF COLOR SAFE BLEACH.						
*****END OF ADDENDUM NO. 2*****						
0001	1	EA		505-33		\$149202.90
DETERGENTS, SPECIAL FORMULA (LAUNDRY)						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: **201-935-4300** DATE: **8/14/08**

TITLE: **Gov'r Sales Mgr** FEIN: **221595805** ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

LAUNDRY09 RFQ Pricing Page

Vendor: Diamond Chemical Company, Inc.

Item #	Product/Description	Equal to Brand	Estimated Loads (100 lbs ea)	Brand Bid	Net Weight	*Usage (ounces) /CWT	Cost Per Usage 1/CWT	PKG Size	Price	Total
1	Built Synthetic Detergent, All Purpose	Empire	125,000	American Special	55 lbs.	6.00	0.2250	55 #	33.00	28,125.00
2	Laundry Detergent, Low Temperature	Impax	75,000	Whiz Lo Foam	55 lbs.	4.00	0.1624	55 #	35.75	12,180.00
3	Low Temperature Detergent	Coloreze	50,000	Adclor	50 lbs.	1.00	0.0719	50 #	57.50	3,595.00
4	High Temperature Detergent	Universal Detergent	60,000	Super-Brite II	55 lbs.	5.00	0.2500	55 #	44.00	15,000.00
5	Bleach, Chlorine, High Temperature	Kinklor	65,000	Adclor 15	100 lbs.	1.00	0.0719	100 #	115.00	4,673.50
6	Laundry Sour with Bleuing	Econo Sour	75,000	Brite Lite "F" Sour	100 lbs.	1.00	0.0556	100 #	89.00	4,170.00
7	Fabric Softener, Powdered	Tex Special	60,000	Wonda Sof Powder	100 lbs.	1.00	0.0719	100 #	115.00	4,314.00
8	Water Conditioner, Powdered	Pennsq Conditioner	125,000	Actovate	100 lbs.	1.00	0.0619	100 #	99.00	7,737.50
9	Liquid Laundry Detergent, Low Temperature	Turbo Drive	35,000	Brite 200	510 lbs.	1.00	0.1171	55 gal.	824.45	4,098.50
10	Liquid Laundry Alkali - Low Temperature	Turbo Power	45,000	Starlite	510 lbs.	3.00	0.1638	55 gal.	384.45	7,371.00
11	Liquid Bleach, Low Temperature	Liquid Hi-Chlor	35,000	Super Destainer	510 lbs.	3.00	0.1170	55 gal.	274.45	4,095.00
12	Liquid Laundry Detergent, High Temperature	Turbo Lifter	70,000	Syner-Det 370	510 lbs.	1.00	0.1171	55 gal.	824.45	8,197.00
13	Liquid Laundry Alkali - High Temperature	Turbo Charge II	30,000	Starlite	510 lbs.	4.00	0.2184	55 gal.	384.45	6,552.00
14	Liquid Sour	Turbolizer	30,000	Tru-Sour	510 lbs.	0.50	0.0312	55 gal.	439.45	936.00
15	Fabric Softener	Lemon Soft	75,000	Fluff-It Liquid Laundry	510 lbs.	0.50	0.0312	55 gal.	439.45	2,340.00
16	Concentrated Solid Detergent	Solid Surge Plus	75,000	Solid LD	36 lbs.	1.00	0.2056	36 #	118.44	15,420.00
17	Concentrated Solid De-Stainer	Solid Stain-a-Way and Eco-Star Destainer	25,000	Solid Destainer	36 lbs.	0.50	0.2185	36 #	251.64	5,462.50
18	Solid Fabric Softener	Solid Soft Plus NF	25,000	Solid Softener	36 lbs.	0.25	0.1133	36 #	261.00	2,832.50
19	Laundry Detergent, Heavy Duty	Solid Super Star	5,000	Solid HD	36 lbs.	1.00	0.2244	36 #	129.24	1,122.00
20	Laundry Detergent, Heavy Duty	Formula 1	45,000	Solid Power Plus	36 lbs.	1.00	0.2400	36 #	138.24	10,800.00
21	Liquid Laundry Detergent, all Purpose, Residential size	Tide (or equal)	1,000	Brite Liquid Laundry	56 lbs.	1.00	0.0546		41.94	54.60
22	Fabric Softener Dryer Sheets, Residential size	Bounce (or equal)	1,000	Bounce	7 lbs.	1.00	0.0800	960 sheets	67.20	80.00
23	Liquid Fabric Softener Finished Product, Residential size	Ultra Downy Concentrated	1,000	Soft 'N Fluffy Special	56 lbs.	1.00	0.0468	6 gal.	35.94	46.80
*Cost to process 100 lbs. of medium to heavily soiled linen. Bidder must attach manufacturer's information substantiating cost shown.										149,202.90

Signature



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
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# Request for Quotation

RFQ NUMBER  
 LAUNDRY09

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 JO ANN ADKINS  
 304-558-8802

RFQ COPY

TYPE NAME/ADDRESS HERE

Diamond Chemical Co. Inc.  
 Union Ave & DuBois St.  
 East Rutherford, NJ 07073

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
08/18/2008	Net 30 Days	Diamond Truck	Destination	\$200.00 Minimum
BID OPENING DATE: 08/20/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
*****ADDENDUM NO.3*****						
1. BID OPENING DATE HAS BEEN MOVED TO 08/26/2008.						
2. SPEC SHEET FOR FORMULA ONE ATTACHED.						
*****END OF ADDENDUM NO. 3*****						
0001	1	EA		505-33		\$149202.90
DETERGENTS, SPECIAL FORMULA (LAUNDRY)						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE 201-935-4300	DATE 8/18/08
TITLE Gov't Sales Manager	FEIN 221595805	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'





## FORMULA 1

1. A heavy duty concentrated laundry product packaged in 4/8# capsules per case. A blend of surfactants and builders with a boost of color safe bleach.
2. Specifically formulated for the Institutional Market.
3. Dispensed through a closed dispensing system.
4. The dispenser has the ability to customize wash formulas.
5. Meets the following specifications:

pH (100%).....	10 - 11
Active Alkalinity as Na2O.....	20-25%
Active Surfactants.....	Yes
Optical Brighteners.....	Yes
Soil Anti-Redeposition Agents.....	Yes
Biodegradable.....	Yes
Appearance.....	Tan (light)
Fragrance.....	Floral
Flashpoint.....	> 100C
Contains.....	boric acid 1 - 5%
	sodium carbonate 5 - 20%



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RFO NUMBER  
**LAUNDRY09**

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ADDRESS CORRESPONDENCE TO ATTENTION OF  
**JD ANN ADKINS**  
**304-558-8802**

**Diamond Chemical Co. Inc.**  
**Union Ave & DuBois St.**  
**East Rutherford, NJ 07073**

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED <b>07/15/2008</b>	TERMS OF SALE <b>Net 30 Days</b>	SHIP VIA <b>Truck</b>	F.O.B. <b>Destination</b>	FREIGHT TERMS <b>Minimum \$200.00</b>
BID OPENING DATE: <b>08/12/2008</b>		BID OPENING TIME <b>01:30PM</b>		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p><b>REQUEST FOR QUOTATION</b></p> <p>FOR A BLANKET OPEN-END STATEWIDE CONTRACT TO PROVIDE LAUNDRY MATERIALS, DISPENSING EQUIPMENT AND TECHNICAL SERVICES TO ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.</p> <p>INQUIRIES            WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON THURSDAY, JULY 31, 2008. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER AND EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED.            ADDRESS INQUIRIES TO:</p> <p>JD ANN ADKINS            DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25305            FAX: 304-558-4115            EMAIL: JD.A.ADKINS@WV.GOV</p> <p>ATTACHMENTS TO THIS RFQ:</p> <ol style="list-style-type: none"> <li>LAUNDRY09 SPECIFICATIONS, CONDITIONS AND REQUIREMENTS, 4 PAGES, DATED 07/15/2008.</li> <li>PRODUCT SPECIFICATIONS, 6 PAGES.</li> <li>LAUNDRY09 PRICING PAGES, 1 PAGE, DATED 07/15/2008.</li> <li>INFORMATION PAGE, 1 PAGE, DATED 07/15/2008.</li> <li>LAUNDRY09 USER LIST, 1 PAGE.</li> <li>PURCHASING AFFIDAVIT, 1 PAGE.</li> </ol>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE <b>201-935-4300</b>	DATE <b>8/8/08</b>
TITLE <b>Gov't Sales Manager</b>	FEIN <b>221595805</b>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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# Request for Quotation

RFQ NUMBER  
**LAUNDRY09**

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ADDRESS CORRESPONDENCE TO ATTENTION OF  
**JO ANN ADKINS  
 304-558-8802**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

Diamond Chemical Co. Inc.  
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ALL STATE AGENCIES  
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DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
07/15/2008	Net 30 Days	Truck	Destination	Minimum \$200.00
BID OPENING DATE: 08/12/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		505-33		\$149202.90
<p>DETERGENTS, SPECIAL FORMULA (LAUNDRY)</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON ..... AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Robert Adkins</i>	TELEPHONE 201-935-4300	DATE 8/8/08
TITLE Gov't Sales Manager	FEIN 221595805	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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VENDOR

**Diamond Chemical Co. Inc.**  
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DATE PRINTED <b>07/15/2008</b>	TERMS OF SALE <b>Net 30 Days</b>	SHIP VIA <b>Truck</b>	F.O.B. <b>Destination</b>	FREIGHT TERMS <b>Minimum \$200.00</b>
BID OPENING DATE: <b>08/12/2008</b>		BID OPENING TIME <b>01:30PM</b>		

LINE	QUANTITY	LOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p><b>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</b></p> <p><b>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</b></p> <p><b>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</b></p> <p><b>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</b></p> <p><b>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</b></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE 	TELEPHONE <b>201-935-4300</b>	DATE <b>8/8/08</b>
TITLE <b>Gov't Sales Manager</b>	FEIN <b>221595805</b>	ADDRESS CHANGES TO BE NOTED ABOVE

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SUPPORT

Diamond Chemical Co. Inc.  
 Union Ave & DuBois St.  
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SUPPORT

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
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BID OPENING DATE: <b>08/12/2008</b>		BID OPENING TIME <b>01:30PM</b>		

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>( ) BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>( ) BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID;</p> <p>OR</p> <p>( ) BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX &amp; REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: **201-935-4300** DATE: **8/8/08**

TITLE: **Gov't Sales manager** FEIN: **221595805** ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
**LAUNDRY09**

PAGE  
**6**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**JO ANN ADKINS  
 304-558-8802**

VENDOR

Diamond Chemical Co. Inc.  
 Union Ave & DuBois St.  
 East Rutherford, Nj 07073

S.H.I.P.T.O

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
07/15/2008	Net 30 Days	Truck	Destination	Minimum \$200.00
BID OPENING DATE: 08/12/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: <u>Diamond Chemical Co. Inc.</u></p> <p>DATE: <u>August 18, 2008</u></p> <p>SIGNED: <u><i>[Signature]</i></u></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 201-935-4300	DATE 8/8/08
TITLE Gov't Sales Manager	FERN 221595805	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
**LAUNDRY09**

PAGE  
**7**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**JO ANN ADKINS  
 304-558-8802**

VENDOR

Diamond Chemical Co. Inc.  
 Union Ave & DuBois st.  
 East Rutherford, Nj 07073

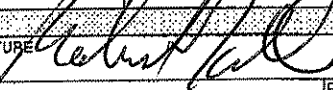
SHIP TO

ALL STATE AGENCIES  
 AND POLITICAL SUBDIVISIONS  
 VARIOUS LOCALES AS INDICATED  
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
07/15/2008	Net 30 Days	Truck	Destination	Minimum \$200.00
BID OPENING DATE: 08/12/2008		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				TITLE: Gov't Sales Manager		
<p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15          2019 WASHINGTON STREET, EAST          CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: FILE 42</p> <p>RFQ. NO.: LAUNDRY09</p> <p>BID OPENING DATE: 08/12/2008</p> <p>BID OPENING TIME: 1:30PM</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE:  TELEPHONE: 201-935-4300 DATE: 8/8/08

TITLE: Gov't Sales Manager FEIN: 221595805 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'





### Mandatory Requirements of Contractor

1. Contractor shall have a minimum of five years experience in the production of commercial laundry materials for use in health care facilities.
2. Contractor should employ a nationally certified laundry technician as per the National Association of Institutional Linen Managers to perform the technical services of the contract.
3. Contractor must have successful experience in reducing energy consumption with the usage of low temperature detergents.
4. Contractor shall provide laboratory services for the testing of linens.
5. Contractor shall provide a detailed description of the inspection services performed by the laundry technician.

### General Conditions

1. Only commercial products that have been used for a minimum of five years shall be considered.
2. All delivered materials must be labeled clearly; all materials shall be packaged in suitable storage containers to protect against high humidity. Powdered materials shall be a homogenous solution and shall not gel or settle out during storage.
3. All materials shall be packaged in suitable storage containers to protect against high humidity.
4. The vendor shall maintain both the liquid and solid dispensing equipment. Upon completion of the contract, the dispensing equipment shall remain on the facility site until the succeeding vendor assumes the supply for the facility.
5. Should the products fail to achieve a consistently high performance level at the usage cost as bid, the contractor shall remove all unused material from the state facilities and refund the original cost of material to the facility.
6. All prices shall be quoted as F.O.B. shipping destination. The minimum order for prepaid shipping to one, in-state destination shall be \$200.00 for orders less than \$200.00 the vendor may add actual transportation costs (prepaid) to the invoice as a separate item. The spending units

may purchase less than contract minimum from another source pursuant to procedures prescribed by the Purchasing Division.

7. It is preferred that deliveries be made within 10 days after receipt of order (ARO). Deliveries longer than 14 days shall be considered unsatisfactory. Bids which specify a shipping date of over 14 days ARO may be disqualified.
8. Contractor is required to identify the nationally certified laundry technician(s) on the attached information sheet.

### **Responsibilities of the Laundry Technician**

The nationally certified laundry technician is required to provide the following services:

1. Laundry technician will (a) instruct laundry personnel in the correct application of laundry materials; (b) develop wash formula to achieve cleanliness of linen at the least material cost; (c) demonstrate energy cost savings of low temperature laundry products; (d) conduct the regular inspections of the washrooms; and (e) submit written reports to the facility after each inspection.
2. At least once per month, the laundry technician shall inspect each participating facility. During the inspections, the laundry technician shall test the wash formula concentrations (titration test and ph levels), water temperature and levels, identify energy savings if available, and report any equipment deficiencies to the laundry supervisor and to the Purchasing Division of the Department of Administration.
3. Laundry technician shall survey the facilities laundry materials requirements and develop wash formulas capable of providing high levels of cleanliness. Formula shall identify the amount of product and the parts per million of the product in the wash wheel, water level and temperature, and length of the wash cycles in minutes.
4. In addition, when requested and within twenty-four hours of such request, the technician shall make service calls to handle problems requiring attention and correction.

### **Special conditions:**

Some of the participating facilities are correctional institutions. For the safety of the technician and security of the institution, the following measures are required:

1. The technician shall be required to obtain a proper identification card before entering the work area. The facility shall furnish the ID.
2. All persons, vehicles, food containers, tool boxes, etc. are subject to search before entering the premises.
3. Technicians or other employees of vendor shall not be permitted to have any dealings or agreements of any kind with inmate personnel.
4. Certain items, which will be detailed by each facility, i.e., alcoholic beverages, firearms, certain knives, etc. are strictly prohibited. If any of these items are found in the possession of any technician, he/she will be immediately ejected from the premises, or held for arrest, and any such contraband items seized.
5. Extraordinary precautions must be observed to secure all tools and prevent them from falling into the hands of inmate personnel.
6. Technicians shall be restricted to only those areas where it is necessary for the performance of the work and are not permitted in any other locations without prior consent from the warden or his representative.

Correctional facilities desire a system of material delivery which eliminates or greatly minimizes inmate contact and access to laundry cleaning materials. A system of solid materials and compatible delivery system is desired.

### **Solid Delivery System Minimum Specifications**

1. A minimum of three products must be dispensed directly from their shipping cartons.
2. One dispenser must serve a minimum of two machines with a single hose to each machine, unless the facility otherwise directs.
3. Must have computer controlled dispensing with a minimum of 16 customized formulations capability.
4. System must be capable of producing a productivity report and current dispensing data.
5. Must have an automatic "out of product" alarm, alerting operators to replace materials when needed.

6. Dispensing cabinet totally enclosed with a tamper resistant lock.
7. System must operate on 120 V/AC and an approved vacuum breaker.

Contractor's products shall provide consistent high quality performance in the cleaning of linen within the usage costs as bid. Failure to provide consistent high quality cleaning of linen will result in cancellation of all items on this contract.

#### **Evaluation of Bids**

Contractor should provide a manufacturer's recommended usage rate/cost per 100 lbs of medium to heavy soiled linen. Bids may not be evaluated without the manufacturer's publication verifying the usage rate. Contractor shall complete the requested information for each item listed on the pricing page and must be specific on all responses.

#### **Reporting Requirements**

Successful vendor shall be required to submit quarterly reports on sales volume (by agency and by contract product) during the life of the contract. It is preferred that this report be an excel document and sent via email to

[jo.a.adkins@wv.gov](mailto:jo.a.adkins@wv.gov)

If email reports are not possible, written reports must be mailed to:

Jo Ann Adkins  
Purchasing Division  
P. O. Box 50130  
2019 Washington Street, East  
Charleston, WV 25305

**LAUNDRY09  
PRODUCT SPECIFICATIONS**

**ITEM 1:** Built Synthetic Detergent, all purpose

Product must be a general purpose detergent for use in domestic type washing machines.

**Must meet the following:**

Active Alkalinity as $NA_2O$	Min. 45%
Contains	Fluorescent Brighteners
Solution PH	(0.5% Aqueous at 75 Degrees F) 11.0
Contains	Anionic and Nonionic Surfactant
Total active agent	(Detergents) Min. 9%
Total Phosphate content as $P_2O_5$	Max. 3.0%
Sodium Carbonate	Positive
Sodium Carboxymethylcellulose	Min. 1.0%
Shelf life	One year
Must be equal to	Empire 74278

**ITEM 2:** Laundry Detergent. Low Temperature

Product must be a concentrated non-ionic surfactant with Optical Brighteners.

**Must meet the following:**

Total Alkalinity as $NA_2O$	Max 5%
Carboxymethylcellulose	Positive
Optical Brighteners	Positive
Nonionic Detergent	Min. 7.5%
Combined Detergent	Min. 9.5%
Silicate Content (as $SiO_2$ )	Max 5%
Phosphorus Content (as $P_2O_5$ )	Min. 3.2% Max 8.7%
Effective Temperature Range	120° – 190° F
Shelf life	Two years.
Must be equal to:	Impax 74369

**ITEM 3:** Low Temperature Bleach

Product must be a concentrated powdered chlorine suitable for low temperature wash.

**Must meet the following:**

Chlorine Available	Min. 11.5%
Neutral Inorganic Salts	Max. 82%
Effective Temperature Range	120° – 190° F
Shelf life	120 days
Must be equal to	Cloreze 73200

**LAUNDRY09  
PRODUCT SPECIFICATIONS**

**ITEM 4:** High Temperature Detergent

Product must be a highly concentrated non-ionic surfactant with optical brighteners.

**Must meet the following:**

Alkalinity as $NA_2O$	Min. 43.0%
Nonionic & Anionic Detergents	Min. 9.0%
PH of Must	.5% Solution at 75° is 11.8 Fluoresce under U.V. Light
Phosphate Content As $P_2O_5$	Min. 2%
Carboxymethylcellulose	Positive
Shelf life	One year
Must be equal to	Universal Detergent 74377 996

**ITEM 5:** Bleach, Chlorine, High Temperature

Product must be a highly concentrated powdered Chlorine.

**Must meet the following:**

Available Chlorine	Min. 11.5%
Phosphorus Compounds	None Present
Inorganic Salts	8.7% Max. Devoid of Sodium Chloride
Shelf Life	120 days
Must be equal to	Kinklor 70318

**ITEM 6:** Laundry Souring with Bluing

Product must be a high neutralizing sour.

**Must meet the following:**

Active Acidity of	97% Min.
Odor	Not offensive
Shelf life	Two years
Must be equal to	Econo Sour 71209

**ITEM 7:** Fabric Softener, Powdered

Product must be a highly concentrated liquid or powdered fabric softener and must exhaust itself completely on fabric in warm and cool water.

**Must meet the following:**

Quaternary Ammonium	Min. 7%
Odor	Pleasant Scent
Shelf life	Two years
Must be equal to	Tex Special 70086

**LAUNDRY09  
PRODUCT SPECIFICATIONS**

**ITEM 8:** Water Conditioner, Powdered

Product must be a concentrated water conditioning agent.

**Must meet the following:**

Total Alkalinity as $NA_2O$	Min. 16.5% - 5% Max
Total Phosphate content as $P_2O_5$	Max 2%
pH of	.1% Solution as 25° C is 9.6
Shelf life	Two years
Must be equal to	Pennso Conditioner 71420

**ITEM 9:** Liquid Laundry Detergent, Low Temperature.

Product must be a concentrated anionic and nonionic detergent with optical brighteners.

**Must meet the following:**

Total Active Agent Content	Min. 24%
Effective Temperature Range	120° - 190° F
pH of Product	9.0 - 11.2
Specific Gravity at 25° C	1.0 - 1.04
Contains no	Aromatic or aliphatic Solvent
Must	Fluoresce under U.V. Light
Shelf life	Two years
Must be equal to	Turbo Drive 76302

**ITEM 10:** Liquid Laundry Alkali, Low Temperature

Product must be a concentrated alkaline builder.

**Must meet the following:**

Total Alkalinity as $NA_2O$	Min. 15%
pH of 0.5% Solution at 80° F	12.0 - 13
Effective Temperature Range	120° - 190° F
Specific Gravity at 25° C	1.260 to 1.270
Silicate Test	Positive
Shelf life	One year
Must be equal to	Turbo Power 76291



**LAUNDRY09  
PRODUCT SPECIFICATIONS**

**ITEM 11:** Liquid Bleach, Low Temperature

Product must be a concentrated liquid chlorine suitable for low temperature usage.

**Must meet the following:**

Chlorine by weight	Min. 10.0%
Odor	Chlorine
Iron	(as FE) 0.2 PPM Maximum
Effective Temperature Range	120° – 190° F
Shelf life	90 days
Must be equal to	Liquid Hi-Chlor 71043

**ITEM 12:** Liquid Laundry Detergent, High Temperature

Product must be a highly concentrated non-ionic detergent with optical brighteners.

**Must meet the following:**

Total Active Agents	Min. 18%
pH of product	Min. 12.0
Effective Temperature Range	120° – 190° F
Must	Fluoresce under U.V. Light
Specific Gravity of	1.0 to 1.02 at 77° F
Shelf life	Two years
Must be equal to	Turbo Lifter 7629

**ITEM 13:** Liquid Laundry Alkali, High Temperature

Product must be a highly concentrated alkaline Builder.

**Must meet the following:**

Total Alkalinity as $NA_2O$	20.2 – 21.0
Chelating Agency	Positive
Specific Gravity at 25° C	1.290 to 1.31
Shelf life	One year
Must be equal to	Turbo Charge II 74101

**ITEM 14:** Liquid Sour

Product must be a concentrated acid for use as a neutralizing agent.

**Must meet the following:**

Total Acidity of	10.0% calculated as HF
pH of Product	1% solution
Shelf life	Two years
Must be equal to	Turbolizer 76306

**LAUNDRY09  
PRODUCT SPECIFICATIONS**

**ITEM 15: Fabric Softener**

Product must be a highly concentrated fabric softener.

**Must meet the following:**

Active Agent	Min. 12.0% wt
pH of Product	5.0 – 8.0
Shelf Life	Two years
Must be equal to	Lemon Soft 75085

**ITEM 16: Concentrated Solid Detergent**

**Must meet the following:**

Active Alkalinity as $NA_2O$	Min. 35%
Contains Phosphates content as $P_2O_5$	Max. 3%
Sodium Hydroxide	Min. 45%
Detergents	Min. 15%
Contains	Anionic and nonionic surfactants
Contains	Optical Brighteners
Contains	Anti-Redeposition agents
Shelf life	Min. One year
Must be equal to	Solid Surge Plus 13102

**ITEM 17: Concentrated Solid De-Stainer**

Product must maintain its bleaching power throughout the whole capsule.

**Must meet the following:**

Sodium Dichloroisocyanurate Dihydrate	Min. 40%
Shelf life	Min. one year
Must be equal to	Solid Stain-A-Way 17103

**ITEM 18: Solid Fabric Softener**

**Must meet the following:**

Quaterary Ammonium	Min 12%
Sodium Bisulfate/Acidic Material	Min. 5%
Shelf life	Min. One year
Must be equal to	Solid Soft Plus NF 16875

**LAUNDRY09  
PRODUCT SPECIFICATIONS**

**ITEM 19: Delimer**

**Must meet the following:**

Flash Point	>100°C
Contains	28% Phosphoric Acid
Contains	5% - 20% Citric Acid
Safe Storage Temperature	<50°C
pH of Product	1 (100%)
Specific Gravity	1.205 (Water = 1)
Solubility	Easily soluble in cold water, hot water

**ITEM 20: Laundry Detergent, Heavy Duty**

**Must meet the following:**

Contains	35% Triphosphoric Acid, Pentasodium Salt
Contains	20% - 50% poly (oxy-1, 2-ethanediyl), .alpha.-(nonylphenyl)-.omega.-hydroxy- sodium carbonate
Contains	20% - 50% Sodium Carbonate
Flash Point	>100°C
pH of Product	10.7 to 11.7 [Conc. (%w/w): 1%]
Boiling/condensation point	>100°C (>212°F)
Solubility	Soluble in hot water. Partially soluble in cold water.
Odor	Fragrance-like
Safe Storage Temperature	<50°C

**ITEM 21: Liquid Laundry Detergent**

Contains	1 - 5% Ethyl alcohol/ethanol
Contains	1 - 5% Sodium Borate/Borax
Contains	0.5 - 1.5% 2-Aminoethanol/ethanolamine
Flash Point	140°F
Boiling Point	205 -- 207°F
Specific Gravity (H <sub>2</sub> O=1)	1.060 to 1.080
Vapor Pressure (mm Hg)	<29.4
Percent Volatile by Volume (%)	60.99% -- 61.66%
Solubility in Water	Completely Soluble
pH (10% solution)	8.1 to 8.5

**LAUNDRY09  
PRODUCT SPECIFICATIONS**

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**ITEM 22:** Fabric Softener Dryer Sheets

Suitable Extinguishing Media	CO <sub>2</sub> , water or dry chemical may be used
Health Risk	Slight
Flammability	Slight
Reactivity	Not Significant

**ITEM 23:** Liquid Fabric Softener Finished Product

Contains	1 – 5% Ethanol
Flash Point	>82.7°C/>181°F
Suitable Extinguishing Media	CO <sub>2</sub> , Water or dry chemical
Boiling Point	84.4°C -- 90°C/184°F -- 194°F
pH (1% solution)	2.8 – 3.2

LAUNDRY09 RFQ Pricing Page

Vendor: Diamond Chemical Company, Inc.

Item #	Product/Description	Equal to Brand	Estimated Loads (100 lbs ea)	Brand Bid	Net Weight	*Usage (ounces) /CWT	Cost Per Usage 1/CWT	PKG Size	Price	Total
1	Built Synthetic Detergent, All Purpose	Empire	125,000	American Special	55 lbs.	6.00	0.2250	55 #	33.00	28,125.00
2	Laundry Detergent, Low Temperature	Impax	75,000	Whiz Lo Foam	55 lbs.	4.00	0.1624	55 #	35.75	12,180.00
3	Low Temperature Detergent	Coloreze	50,000	Adclor	50 lbs.	1.00	0.0719	50 #	57.50	3,595.00
4	High Temperature Detergent	Universal Detergent	60,000	Super-Brite II	55 lbs.	5.00	0.2500	55 #	44.00	15,000.00
5	Bleach, Chlorine, High Temperature	Kinklor	65,000	Adclor 15	100 lbs.	1.00	0.0719	100 #	115.00	4,673.50
6	Laundry Sour with Bluing	Econo Sour	75,000	Brite Lite "F" Sour	100 lbs.	1.00	0.0556	100 #	89.00	4,170.00
7	Fabric Softener, Powdered	Tex Special	60,000	Wonda Sof Powder	100 lbs.	1.00	0.0719	100 #	115.00	4,314.00
8	Water Conditioner, Powdered	Pennsq Conditioner	125,000	Actovate	100 lbs.	1.00	0.0619	100 #	99.00	7,737.50
9	Liquid Laundry Detergent, Low Temperature	Turbo Drive	35,000	Brite 200	510 lbs.	1.00	0.1171	55 gal.	824.45	4,098.50
10	Liquid Laundry Alkali - Low Temperature	Turbo Power	45,000	Starlite	510 lbs.	3.00	0.1638	55 gal.	384.45	7,371.00
11	Liquid Bleach, Low Temperature	Liquid Hi-Chlor	35,000	Super Destainer	510 lbs.	3.00	0.1170	55 gal.	274.45	4,095.00
12	Liquid Laundry Detergent, High Temperature	Turbo Lifter	70,000	Syner-Det 370	510 lbs.	1.00	0.1171	55 gal.	824.45	8,197.00
13	Liquid Laundry Alkali - High Temperature	Turbo Charge II	30,000	Starlite	510 lbs.	4.00	0.2184	55 gal.	384.45	6,552.00
14	Liquid Sour	Turbolizer	30,000	Tru-Sour	510 lbs.	0.50	0.0312	55 gal.	439.45	936.00
15	Fabric Softener	Lemon Soft	75,000	Fluff-it Liquid Laundry	510 lbs.	0.50	0.0312	55 gal.	439.45	2,340.00
16	Concentrated Solid Detergent	Solid Surge Plus	75,000	Solid LD	36 lbs.	1.00	0.2056	36 #	118.44	15,420.00
17	Concentrated Solid De-Stainer	Solid Stain-a-Way and Eco-Star Destainer	25,000	Solid Destainer	36 lbs.	0.50	0.2185	36 #	251.64	5,462.50
18	Solid Fabric Softener	Solid Soft Plus NF	25,000	Solid Softener	36 lbs.	0.25	0.1133	36 #	261.00	2,832.50
19	Laundry Detergent, Heavy Duty	Solid Super Star	5,000	Solid HD	36 lbs.	1.00	0.2244	36 #	129.24	1,122.00
20	Laundry Detergent, Heavy Duty	Formula 1	45,000	Solid Power Plus	36 lbs.	1.00	0.2400	36 #	138.24	10,800.00
21	Liquid Laundry Detergent, all Purpose, Residential size	Tide (or equal)	1,000	Brite Liquid Laundry	56 lbs.	1.00	0.0546		41.94	54.60
22	Fabric Softener Dryer Sheets, Residential size	Bounce (or equal)	1,000	Bounce	7 lbs.	1.00	0.0800	960 sheets	67.20	80.00
23	Liquid Fabric Softener Finished Product, Residential size	Ultra Downy Concentrated	1,000	Soft 'N Fluffy Special	56 lbs.	1.00	0.0468	6 gal.	35.94	46.80
	*Cost to process 100 lbs. of medium to heavily soiled linen. Bidder must attach manufacturer's information substantiating cost shown.									

Signature



### LAUNDRY09 Information Page

Contractor is required to identify the Nationally Certified Laundry Technician(s):

<b>Name:</b>	Bernie Carroll, <b>15 years/service</b>	<b>Name:</b>	Mike Chaundy, <b>5 years/service</b>
<b>Address:</b>	Triadelphia, WV	<b>Address:</b>	Eldersburg, MD
<b>Telephone #</b>	201.320.7052	<b>Telephone #</b>	201.206.3230
<b>Name:</b>	Tom Turick <b>25+ years/service</b>	<b>Name:</b>	Larry Weiss, Jr., <b>13 years/service</b>
<b>Address:</b>	Howell, NJ	<b>Address:</b>	Oak Harbor, OH
<b>Telephone #</b>	201.320.5697	<b>Telephone #</b>	201.394.4301

Complete the information below on the Contract Coordinator:

<b>Name:</b>	Robert Dattoli
<b>Phone Number</b>	201.421.1086
<b>Fax Number:</b>	201.935.6997
<b>Email Address:</b>	rdattoli@diamondchem.com

References:

<b>Company Name:</b>	Mountain State Textiles, Fairmont, WV
<b>Contact Name</b>	Todd Morgan
<b>Phone Number:</b>	304.685.2906

<b>Company Name:</b>	Fairmont State University
<b>Contact Name</b>	Gary Lanham
<b>Phone Number:</b>	304.288.6982

<b>Company Name:</b>	Hospital for Chronically Ill, Delaware State Contract
<b>Contact Name</b>	Robert Hill, Laundry Manager
<b>Phone Number:</b>	302.223.1566

<b>Company Name:</b>	Hunterdon Developmental Center, NJ State Contract
<b>Contact Name</b>	Pearl Fox, Laundry Manager
<b>Phone Number:</b>	908.730.1368

<b>Company Name:</b>	Riverbend Maximum Security, State of Tennessee Contract
<b>Contact Name</b>	Jim Stiles, Laundry Manager
<b>Phone Number:</b>	615.350.3100

Vendor should provide information below documenting experience and ability to meet the requirements of the contract.

All Diamond Chemical Technical Representatives receive continuous training both in the field and in the Diamond Chemical training facility. They are knowledgeable in all aspects of washroom equipment, dispensing equipment, and the latest technology.

Diamond Chemical also has a complete Management and Installation Team to assist our Technical Representatives nationwide.

STATE OF WEST VIRGINIA	Cust Acct Nm
	LAKIN STATE HOSP
	1 Bateman Circle, Lakin, WV
	BLACKWATER LDG RESORT/LY
	Blackwater State Park, Davis, WV
	WV REG JAIL/SOUTH CENTRAL
	1001 Centre Way, Charleston, WV
	CENTRAL REGIONAL JAIL
	300 Days Drive, Sutton, WV
	EASTERN REGIONAL JAIL
	38 Grapevine Rd, Martinsburg, WV
	OHIO COUNTY CORRECTION
	1501 Eoff St., Wheeling, WV
	ST MARY'S CORR CTR/LY
	2880 N. Pleasants Hwy, St. Mary's, WV
	DRS INSTITUTE
	P. O. Box 1004, Institute, WV
	POTOMAC HIGHLAND REG JAIL/LY
	13 Dolan Drive, Augusta, WV
	ANTHONY CORRECTIONAL CTR
	HC 70 Box N1, White Sulphur Sprgs, WV
	WELCH COMMUNITY HOSP
	454 McDowell St., Welch, WV
	NORTH CENTRAL REGIONAL JAIL
	1 Lois Lane, Greenwood, WV
	JOHN MANSION SR HLTHCR CNTR
	401 Guffey St., Fairmont, WV
	WV INDUST HOME FOR YOUTH
	7 Industrial Blvd., Industrial, WV
	HUTTONSVILLE COR CTR
	RL 250 S Box 1, Huttonsville, WV
	PIPESTEM RESORT STATE
	State Rte 20, Pipestem, WV
	PRUNTYTOWN CORR CTR
	RR 4, Box 49A, Grafton, WV
	NORTHERN REG JAIL

		12th Graves Creek Rd, Moundsville, WV
		SOUTHERN REG JAIL
		1200 Airport Road, Beaver, WV
		LAKIN CORRECTIONAL FACILITY
		11264 Ohio River Road, West Columbia, WV
		JM CHICK BUCK BEE JUV CNTR
		1 Jerry Lane, Augusta, WV 26704
		WESTERN REGIONAL JAIL
		1 O'Haulon Place, Barboursville, WV
		GENE SPADARO JUVENILE/LY
		106 Martin Drive, Mount Hope, WV
		ROBERT L SHELL JUVENILE CTR
		2 Ohanlan Place, Barboursville, WV



STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

**VENDOR OWING A DEBT TO THE STATE:**

*West Virginia Code* §5A-3-10a provides that: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

**PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:**

*West Virginia Code* §21-1D-5 provides that: Any solicitation for a public improvement construction contract shall require each vendor that submits a bid for the work to submit at the same time an affidavit that the vendor has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code. A public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the West Virginia Code may take place before their work on the public improvement is begun.

**ANTITRUST:**

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

**LICENSING:**

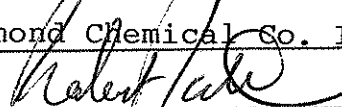
Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

**CONFIDENTIALITY:**

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy) for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and is in compliance with the requirements as stated.

Vendor's Name: Diamond Chemical Co. Inc.

Authorized Signature:  Date: 8/19/08



**DIAMOND  
CHEMICAL  
COMPANY  
INC.**  
Union Ave. & DuBois St.  
East Rutherford, NJ 07073

# TEXTILE ANALYSIS REQUEST

1. TECHNICAL REPRESENTATIVE: \_\_\_\_\_ DATE \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_

2. PRIORITY:  EMERGENCY  HIGH  PROCESS IN ORDER RECEIVED

3. Attach present War Report with completed Titration Form.

4. NATURE OF CONCERN

Fabric Damage

Yellowing

Browning

Greying

Poor Soil Removal

Poor Stain Removal

Dye Related

Other (specify) \_\_\_\_\_

5. DESCRIPTION OF CONCERN/RECOMMENDATIONS REQUIRED

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. REQUEST FOR TECHNICAL INFORMATION

Identify Discoloration/Stain

Suggest Method For Discoloration/Stain Removal

Suggest Preventive Measures

Technical Bulletins On \_\_\_\_\_

Other (specify) \_\_\_\_\_

7. BACKGROUND INFORMATION

A) Frequency of Concern: \_\_\_\_\_ Lbs. \_\_\_\_\_ Wk. \_\_\_\_\_ % of Classification

B) Type of Fabric in Question: (i.e., 50/50, 65/35, etc.) \_\_\_\_\_

C) Suspected Cause \_\_\_\_\_

8. IN PLANT TESTS ATTEMPTED

Washed Heavier

Stain Formula

Spotted Area With \_\_\_\_\_

Other \_\_\_\_\_

\*NOTE: Attach copy of Titration Form, and complete methods used.

**IMPORTANT: TEXTILES SUBMITTED WILL NOT BE RETURNED — QUALITY OF LAB ANALYSIS WILL REFLECT QUALITY OF INFORMATION SUPPLIED.**

DIAMOND CHEMICAL REPRESENTATIVE SIGNATURE: \_\_\_\_\_

CUSTOMER SIGNATURE: \_\_\_\_\_



**DIAMOND  
CHEMICAL  
COMPANY  
INC.**

Union Ave. & Dubois St.  
East Rutherford, NJ 07073

# TITRATION FORM

PARENT COMPANY NAME \_\_\_\_\_

DATE \_\_\_\_\_

PLANT NAME \_\_\_\_\_

SOIL CLASSIFICATION \_\_\_\_\_

WORK DESCRIPTION \_\_\_\_\_

WASHWHEEL:

NAME/MODEL \_\_\_\_\_

SIZE \_\_\_\_\_

NO. \_\_\_\_\_

LOAD SIZE \_\_\_\_\_

WATER TESTS: Hot H<sub>2</sub>O Temp \_\_\_\_\_ °F

Cold H<sub>2</sub>O Temp \_\_\_\_\_ °F

Hot H<sub>2</sub>O Hardness \_\_\_\_\_ grains

Cold H<sub>2</sub>O Hardness \_\_\_\_\_ grains

Hot H<sub>2</sub>O Alkalinity \_\_\_\_\_ drops N/10 Acid

Cold H<sub>2</sub>O Alkalinity \_\_\_\_\_ drops N/10 Acid

Hot H<sub>2</sub>O pH \_\_\_\_\_

Cold H<sub>2</sub>O pH \_\_\_\_\_

Hot H<sub>2</sub>O Iron: \_\_\_\_\_ PPM

Cold H<sub>2</sub>O Iron: \_\_\_\_\_ PPM

Incoming H<sub>2</sub>O Chlorine \_\_\_\_\_

FORMULA START TIME: \_\_\_\_\_

	OPERATION	TIME	Water Level	Temp °F	Titration N or N/10	pH	Chlorine PPM	Supply (Name)	Amount
1									
2									
3									
4									
5									
6									
7									
8									
9									
10									
11									
12									
13									
14									
15									

FORMULA FINISH TIME: \_\_\_\_\_

COMMENTS: \_\_\_\_\_

Customer Signature \_\_\_\_\_

Representative Signature \_\_\_\_\_



**DIAMOND  
CHEMICAL  
COMPANY  
INC.**  
Union Ave. & DuBois St.  
East Rutherford, NJ 07073

# WASHROOM ANALYSIS REPORT

DATE: \_\_\_\_\_

COMPANY NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_

## 1) CHEMICAL TESTS (✓) IF PROBLEM

### HOT WATER

- ( ) TEMP. (WHEEL) \_\_\_\_\_ °F.
- ( ) TEMP. (TANK) \_\_\_\_\_ °F.
- ( ) HARDNESS \_\_\_\_\_ GRAINS/GAL.
- ( ) ALKALINITY \_\_\_\_\_ DROPS N/10 ACID
- ( ) pH \_\_\_\_\_
- ( ) IRON \_\_\_\_\_ PPM

### FABRIC

- ( ) pH \_\_\_\_\_
- ( ) RESIDUAL CHLORINE \_\_\_\_\_

### COLD WATER

- ( ) TEMP. (WHEEL) \_\_\_\_\_ °F.
- ( ) TEMP. (TANK) \_\_\_\_\_ °F.
- ( ) HARDNESS \_\_\_\_\_ GRAINS/GAL.
- ( ) ALKALINITY \_\_\_\_\_ DROPS N/10 ACID
- ( ) pH \_\_\_\_\_
- ( ) IRON \_\_\_\_\_ PPM
- ( ) INCOMING CHLORINE \_\_\_\_\_ PPM

## 2) STOCK SOLUTIONS (✓) IF PROBLEM

### CHLORINE BLEACH

- ( ) RAW BLEACH: \_\_\_\_\_ % CL<sub>2</sub>
- ( ) STOCK BLEACH: \_\_\_\_\_ % CL<sub>2</sub>

### OTHER SOLUTIONS

- ( ) NAME \_\_\_\_\_ DROPS
- ( ) NAME \_\_\_\_\_ DROPS

## 3) HEAT RECLAIMER (✓) IF PROBLEM

- ( ) COLD H<sub>2</sub>O IN \_\_\_\_\_ °F.
- ( ) PREHEAT H<sub>2</sub>O OUT \_\_\_\_\_ °F.
- ( ) HEAT RISE \_\_\_\_\_ °F.
- ( ) EFFLUENT IN \_\_\_\_\_ °F.
- ( ) EFFLUENT OUT \_\_\_\_\_ °F.
- ( ) APPROACH \_\_\_\_\_ °F.

## 4) EMPLOYEE PROCEDURES/TRAINING WHEN INSPECTED

OK	NOT OK	
<input type="checkbox"/>	<input type="checkbox"/>	SUPPLY USAGE _____
<input type="checkbox"/>	<input type="checkbox"/>	PORTION CONTROL PROGRAM _____
<input type="checkbox"/>	<input type="checkbox"/>	WORK CLASSIFICATION/SORTING _____
<input type="checkbox"/>	<input type="checkbox"/>	MACHINE LOADING _____
<input type="checkbox"/>	<input type="checkbox"/>	FORMULA SELECTION _____
<input type="checkbox"/>	<input type="checkbox"/>	OTHERS _____

PERSONNEL TRAINED: \_\_\_\_\_

## 5) QUALITY INSPECTION

	POOR	FAIR	GOOD	VERY GOOD	EXCELLENT	CLASSIFICATION TESTED
A) WHITENESS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
B) STAIN PERCENTAGE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
C) TENSILE STRENGTH	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
D) STARCHING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
E) SOFTNESS	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
F) ODOR	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
G) WICKING	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____
H) ABSORBANCY	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____

## 6) INVENTORY CONTROL

PROD. \_\_\_\_\_ PROD. \_\_\_\_\_ PROD. \_\_\_\_\_ PROD. \_\_\_\_\_ PROD. \_\_\_\_\_ PROD. \_\_\_\_\_  
QTY. \_\_\_\_\_ QTY. \_\_\_\_\_ QTY. \_\_\_\_\_ QTY. \_\_\_\_\_ QTY. \_\_\_\_\_ QTY. \_\_\_\_\_

## 7) COMMENTS

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

DIAMOND CHEMICAL REPRESENTATIVE SIGNATURE: \_\_\_\_\_

CUSTOMER SIGNATURE: \_\_\_\_\_



**DIAMOND  
CHEMICAL  
COMPANY  
INC.**  
Union Ave. & DuBois St.  
East Rutherford, NJ 07073

# WASHROOM EQUIPMENT REPORT

DATE: \_\_\_\_\_

COMPANY NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

(✓) When Inspected      (X) If Problem      (⊕) If Corrected

TYPE/SIZE	WASHER NO.	DUMP VALVE	STEAM LEAK	WATER VALVE LEAK	INOPERATIVE THERMS			INOP. LEVELS		AUTO CONTROL	CHART COND.	GAUGES
					LOW	MED.	HIGH	LOW	HIGH			

COMMENTS

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

DIAMOND CHEMICAL REPRESENTATIVE SIGNATURE: \_\_\_\_\_

CUSTOMER SIGNATURE: \_\_\_\_\_



**DIAMOND  
CHEMICAL  
COMPANY  
INC.**

Phone (201) 935-4300  
Fax (201) 935-6997

UNION AVENUE AND DuBOIS STREET, EAST RUTHERFORD, N.J. 07073



Laboratory Controlled



Plant Engineered



Performance Assured

## AMERICAN SPECIAL

**AMERICAN SPECIAL** is an economical alkaline-built, biodegradable detergent designed to clean heavy soils at lower temperatures. It contains a dual-phase cleaning system so it can clean a wide range of soils and fabrics. **AMERICAN SPECIAL** also has a combination of anti-redeposition, whitening agents so it is a concentrated and effective washing product.

### **Appearance**

White, free flowing granular powder.

### Where To Use AMERICAN SPECIAL

**AMERICAN SPECIAL** is the perfect choice for institutional, shirt, linen supply, diaper and family plants.

### Where Does AMERICAN SPECIAL Do?

**AMERICAN SPECIAL** is designed to work effectively at all temperatures, in hard or soft water.

**AMERICAN SPECIAL** is effective on oily based stains and grease, having controlled alkalinity and buffering action that prevents redeposition.

**AMERICAN SPECIAL** is oil buffered, thereby preventing the loss of tensile strength in the fabrics. Specifically, it protects fibers as it removes soil.

**AMERICAN SPECIAL** is packed with brighteners that working with bleach, produce brightness and whiteness.

### How To Use AMERICAN SPECIAL

The recommended use dilution ratio is 6 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **AMERICAN SPECIAL (Con't)**

### **Packaging**

55 lb. poly-lined, multi-walled paper bags – 450 lb. fiber drums.

### **Caution**

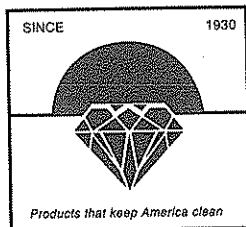
This product is designed for commercial use. Contains alkali. May cause burns. Keep away from eyes, mouth and skin. If swallowed, drink milk or large quantities of water. For skin contact, rinse thoroughly with water. In case of contact with eyes, flush with large quantities of water for at least 15 minutes. CALL PHYSICIAN.

**KEEP OUT OF REACH OF CHILDREN**

**For Industrial Use Only**

The information contained herein, is, to our knowledge, true and accurate. Because conditions of use are beyond our control, we make no warranty or representation expressed or implied. No agent, representative or employee of Diamond Chemical is authorized to vary any of the terms of this notice.

**UNION AVENUE & DUBOIS STREET – EAST RUTHERFORD, NJ 07073  
(201) - 935-4300 – (212) 227-5140 – FAX # (201) 935-6997**



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## WHIZ LO FOAM

**WHIZ LO FOAM** is a complete detergent which contains surfactants and carefully silicated alkalis. **WHIZ LO FOAM** has a combination of nonionic detergents, sequestering agents and special brighteners. **WHIZ LO FOAM** is biodegradable.

### **Appearance**

White, free flowing dust free, granular powder with pleasant lemon odor.

### **Where To Use**

Where a controlled suds is a must. Can be used in Laundromats, Hotels, Motels, Institutions, light and dark color classifications and on delicate fabrics. **WHIZ LO FOAM** is also used in home washers.

### **What Does WHIZ LO FOAM Do?**

**WHIZ LO FOAM** can be used in hard or soft water.

**WHIZ LO FOAM** is concentrated.

**WHIZ LO FOAM** is ideal for washing light to medium soiled textiles.

**WHIZ LO FOAM** penetrates quickly and rinses easily.

**WHIZ LO FOAM**, because of its controlled suds, can be used where there is a need to save on water.

### **How To Use Whiz Lo Foam**

The recommended use dilution ratio is 4 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.



## **WHIZ LO FOAM (Con't)**

### **Packaging**

55 pound multi-walled paper bags

### **Caution**

This product is designed for commercial use. Contains Alkali. May cause burns. Keep away from eyes, mouth and skin. If swallowed, drink milk or large quantities of water. For skin contact, rinse thoroughly with water. In case of contact with eyes, flush with large quantities of water for at least 15 minutes. CALL PHYSICIAN.

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**(201) - 935-4300 – (212) 227-5140 – FAX # (201) 935-6997**



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UNION AVENUE AND DuBOIS STREET, EAST RUTHERFORD, N.J. 07073



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## ADCLOR

**ADCLOR** is an economical dry organic bleach with built in buffering pH, to control the gradual release of the chlorine during the bleach operation.

### **Appearance**

White granular powder – typical controlled chlorine odor.

### Where To Use ADCLOR

On all white laundry work that can withstand bleaching.

### What Does ADCLOR Do?

**ADCLOR** is a ready to use dry granular bleach for those laundries that want convenience of easy storage, quality control, a safe effective stable bleaching action.

**ADCLOR** gives excellent stain removal, including mildew stains.

**ADCLOR** provides excellent whiteness and dissolves readily.

**ADCLOR** can be used on hard stain washing.

### How To Use ADCLOR

The recommended use dilution ratio is 1 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **ADCLOR (Con't)**

### **Packaging**

100 pound poly-lined fiber kegs

### **Warning**

Contains dry chlorine bleach. Avoid contact with organic material. Store away from flammable material. Keep container tightly closed after use. Store in a dry place. Keep container off wet floors. Sweep up spillage and flush down sewer with large volumes of water and provide adequate ventilation.

### **First Aid**

**Skin or Eyes:** Flush with fresh water for at least 15 minutes

**If Swallowed:** Feed gruel or cooking cereal; followed by olive oil or cooking oil.  
IF PAIN PERSISTS, CALL PHYSICIAN.

**KEEP OUT OF REACH OF CHILDREN**

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Plant Engineered



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## SUPER-BRITE II

**Super-Brite II** is an alkaline-built, biodegradable detergent containing a dual phase cleaning system to cover a wide range of soils and fabrics. **Super-Brite II** also has a combination of anti-redeposition, whitening agents and is a concentrated and effective washing product.

### Appearance

Free flowing, yellow granular powder.

### Where To Use Super-Brite II

**Super-Brite II** is ideal for use in industrial, linen supply, shirt, institutional, family and diaper plants.

### What Does Super-Brite II DO?

**Super-Brite II** is effective on grease and oily based stains. It has controlled alkalinity and buffering action that prevents redeposition.

**Super-Brite II** is oil buffered – preventing tensile strength loss of fabrics. It protects fibers as it removes soil.

**Super-Brite II** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**Super-Brite II** will work effectively in a wide range of temperatures. Is effective in soft or hard water.

### How To Use Super-Brite II

The recommended use dilution ratio is 5 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **Super-Brite II (Con't.)**

### **Packaging**

Packed in 55 pound poly-lined, multi-walled paper bags.

### **Caution**

This product is designed for commercial use. Contains Alkali. May cause burns. Keep away from eyes, mouth and skin. If swallowed, drink milk or large quantities of water. For skin contact, rinse thoroughly with water. In case of contact with eyes, flush with large quantities of water for at least 15 minutes. CALL PHYSICIAN.

**KEEP OUT OF REACH OF CHILDREN**

**For Industrial Use Only**

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**UNION AVENUE & DUBOIS STREET – EAST RUTHERFORD, NJ 07073  
(201- 935-4300 – (212) 227-5140 – FAX # (201) 935-6997**



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UNION AVENUE AND DuBOIS STREET, EAST RUTHERFORD, N.J. 07073



Laboratory Controlled



Plant Engineered



Performance Assured

## ADCLOR 15

**ADCLOR 15** is highly active dry organic bleach with built in buffered PH to control the gradual release of the chlorine during the bleach operation. **ADCLOR 15** contains a minimum of 15% chlorine when packed and is extremely stable and easy to use.

### Appearance

White granular powder – typical controlled chlorine odor.

### Where To Use ADCLOR 15

On all white laundry work that can withstand bleaching.

### What Does ADCLOR 15 Do?

**ADCLOR 15** is a ready to use dry granular bleach for those laundries that want convenience of easy storage, quality control, a safe effective stable bleaching action.

**ADCLOR 15** gives excellent stain removal, including mildew stains.

**ADCLOR 15** provides excellent whiteness and dissolves readily.

**ADCLOR 15** can be used on hard stain washing.

### How To Use ADCLOR 15

The recommended use dilution ratio is 1 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **ADCLOR 15 (Con't)**

### **Packaging**

100 pound poly-lined fiber kegs

### **Warning**

Contains dry chlorine bleach. Avoid contact with organic material. Store away from flammable material. Keep container tightly closed after use. Store in a dry place. Keep container off wet floors. Sweep up spillage and flush down sewer with large volumes of water and provide adequate ventilation.

### **First Aid**

**Skin or Eyes:** Flush with fresh water for at least 15 minutes

**If Swallowed:** Feed gruel or cooking cereal; followed by olive oil or cooking oil.  
IF PAIN PERSISTS, CALL PHYSICIAN.

**KEEP OUT OF REACH OF CHILDREN**

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## **BRITE LITE F SOUR**

**BRITE LITE F SOUR** is a combination of highly neutralized sours with complete controlled pH. **BRITE LITE F SOUR** contains a blend of exclusive optical and fluorescent brighteners that are substantive and effective on a variety of fabrics.

### **Appearance**

White, free flowing powder.

### **Where To Use**

Used on all linen supply, industrial, institutional and other textiles where controlled final pH is needed.

### **What Does BRITE LITE F SOUR Do?**

**BRITE LITE F SOUR** is a perfect alkali neutralizer.

**BRITE LITE F SOUR** is safe on all fabrics.

**BRITE LITE F SOUR** will give brilliant white garments

**BRITE LITE F SOUR** sours to optimum pH

**BRITE LITE F SOUR** will work easily in all temperatures

**BRITE LITE F SOUR** dissolves readily.

### **How To Use BRITE LITE F SOUR**

The recommended use dilution ratio is 1 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.



## **BRITE LITE F SOUR (Con't)**

### **Packaging**

100 lb. Kegs

### **Caution – Poison**

DO NOT take internally  
AVOID breathing of dust  
Wash hands before eating  
If swallowed, take white of eggs with water and see physician immediately

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## **WONDA SOF POWDERED FABRIC SOFTENER**

**WONDA SOF** is a perfect blend of cationic surfactants with special lubricating properties – pleasantly scented.

### **Appearance**

Off white, fine granular powder.

### **Where To Use**

All types of laundries, linen supply, motel and hotel laundries, diaper service plants, industrial uniform laundries and shirt plants.

### **What Does WONDA SOF Do?**

**WONDA SOF** reduces static on nylon, dacron and other synthetic fibers as well as cotton and cotton blends.

**WONDA SOF** builds day only neatness and comfort into no starch shirts – fluffs out bath towels and makes diapers soft to the touch.

**WONDA SOF** lubricates the fabric

**WONDA SOF** prevents rolling on flatwork ironers

**WONDA SOF** prevents wrinkling.

**WONDA SOF** reduces extraction time.

**WONDA SOF** reduces tumbling time and saves production time and labor.

### **How To Use WONDA SOF**

The recommended use dilution ratio is 1 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **WONDA SOF POWDERED FABRIC SOFTENER (Cont'd.)**

### **Packaging**

100 lb. Fiber kegs

### **Caution**

Keep away from eyes, mouth, and skin. Repeated and prolonged skin contact may cause irritation.

### **First Aid**

**Eyes:** Immediately flush with water for 15 minutes, call physician.

**Skin:** Remove contaminated clothing. Wash with soap and water.

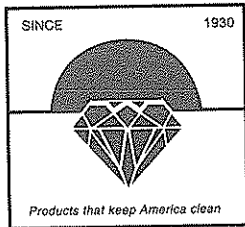
**Oral:** Drink large amounts of water. DO NOT INDUCE VOMITING, call physician.

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## ACTOVATE

ACTOVATE is a complex, phosphated water conditioner used to chelate and sequester calcium and magnesium ions (hardness) as well as iron in the water.

### Appearance

White, free flowing powder

### Where To Use ACTOVATE

ACTOVATE is ideal for use in any laundry where hard water is a problem.

### What Does ACTOVATE Do?

ACTOVATE ties up hardness and enables soaps or detergents to do a much better cleaning job.

ACTOVATE prevents specks from forming when tallow soap products are used.

ACTOVATE is completely soluble and is a safe and effective water conditioner.

### How To Use ACTOVATE

The recommended use dilution ratio is 1 oz .per 100 pounds of medium-heavy laundry load. Use dilution ratio may vary depending on soil load and local water condition.

### Packaging

100 pound kegs

## **ACTOVATE (Cont'd.**

### **Warning**

Contact with skin may cause irritation. Eye contact can result in severe damage. Do not mix with strong acids.

### **First Aid**

- Skin:** Remove contaminated clothing. Wash affected area with soap and water. Wash clothing before reuse.
- Eyes:** Immediately flush with water for 15 minutes. Seek medical help at once.
- Ingestion:** Drink milk or water. **DO NOT INDUCE VOMITING.** Seek medical help at once.

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## **BRITE 200**

**BRITE 200** is a biodegradable pumpable liquid laundry detergent containing a dual phase cleaning system to cover a wide range of soils and fabrics. **BRITE 200** also has a combination of anti-redposition, co-solvents, whitening agents and is a concentrated and effective washing product.

### **Appearance**

Blue, pumpable free flowing liquid

### **Where To Use BRITE 200**

**BRITE 200** is ideal for use in linen supply, institutional, family and diaper plants, especially where a pumpable product is needed.

### **What Does BRITE 200 Do?**

**BRITE 200** is effective on all types of fabrics and soils. It has controlled alkalinity and buffering action that prevents redepositon.

**BRITE 200** is usually used in conjunction with an alkaline builder on heavier soils.

**BRITE 200** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**BRITE 200** will work effectively in a wide range of temperatures.

**BRITE 200** is effective in hard or soft water.

### **How To Use BRITE 200**

The recommended use dilution ratio is 1 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **BRITE 200 (Con't)**

### **Packaging**

55 gallon containers

### **Caution**

This product is designed for commercial use. Keep away from eyes, mouth and skin.

### **First Aid**

**Eyes:** Flush with water for 15 minutes, call physician

**Skin:** Rinse thoroughly with water

**Oral:** Drink large amounts of water, call physician

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## STARLITE

STARLITE is a complete high pH liquid alkali, specially designed with silicated alkalies and water conditioners.

### **Appearance**

Brown, free flowing liquid

### Where To Use

STARLITE can be used on all classifications – such as linen supply – commercial and institutional laundries.

### What Does STARLITE Do?

STARLITE breaks up the heaviest soils.

STARLITE can be used with any liquid detergent or soap.

STARLITE together with Diamonds liquid detergents makes a flexible cleaning system.

### How To Use STARLITE

The recommended use dilution ratio for **Low Temp** is 3 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

The recommended use dilution ratio for **High Temp** is 4 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.



## STARLITE (Con't.)

### Packaging

Pack in 5 gallon containers.

### Caution

This product is designed for commercial use. Contains alkali. May cause burns. Keep away from eyes, mouth and skin.

### First Aid

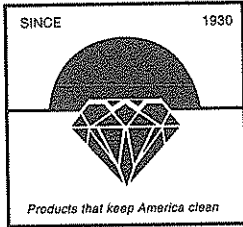
- Eyes:** Flush with water for 15 minutes, call physician.
- Skin:** Wash with soap and water.
- Oral:** Drink large quantities of water or milk. **DO NOT INDUCE VOMITING.** Call physician.

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## **SUPER DESTAINER**

**SUPER DESTAINER** is liquid chlorine special destaining bleach with built in alkalinity to maintain longer shelf life and stability.

### **Appearance**

Light yellow, free flowing liquid.

### **Where To Use SUPER DESTAINER?**

On all white laundry work that can withstand bleaching.

### **What Does SUPER DESTAINER Do?**

**SUPER DESTAINER** is a ready to use liquid bleach for those laundries that want convenience of easy storage, quality control and a safe, effective, stable bleaching action.

**SUPER DESTAINER** gives excellent stain removal, including mildew.

**SUPER DESTAINER** provides excellent whiteness and is completely soluble.

**SUPER DESTAINER** can be used on hard stain washing.

### **How To Use SUPER DESTAINER.**

The recommended use dilution ratio is 3 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **SUPER DESTAINER (Con't)**

### **Packaging**

Pack in 55 gallon drums

### **Warning**

May cause severe skin irritation or chemical burns to broken skin. Causes eye damage. May be fatal if swallowed. Do not get in eyes, on skin, or on clothing.

### **First Aid**

**Eyes:** Flush with large quantities of water for at least 15 minutes. Call physician.

**Skin:** Rinse thoroughly with water.

**Oral:** Drink large quantities of milk or gelatin solution. If not available, drink large quantities of water. Do not give vinegar or other acids. **DO NOT INDUCE VOMITING.** Get prompt medical attention.

**DO NOT MIX WITH AMMONIA OR ACIDS.** Store in a cool place way from sunlight.

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## **SYNER-DET 370**

**SYNER-DET 370** is a biodegradable liquid laundry detergent which contains a cleaning system designed to cover linen supply classifications at temperatures of 130 degrees F or above. **SYNER-DET 370** also has a combination of co-solvents, whitening agents and is a concentrated and effective washing product.

### **Appearance**

Blue, free flowing liquid

### **Where To Use SYNER-DET 370.**

**SYNER-DET 370** is ideal for use in linen supply, shirt, institutional, family and diaper plants, especially where low foaming is desired.

### **What Does SYNER-DET 370 Do?**

**SYNER-DET 370** is especially effective on saponifiable type soils commonly found on institutional, hotel and food service textiles. These soils are removed from all types of fabrics.

**SYNER-DET 370** is usually used in conjunction with an alkaline builder; for linen type classes **STARLITE** is recommended.

**SYNER-DET 370** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**SYNER-DET 370** will work effectively in a wide range of temperatures.

**SYNER-DET 370** is effective in hard or soft water.

### **How To Use SYNER-DET 370.**

The recommended use dilution ratio is 1 oz. per 100 pounds of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water conditions.

## **SYNER-DET 370 (cont'd.)**

### **Packaging**

Pack in 55 gallon containers

### **Caution**

This product is designed for commercial use only. Keep away from eyes, mouth and skin.

### **First Aid**

**Eyes:** Flush with water for 15 minutes. Call a physician.

**Skin:** Rinse thoroughly with water.

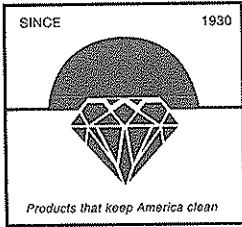
**Oral:** Drink large amounts of water. Call a physician.

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## STARLITE

STARLITE is a complete high pH liquid alkali, specially designed with silicated alkalies and water conditioners.

### **Appearance**

Brown, free flowing liquid

### Where To Use

STARLITE can be used on all classifications – such as linen supply – commercial and institutional laundries.

### What Does STARLITE Do?

STARLITE breaks up the heaviest soils.

STARLITE can be used with any liquid detergent or soap.

STARLITE, together with Diamond's liquid detergent, makes a flexible cleaning system.

### How To Use STARLITE

The recommended use dilution ratio for **Low Temp** is 3 oz. per 100 pounds of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water conditions.

The recommended use dilution ratio for **High Temp** is 4 oz. per 100 pounds of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water conditions.

## **STARLITE (Cont'd.)**

### **Packaging**

Packed in 5 gallon containers.

### **Caution**

This product is designed for commercial use. Contains alkali. May cause burns. Keep away from eyes, mouth and skin.

### **First Aid**

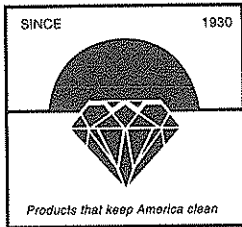
- Eyes:** Flush with water for 15 minutes, call physician.
- Skin:** Wash with soap and water.
- Oral:** Drink large quantities of water or milk. **DO NOT INDUCE VOMITING.** Call a physician.

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## TRU – SOUR

**TRU – SOUR** is a combination of highly neutralizing sours with complete controlled pH. **TRU – SOUR** contains a blend of exclusive optical and fluorescent brighteners that are substantive and effective on a variety of fabrics.

### **Appearance**

Green, free flowing liquid

### **Where To Use?**

Used on all linen supply, industrial, institutional and other textiles where a controlled final pH is needed.

### **What Does TRU – SOUR Do?**

**TRU – SOUR** is a perfect alkali neutralizer.

**TRU – SOUR** is safe on all fabrics.

**TRU – SOUR** will give brilliant white garments.

**TRU – SOUR** sours to optimum pH.

**TRU – SOUR** will work easily in all temperatures.

**TRU – SOUR** is completely soluble.

### **How To Use TRU-SOUR**

The recommended use dilution ratio is 0.5 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.



## **TRU – SOUR (Con't.)**

### **Packaging**

Pack in 55 gallon drums.

### **Caution**

**Keep away from skin and eyes. Do not take internally. Avoid breathing of vapors**

### **First Aid**

- Skin:** Flush with water; then wash with soap and water.
- Eyes:** Flush with water, holding eyelids open for 15 minutes. Call physician.
- Oral:** Induce vomiting by giving mustard or soapy water. Drink large quantities of lime water. Keep warm and give strong stimulant. Call physician immediately.

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## FLUFF-IT

**FLUFF-IT** is a perfect blend of cationic surfactants with special lubricating properties — pleasant scented.

### **Appearance**

Pink, pumpable pleasant floral scented liquid.

### Where To Use

All types of laundries, linen supply, motel & hotel laundries, diaper service plants, industrial uniform laundries, shirt plants.

### What Does FLUFF-IT Do?

**FLUFF-IT** reduces static on nylon, dacron, and other synthetic fibers as well as cotton and cotton blends.

**FLUFF-IT** fluffs out bath towels and makes diapers soft to the touch and provides softening and souring to all types of laundered items that require it.

**FLUFF-IT** lubricates the fabric.

**FLUFF-IT** prevents rolling on flatwork irons.

**FLUFF-IT** reduces tumbling time and saves production time and labor.

**FLUFF-IT** prevents wrinkling.

**FLUFF-IT** reduces extraction time.

### **How To Use FLUFF-IT**

The recommended use dilution ratio is 0.5 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **FLUFF-IT (Con't.)**

### **Packaging**

55 gallon plastic drums

### **Caution**

Keep away from eyes, mouth and skin. If swallowed, do not induce vomiting. Drink large quantities of water or milk. Call physician immediately. For skin contact, flush with large amounts of water. If spilled on clothes, remove and thoroughly wash. For eye contact, flush with clean water for 15 minutes keeping eyelids open. Call physician.

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## SOLID LD

**SOLID LD** is an alkaline-built, biodegradable detergent containing a dual phase cleaning system which covers a wide range of soils and fabrics. **SOLID LD** also has a combination of anti-redeposition, whitening agents, water conditioners and is a concentrated and effective washing product.

### Appearance

Free flowing, white, granular powder.

### Where To Use SOLID LD

**SOLID LD** is ideal for use in industrial, linen supply, shirt, institutional, family and diaper plants.

### What Does SOLID LD DO?

**SOLID LD** is effective on grease and oil based stains. It has controlled alkalinity and buffering action that prevents redeposition.

**SOLID LD** is oil buffered – preventing tensile strength loss of fabrics. It protects fibers as it removes soil.

**SOLID LD** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**SOLID LD** will work effectively in a wide range of temperatures. It is effective in soft or hard water.

### How To Use SOLID LD

The recommended use dilution ratio is 1 oz. per 100 pounds of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **SOLID LD (cont'd.)**

### **Packaging**

Packed in 4- 9 pound jars per case.

### **Caution**

This product is designed for commercial use. Contains Alkali. May cause burns. Keep away from eyes, mouth and skin. If swallowed, drink milk or large quantities of water. For skin contact, rinse thoroughly with water. In case of contact with eyes, flush with large quantities of water for at least 15 minutes. CALL A PHYSICIAN.

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## **SOLID DESTAINER**

**SOLID DESTAINER** is a highly active, dry, organic bleach with built in buffered pH to control the gradual release of chlorine during the bleach operation. **SOLID DESTAINER** contains a minimum of 50% chlorine when packed, is extremely stable and is easy to use.

### **Appearance**

White granular powder – typical controlled chlorine odor.

### **Where To Use SOLID DESTAINER**

On all white laundry work that can withstand bleaching.

### **What Does SOLID DESTAINER Do?**

**SOLID DESTAINER** is a ready to use, dry, granular bleach for those laundries that want convenience of easy storage, quality control and safe, effective, stable bleaching action.

**SOLID DESTAINER** gives excellent stain removal, including mildew stains.

**SOLID DESTAINER** provides excellent whiteness and dissolves readily.

**SOLID DESTAINER** can be used on hard stain washing.

### **How To Use SOLID DESTAINER**

The recommended use dilution ratio is 0.5 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **SOLID DESTAINER (Cont'd.)**

### **Packaging**

Packed in 4-9 pound jars per case.

### **Warning**

Contains dry chlorine bleach. Avoid contact with organic material. Store away from flammable material. Keep container tightly closed after use. Store in a dry place. Keep container off wet floors. Sweep up spillage and flush down sewer with large volumes of water and provide adequate ventilation.

### **First Aid**

**Skin or Eyes:** Flush with fresh water for at least 15 minutes

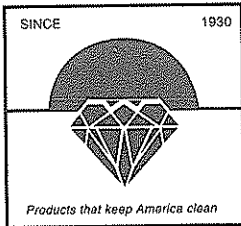
**If Swallowed:** Feed gruel or cooked cereal followed by olive oil or cooking oil.  
IF PAIN PERSISTS, CALL A PHYSICIAN.

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Fax (201) 935-6997

UNION AVENUE AND DuBOIS STREET, EAST RUTHERFORD, N.J. 07073



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## **SOLID SOFTENER**

**SOLID SOFTENER** is a perfect blend of cationic surfactants with special neutralizing properties – pleasantly scented, containing 12% quaternary ammonium chloride.

### **Appearance**

Off-white, fine, granular powder.

### **Where To Use**

All types of laundries, linen supply, motel and hotel laundries, diaper service plants, industrial uniform laundries and shirt plants.

### **What Does SOLID SOFTENER Do?**

**SOLID SOFTENER** reduces static on nylon, dacron and other synthetic fibers as well as cotton and cotton blends.

**SOLID SOFTENER** builds day only neatness and comfort into no-starch shirts – fluffs out bath towels and makes diapers soft to the touch.

**SOLID SOFTENER** lubricates the fabric

**SOLID SOFTENER** prevents rolling on flatwork ironers

**SOLID SOFTENER** prevents wrinkling.

**SOLID SOFTENER** reduces extraction time.

**SOLID SOFTENER** reduces tumbling time and saves production time and labor.



## **SOLID SOFTENER (cont'd.)**

### **How To Use SOLID SOFTENER**

The recommended use dilution ratio is 0.25oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

### **Packaging**

Packed in 4-9 pound jars per case.

### **Caution**

Keep away from eyes, mouth, and skin. Repeated and prolonged skin contact may cause irritation.

### **First Aid**

**Eyes:** Immediately flush with water for 15 minutes, call a physician.

**Skin:** Remove contaminated clothing. Wash with soap and water.

**Oral:** Drink large amounts of water. DO NOT INDUCE VOMITING, call physician.

**KEEP OUT OF REACH OF CHILDREN**

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## SOLID HD

**SOLID HD** is an alkaline-built, biodegradable detergent containing a dual phase cleaning system to cover a wide range of soils and fabrics. **SOLID HD** also has a combination of anti-redeposition, whitening agents and is a concentrated and effective washing product.

### Appearance

Free flowing, yellow granular powder.

### Where To Use SOLID HD

**SOLID HD** is ideal for use in industrial, linen supply, shirt, institutional, family and diaper plants.

### What Does SOLID HD Do?

**SOLID HD** is effective on grease and oily based stains. It has controlled alkalinity and buffering action that prevents redeposition.

**SOLID HD** is oil buffered – preventing tensile strength loss of fabrics. It protects fibers as it removes soil.

**SOLID HD** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**SOLID HD** will work effectively in a wide range of temperatures. Is effective in soft or hard water.

### How To Use SOLID HD

The recommended use dilution ratio is 1oz per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **SOLID HD (CON'T.)**

### **Packaging**

Packed in 4- 9 pound jars per case

### **Caution**

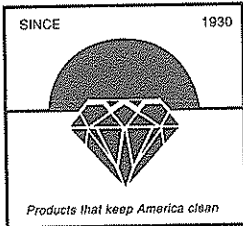
This product is designed for commercial use. Contains Alkali. May cause burns. Keep away from eyes, mouth and skin. If swallowed, drink milk or large quantities of water. For skin contact, rinse thoroughly with water. In case of contact with eyes, flush with large quantities of water for at least 15 minutes. CALL PHYSICIAN.

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## **SOLID POWER PLUS**

**SOLID POWER PLUS** is a heavy duty laundry product. It is a blend of surfactants and builder with a boost of color safe bleach. **SOLID POWER PLUS** is specifically formulated for the institutional market. **SOLID POWER PLUS** dispenses through a closed dispensing system.

### **Appearance**

Free flowing, white granular powder.

### **Where To Use SOLID POWER PLUS**

**SOLID POWER PLUS** is ideal for use in industrial, linen supply, shirt, institutional, family and diaper plants.

### **What Does SOLID POWER PLUS DO?**

**SOLID POWER PLUS** is effective on grease and oily based stains. It has controlled alkalinity and buffering action that prevents redeposition.

**SOLID POWER PLUS** is oil buffered – preventing tensile strength loss of fabrics. It protects fibers as it removes soil.

**SOLID POWER PLUS** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**SOLID POWER PLUS** will work effectively in a wide range of temperatures. **SOLID POWER PLUS** is effective in soft or hard water.

### **How To Use SOLID POWER PLUS**

The recommended use dilution ratio is 1 oz. per 100 pound of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

## **SOLID POWER PLUS (cont'd)**

### **Packaging**

Packed in 4- 9 pound jars per case.

### **Caution**

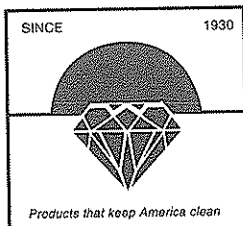
This product is designed for commercial use. Contains Alkali. May cause burns. Keep away from eyes, mouth and skin. If swallowed, drink milk or large quantities of water. For skin contact, rinse thoroughly with water. In case of contact with eyes, flush with large quantities of water for at least 15 minutes. CALL PHYSICIAN.

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## **BRITE**

**BRITE** is a biodegradable liquid laundry detergent containing a dual phase cleaning system to cover a wide range of soils and fabrics. **BRITE** also has a combination of anti-redeposition whitening agents and is a concentrated and effective washing product.

### **Appearance**

Blue, free flowing liquid.

### **Where To Use BRITE.**

**BRITE** is ideal for use in linen supply, shirt, institutional, family and diaper plants.

### **What Does BRITE Do?**

**BRITE** is effective on all types of fabrics and soils. It has controlled alkalinity and buffering action that prevents redeposition.

**BRITE** is usually used in conjunction with an alkaline builder on heavier soils.

**BRITE** is loaded with brighteners that work with bleach to produce whiteness and brightness.

**BRITE** will work effectively in a wide range of temperatures.

**BRITE** is effective in hard or soft water.

### **How To Use BRITE**

The recommended use dilution ratio is 1 oz. per 100 pounds of medium-heavy soil laundry load. Use dilution ratio may vary depending on soil and local water condition.

**BRITE (Con't)**

**Packaging**

6 gallon per case.

**CAUTION POISON**

**DO NOT TAKE INTERNALLY**

**AVOID BREATHING OF DUST**

**WASH HANDS BEFORE EATING**

**IF SWALLOWED, TAKE WHITE OF EGG WITH WATER AND SEE  
PHYSICIAN IMMEDIATELY.**

**KEEP OUT OF REACH OF CHILDREN**

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The Procter & Gamble Company  
 P&G Household Care  
 Fabric & Home Care Innovation Center  
 5299 Spring Grove Avenue  
 Cincinnati, OH 45217-1087

## MATERIAL SAFETY DATA SHEET

MSDS #: RQ0704863  
 Supersedes: RQ0700408

Issue Date: 1/16/2008  
 Issue Date: 6/14/2007

### SECTION I - PRODUCT IDENTIFICATION

Identity: **Fabric Softener Dryer Sheets**

**Finished Product**

Brands: **Bounce, All Varieties Except Free**

(Outdoor Fresh [95319218], Fresh Linen [95074792], Spring Awakening [60058042], Winter Solution [95427873], w/ Febreze Spring & Renewal [95366291], w/ Febreze Meadows & Rain [95366293], w/ Febreze Citrus & Light [95530066], w/Aloe and White Lilac Scent [95794052], w/Chamomile and Lemon Verbena Scent [95794059], Fresh Lavender [95882242], Outdoor Fresh Renewing Freshness [98532762])

**P&G Telephone Number:** 1-800-682-1523

or call Local Poison Control Center or your physician.

### SECTION II - HAZARDS IDENTIFICATION

**Potential Health Hazards (Acute and Chronic):** (See Section 11 for more information)

**Ingestion:** Ingestion of used or unused sheet by a young child or household pet may lead to impaction of the gastrointestinal tract. A physician or veterinarian should be consulted.

**Eye Contact:** Eye contact possible.

**Skin Contact:** Skin contact possible.

**Inhalation:** N/A

**Signs and Symptoms of Exposure:**

**Ingestion:** Oral ingestion may result in mild gastrointestinal irritation with nausea, vomiting or diarrhea.

**Eye Contact:** Prolonged instillation into the eye may result in transient superficial effects similar to those produced by mild toilet soap.

**Skin Contact:** Prolonged skin contact may result in transient superficial effects similar to those produced by mild toilet soap.

**Inhalation:** N/A

**Medical Conditions Generally Known to be Aggravated by Exposure:** N/K

**Potential Environmental Effects:** (See Section 12 for more information)

### SECTION III - COMPOSITION AND INGREDIENTS

Ingredients listed on the product label are: biodegradable cationic softeners and perfume.

Hazardous Ingredients as defined by OSHA, 29 CFR 1910.1200, and/or WHMIS under the HPA:

<u>Chemical Name</u>	<u>Common Name</u>	<u>CAS No.</u>	<u>Composition</u>	<u>LD50/LC50</u>
			<u>Range</u>	

While the finished product(s) is not considered hazardous as defined by OSHA in 29 CFR 1910.1200 (d), this MSDS contains valuable information critical to the safe handling and proper use of the product



**SECTION IV - FIRST AID INFORMATION**

**First Aid Procedures:**

Ingestion: Consult physician if ingestion of sheet is suspected to ensure the sheet passes through.

Eye Contact: Flush eyes with water.

Skin Contact: N/A

Inhalation: N/A

**Note to Physician:** Treat symptomatically

**Other:** Consumer product packages have a caution statement: "Not for use on children's sleepwear or other garments labeled as flame resistant as it may reduce flame resistance. Keep out of the reach of toddlers and pets to avoid accidental ingestion."

**SECTION V - FIRE FIGHTING INFORMATION**

**Flash Point (Method Used):** N/A

**Flammable Properties:**

Upper Flammable Limit: N/A

Lower Flammable Limit: N/A

**Explosive Limits:** UEL: N/A LEL: N/A

**Auto-ignition Temperature:** N/A

**Hazardous Combustion Products:** N/A

**Explosion Data (Sensitivity to Mechanical Impact):** N/A

**Explosion Data (Sensitivity to Static Discharge):** N/A

**Extinguishing Media:**

Suitable: CO<sub>2</sub>, water or dry chemical may be used.

Unsuitable:

**Protection of Firefighters:**

Specific Hazards Arising from the Material: Burning can produce carbon monoxide and/or carbon dioxide.

Protective Equipment and Precautions for Firefighters:

**SECTION VI - ACCIDENTAL RELEASE MEASURES**

**Personal Precautions - Occupational:** Minimize dust levels while collecting product (see "Inhalation" health effects). Prevent exposure to dust with NIOSH approved respirators with HEPA filters. Use gloves to minimize skin contact.

**Environmental Precautions:** : DISPOSAL IS TO BE PERFORMED IN COMPLIANCE WITH ALL FEDERAL, STATE/PROVINCIAL AND LOCAL REGULATIONS. Household solutions may be disposed of in sewer. Dry product may be landfilled if permitted by local regulations. Discard empty container in trash.

**Methods for Containment:** N/A

**Methods for Cleanup:** N/A

**SECTION VII - HANDLING AND STORAGE**

**Precautions To Be Taken in Handling:** No special precautions for casual exposure.

**Precautions To Be Taken in Storage:** None required.

**SECTION VIII - EXPOSURE CONTROLS / PERSONAL PROTECTION**

**Exposure Guidelines:** No special precautions for casual exposure.

**Engineering Controls:** N/A

**Personal Protective Equipment (PPE):** N/A

**Eye/Face Protection:** None required.

**Skin Protection:** None required.

**Respiratory Protection:** No special precautions for casual exposure.

**SECTION IX - PHYSICAL AND CHEMICAL PROPERTIES**

**Appearance (color, physical form, shape):** Opaque white sheets. Product is perfumed.

**Flash Point (Method Used):** N/A

**Odor:** Perfumed

**Reserve Alkalinity:** N/A

**Odor Threshold:** N/A

**Solubility in Water:** N/A

**Physical State:** Solid

**Decomposition Temperature:** N/A

**Vapor Pressure (mm Hg):** N/A

**Evaporation Rate (nBuOAc=1):** N/A

**Vapor Density (Air=1):** N/A

**Specific Gravity/Density:** N/A

**Boiling Point:** N/A

**Melting/Freezing Point:** N/A

**Partition Coefficient (n-octanol/water):** N/A

**pH:** N/A

**Volatile Organic Compound (VOC):** Not applicable - Product not regulated for VOC Content at State or Federal level

**SECTION X - STABILITY AND REACTIVITY**

**Chemical Stability:** Stable

**Conditions to Avoid:** Open flame

**Incompatible Materials:** None

**Hazardous Decomposition Products:** Burning can produce carbon monoxide and/or carbon dioxide.

**Possibility of Hazardous Reactions:** None known

**SECTION XI - TOXICOLOGICAL INFORMATION**

**LD50 (rats oral):** The estimated LD50 of the material with which the sheet is coated is >10.0 gm/kg.

**ED50:** >1.5 gm/kg (coating mixture)

If ingested, mild gastrointestinal irritation with nausea, vomiting, and diarrhea may be observed. Intestinal tract blockage is also possible following ingestion. Eye contact with the product may produce transient, superficial irritation.

**Chronic Effects:** No chronic health effects reported.

**Target Organs:** No target organs reported.

**Carcinogenicity:** NTP: No IARC: No OSHA: No

**SECTION XII - ECOLOGICAL INFORMATION**

Containers as well as used and unused sheets are compatible with municipal solid waste systems and they will not pose a hazard to the environment when the waste is properly handled. Ingredients delivered to fabric during use are compatible with down the drain disposal during subsequent laundering of the treated fabric. The ingredients do not pose a significant hazard to aquatic organism and will not cause any long-term adverse effects in the environment at environmentally relevant concentrations. The softening agents used in the product are biodegradable.

**SECTION XIII - DISPOSAL CONSIDERATIONS**

**Waste Disposal Method: DISPOSAL SHOULD BE IN ACCORDANCE WITH FEDERAL, STATE/PROVINCIAL AND LOCAL REGULATIONS**

*Non-Household Setting:* Products covered by this MSDS, in their original form, when disposed as waste, are considered non hazardous waste according to Federal RCRA regulations (40 CFR 261). Disposal should be in accordance with local, state and federal regulations.

California Hazardous Waste: Not hazardous, in accordance with 22 CCR 66261.20 through 22 CCR 66261.24

*Household Use:* Consumer may discard sheets or empty container in trash, or recycle container where facilities exist.

**SECTION XIV - TRANSPORT INFORMATION**

Products covered by this MSDS, in their original form, are not regulated for transportation.

**Ground Transport (US DOT):** Not regulated

**Air Transport (IATA):** Not regulated

**Marine/Water Transport (IMDG):** Not regulated

**SECTION XV - REGULATORY INFORMATION**

While the finished products are not considered hazardous as defined by OSHA in 29 CFR 1910.1200 (d), this MSDS contains valuable information critical to the safe handling and proper use of the product

**United States**

All intentionally-added components of this product are listed on the US TSCA Inventory.

This product is not subject to warning labeling under California Proposition 65.

EPA Reg. No.: Not Applicable

**State Right-to-Know and CERCLA:**

The following ingredients present in the finished product are listed on state right-to-know lists or state worker exposure lists

Ingredient	CAS #	Level	CERCLA RQ	State				
				IL	MA	NJ	PA	RI

Perfumes contained within the products covered by this MSDS comply with appropriate IFRA guidance

**Canada**

All ingredients are CEPA approved for import to Canada by Procter & Gamble. This product has been classified in accordance with the hazard criteria of the Canadian Controlled Products Regulations (CPR) and this MSDS contains all information required by the Controlled Products Regulations.

**SECTION XVI - OTHER INFORMATION**

Perfumes contained within the products covered by this MSDS comply with appropriate IFRA guidance.

P&G Hazard Rating:	Health: 1	4=EXTREME
	Flammability: 1	3=HIGH
	Reactivity: 0	2=MODERATE
		1=SLIGHT
		0=NOT SIGNIFICANT

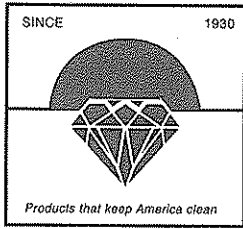
\*N/A. - Not Applicable

\*N/K. - Not Known

Data supplied is for use only in connection with occupational safety and health.

**DISCLAIMER:** This MSDS is intended to provide a brief summary of our knowledge and guidance regarding the use of this material. The information contained here has been compiled from sources considered by Procter & Gamble to be dependable and is accurate to the best of the Company's knowledge. It is not meant to be an all-inclusive document on worldwide hazard communication regulations.

This information is offered in good faith. Each user of this material needs to evaluate the conditions of use and design the appropriate protective mechanisms to prevent employee exposures, property damage or release to the environment. Procter & Gamble assumed no responsibility for injury to the recipient or third persons, or for any damage to any property resulting from misuse of the product.



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## Soft 'N Fluffy Special

### DESCRIPTION

**SOFT 'N FLUFFY SPECIAL** is a special fabric softener concentrate with bluing for extra whitening power for a brighter, softer, fresher smelling wash.

### DIRECTIONS

For normal loads pour one (1) oz. per hundred pounds of **SOFT 'N FLUFFY SPECIAL** into the washer during the final rinse. Safe on all washable fabrics. Contains no phosphorous. **DO NOT ADD WITH BLEACH, BLUING OR STARCH.**

### PACKAGING

6 Gallons/Case

### CAUTION

Keep away From eyes, mouth and skin. In case of eye contact, flush with large amounts of water for 15 minutes. If pain persists, call a physician. For skin contact, wash with soap and water. If swallowed, do NOT induce vomiting. Drink large amounts of water. Call a physician.

### FIRST AID

**EYES:** Flush with water for at least 15 minutes. Call a physician.

**SKIN:** Wash off with soap and water.

**INGESTION:** Do not induce vomiting. Drink large quantities of water or milk. Call a physician.

**KEEP OUT OF REACH OF CHILDREN**

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