



Applied Industrial Technologies-
Bearings
~~PO Drawer Av (25802-2844)~~
300 George Street
Harper Industrial Park
Beckley, WV 25801-2653
304 255 0566 Tel
304 255 6489 Fax
800 540 3680 Toll Free

Mr. Reynolds,

I would like to personally thank you for the opportunity to bid on your ITB # SANPAP12. Applied is able to service your needs with 5 branches employing 50+ associates across the state of West Virginia, covering all counties. I will be your main point of contact regarding this bid, please don't hesitate to contact me with any questions or concerns.

Best Regards,

A handwritten signature in black ink, appearing to read 'R. Cook'.

Ryan Cook

Applied Industrial Technologies

304-255-0566 office

304-731-9474 cell

304-255-6489 fax





June 4, 2012

Paul Reynolds
Senior Buyer, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

Dear Mr. Reynolds,

Applied Industrial Technologies' (Applied®) appreciates the opportunity to respond to your ITB # SANPAP12 for Toilet Tissue Rolls. Applied is proud to introduce to you our U.S. Communities partnership through our publicly solicited and awarded Maricopa County, AZ contract #11019.

Applied offers great convenience and value to state and local government agencies, school districts (K-12), higher education, and nonprofit agencies through our partnership with U.S. Communities. U.S. Communities reduces the cost of purchased goods through pooling the purchasing power of public agencies nationwide. This is accomplished through competitively solicited contracts for quality products, services and solutions through lead public agencies like Maricopa County, AZ. You can benefit from Applied's partnership by taking advantage of the best government pricing available.

Applied's contract includes government discounted pricing on thousands of industrial MRO supplies such as bearings, power transmission, material conveyance, hydraulic & pneumatic components, hose & fittings, rubber products from trusted suppliers. Applied offers competitive pricing on a full-line of services including MaintenancePro® technical training, rubber & hose shop services, repair & rebuild services and SupplyPro® vending solutions.

Applied supports America's communities by offering:

- 24-hour emergency support
- Part sourcing and OEM conversion
- Lead-time reduction
- Increased productivity
- Reduced maintenance costs
- Cost savings with a special government pricing structure
- Energy saving products and solutions
- No minimum order requirements
- No membership costs or registration fees

Applied has responded to this solicitation with our best value and upon close of the bid will schedule a time with you and your team to share this attractive cooperative contract, designed to save you both time and money.

Thank you for your consideration and we look forward to meeting with you to discuss the value and savings we can bring to you.

Sincerely,

A handwritten signature in cursive script, reading 'Carey F. McWilliams Jr.', followed by a long horizontal line.

Carey F. McWilliams Jr.
Applied Industrial Technologies
National Accounts – Market Segment Manager – State and Local Government
Phone – 830-837-4001
Cmcwilliams@applied.com



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
SANPAP12

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF
PAUL REYNOLDS
304-558-0468

RFQ COPY

TYPE NAME/ADDRESS HERE

Applied Industrial Technologies, Inc.
300 George St., Harper Ind
Beckley, WV 25801-2653

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

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|--------------|---------------|----------|-----|---------------|
| 05/16/2012 | | | | |

BID OPENING DATE: **06/30/2012** BID OPENING TIME: **01:30PM**

| LINE | QUANTITY | UOP | CAT. NO. | ITEM NUMBER | UNIT PRICE | AMOUNT |
|---|----------|-----|----------|---------------|------------|--------|
| 0001 | | CS | | 640-75-01-001 | | |
| TISSUE: TOILET, ROLLS, SINGLE-PLY, 1000 SHEETS, | | | | | | |
| SINGLE-PLY, 4.5" X 4.5" PER SHEET, 96 EACH | | | | | | |
| INDIVIDUALLY WRAPPED ROLLS PER CASE. | | | | | | |
| OPEN END CONTRACT | | | | | | |
| THE WEST VIRGINIA STATE PURCHASING DIVISION IS SOLICITING BIDS FOR AN OPEN END CONTRACT TO SUPPLY SANITARY PAPER AND SUPPLIES (AND DISPENSERS) TO ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS PER THE ATTACHED SPECIFICATIONS. | | | | | | |
| TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO PAUL REYNOLDS IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT PAUL.REYNOLDS@WV.GOV. | | | | | | |
| DEADLINE FOR ALL TECHNICAL QUESTIONS IS JUNE 1, 2012, AT THE CLOSE OF BUSINESS. | | | | | | |
| ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL WRITTEN ADDENDUM TO BE ISSUED BY THE PURCHASING DIVISION AFTER THE DEADLINE HAS LAPSED. | | | | | | |
| VERBAL COMMUNICATION: ANY VERBAL COMMUNICATION BETWEEN THE VENDOR AND ANY STATE PERSONNEL IS NOT BINDING INCLUDING THAT MADE AT THE MANDATORY PRE-BID MEETING. ONLY INFORMATION ISSUED IN WRITING AND ADDED TO THE RFQ SPECIFICATION BY AN OFFICIAL WRITTEN ADDENDUM BY THE PURCHASING DIVISION IS BINDING. | | | | | | |
| NO CONTACT BETWEEN THE VENDOR AND THE AGENCY IS | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|-------------------------------|-----------------------------|-----------------------------------|
| SIGNATURE <i>Tom Evans</i> | TELEPHONE (304) 255-0566 | DATE 6/4/2012 |
| TITLE Vice President | FEIN 34-0117420 | 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
SANPAP12

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF
PAUL REYNOLDS
304-558-0468

RFQ COPY
TYPE NAME/ADDRESS HERE

Applied Industrial Technologies, Inc.
300 George St., Harper Ind
Beckley, WV 25801-2653

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

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|--------------|---------------|----------|-----|---------------|
| 05/16/2012 | | | | |

BID OPENING DATE: **06/30/2012** BID OPENING TIME **01:30PM**

| LINE | QUANTITY | UOP | CAT NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|--|----------|-----|--------|-------------|------------|--------|
| PERMITTED WITHOUT THE EXPRESS WRITTEN CONCENT OF THE STATE BUYER. VIOLATION MAY RESULT IN THE REJECTION OF THE BID. THE STATE BUYER LISTED ABOVE IS THE SOLE CONTACT FOR ANY AND ALL INQUIRIES AFTER THIS RFQ HAS BEEN RELEASED. | | | | | | |
| MANDATORY PRE-BID | | | | | | |
| A MANDATORY PRE-BID WILL BE HELD ON 05/31/12 AT 10AM, 2019 WASHINGTON ST. E. CHARLESTON, WV 25305, ALL INTERESTED PARTIES ARE REQUIRED TO ATTEND THIS MEETING. FAILURE TO ATTEND THE MANDATORY PRE-BID SHALL RESULT IN DISQUALIFICATION OF THE BID. NO ONE PERSON MAY REPRESENT MORE THAN ONE BIDDER. | | | | | | |
| AN ATTENDANCE SHEET WILL BE MADE AVAILABLE FOR ALL POTENTIAL BIDDERS TO COMPLETE. THIS WILL SERVE AS THE OFFICIAL DOCUMENT VERIFYING ATTENDANCE AT THE MANDATORY PRE-BID. FAILURE TO PROVIDE YOUR COMPANY AND REPRESENTATIVE NAME ON THE ATTENDANCE SHEET WILL RESULT IN DISQUALIFICATION OF THE BID. THE STATE WILL NOT ACCEPT ANY OTHER DOCUMENTATION TO VERIFY ATTENDANCE. THE BIDDER IS RESPONSIBLE FOR ENSURING THEY HAVE COMPLETED THE INFORMATION REQUIRED ON THE ATTENDANCE SHEET. THE PURCHASING DIVISION AND THE STATE AGENCY WILL NOT ASSUME ANY RESPONSIBILITY FOR A BIDDER-S FAILURE TO COMPLETE THE PRE-BID ATTENDANCE SHEET. IN ADDITION, WE REQUEST THAT ALL POTENTIAL BIDDERS INCLUDE THEIR EMAIL ADDRESS AND FAX NUMBER. | | | | | | |
| EXHIBIT 3 | | | | | | |
| LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD 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 | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|--------------------|----------------|-----------------------------------|
| SIGNATURE | TELEPHONE | DATE |
| <i>[Signature]</i> | (304) 255-0566 | 6/4/2012 |
| TITLE | FEIN | ADDRESS CHANGES TO BE NOTED ABOVE |
| Vice President | 34-0117420 | |

WHEN RESPONDING TO REQ INSERT NAME AND ADDRESS IN SPACE ABOVE LABELLED '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

SANPAP12

PAGE

4

ADDRESS CORRESPONDENCE TO ATTENTION OF

PAUL REYNOLDS
304-558-0468

RFQ COPY

TYPE NAME/ADDRESS HERE

Applied Industrial Technologies, Inc.
300 George St., Harper Ind
Beckley, WV 25801-2653

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

| DATE PRINTED | TERMS OF SALE | SHIP VIA | FOB | FREIGHT TERMS |
|--------------|---------------|----------|-----|---------------|
| 05/16/2012 | | | | |

BID OPENING DATE: 06/30/2012 BID OPENING TIME 01:30PM

| LINE | QUANTITY | UOP | CAT NO | ITEM NUMBER | UNIT PRICE | AMOUNT |
|--|----------|-----|--------|-------------|------------|--------|
| <p>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.</p> <p>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.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>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.</p> <p>REV. 01/17/2012</p> <p>ALL POTENTIAL BIDDERS ARE REQUESTED TO ARRIVE PRIOR TO PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> | | | | | | |

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

| | | |
|--------------------|----------------|-----------------------------------|
| SIGNATURE | TELEPHONE | DATE |
| <i>Tom Cunniff</i> | (304) 255-0566 | 6/4/2012 |
| TITLE | FEIN | ADDRESS CHANGES TO BE NOTED ABOVE |
| Vice President | 34-0117420 | |

WHEN RESPONDING TO REQ. INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

SANPAP12

GENERAL SPECIFICATIONS

- 1) Orders shall be delivered within 14 days after orders are placed. Preferred delivery is 10 days ARQ. Bids that contain delivery greater than 14 days shall not be considered. Spending units must be advised in writing if orders are delayed for any reason. Contractor shall carry an adequate stock to insure such delivery service for the duration of the contract.
- 2) All orders from this contract totaling \$300.00 or more shall be delivered FOB: Destination. All orders less than \$300.00 shall be delivered FOB Shipping Point. Any transportation cost (for orders less than \$300.00) will be invoiced as a separate charge with the original freight bill attached to the invoice. Agencies may make purchases of less than \$300.00 from a local source if the price includes delivery and a savings results in such local purchase.
- 3) Contractor shall remove any product on this contract that the agency has received and determined the product is unsatisfactory in performance and/or is not suitable for their facility. This shall be carried out at no charge to the agency.
- 4) The successful bidder shall not substitute any other brand from that awarded, nor sell any additional items under the contract not specifically covered herein, without prior written permission of the Purchasing Division.
- 5) If any proprietary, trade, brand, or manufacturer's name or part number is used herein in describing the required equipment, it shall be understood to indicate the minimum standard of composition and quality required, and shall not be construed to exclude items that equals or exceeds the functional capacity, and quality of the named product.
- 6) Verification of product quality is the responsibility of the vendor. Bidders bidding products other than those specified should include manufacturer's information verifying products meet quality standards as set by the request for quotation.

NOTE: Do not send samples of paper dispensers

- 7) Successful vendor shall provide a nine month summary report of procurement volumes by item and dollar amounts. This report must also include any purchases made by any political subdivisions as well as state agencies in the state of West Virginia. This is a single report which is to be furnished at the beginning of the tenth month of the contract. The report is to be delivered to Paul Reynolds, Senior Buyer, Purchasing Division, 2019 Washington Street East. Charleston, WV 25305-0130.

Note:

The brand specified herein establishes the acceptable level of quality only and are not intended to reflect a preference or favor any particular brand or vendor. Vendors who are bidding alternates should so state and include pertinent literature and specifications. Failure to provide information for any alternates may be grounds for rejection of the bid. The State reserves the right to waive minor irregularities in bids or specifications in accordance with section 148-1-4 (F) of the West Virginia Legislative Rules and Regulations.

SANPAP12

Item Specifications

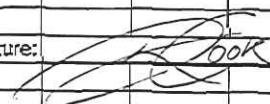
| Item # | Standard (Equal to) | Description |
|---------------|---|--|
| 1 | Georgia Pacific Envision (14580) | 1 ply Bath Tissue |
| 2 | Georgia Pacific Acclaim (13701) | 1 Ply Rollsavr Jumbo Roll Bath Tissue |
| 3 | Georgia Pacific Angel Soft PS (16640) | 2 Ply Bath Tissue (Muskogee) |
| 4 | Georgia Pacific (47046) | 1 Ply ½ Fold Seat Covers |
| 5 | Georgia Pacific Acclaim (47410) | 2 Ply Facial Tissue, Flat Box |
| 6 | Georgia Pacific Envision (23304) | 1 Ply Multifold (Savannah, Moskogee) |
| 7 | Georgia Pacific Envision (23504) | 1 Ply Singlefold Towel |
| 8 | Georgia Pacific Envision (21924) | 1 Ply C-Fold Towel |
| 9 | Georgia Pacific Envision (26401) | 1 Ply Hardwound Roll Towel (GBB, MSK, SRM) |
| 10 | Georgia Pacific Preference (27385) | 2 Ply Perforated Roll Towel |
| 11 | Georgia Pacific Dyna Max (29414) | Carded Rayon Wiper (C-Fold) |
| 12 | Georgia Pacific enMotion (89460) | 1 Ply High Capacity Roll Towels (GBB) |
| 13 | Georgia Pacific Shur-Wipe (29811/01) | 2 Ply Utility Wiper |
| Items 14 – 16 | Sanitary paper dispensers herein shall be of standard manufacture and shall be new and shall be of the current production model. Dispensers shall be suitable for public buildings. | |
| Item 17 | Georgia Pacific enMotion | Automated Touchless Dispenser |
| 18 | Scott (SC-05137) | 2 Ply Toilet Tissue |
| 19 | Kimberly Clark (KC-01510) | 1 Ply C-Fold White Towel |
| 20 | Kimberly Clark (KC-07827) | 2 Ply Toilet Tissue |
| 21 | Kimberly Clark (KC-07805) | 2 Ply Toilet Tissue JR |
| 22 | Kimberly Clark (KC-01040) | White Roll Towel |
| 23 | Kimberly Clark (KC-01080) | White Roll Towel |
| 24 | Kimberly Clark (KC -01890) | White Multifold Towel |

*See detailed item specifications of items 1 – 13 attached.

SANPAP12
Pricing pages

| | Description | Mfg | Model | Rolls or Pkg Per Case | Basis Weight | Post Consumer Content % | Sheet size | Sq Ft Per Case | Est Qty | Case Price | Total |
|----|---|--------------|-----------------|--------------------------------|-----------------|-------------------------------|--|----------------------|---------|-------------------|------------------------|
| 1 | Toilet Tissue, Rolls Single Ply | Boardwalk | 6170 | 96 | 38.9 | | 4.5 x 3.25 | 9.2 | 5000 | 41.48 | 207,400. ⁰⁰ |
| 2 | Tissue, Toilet, Jumbo Rolls, Single Ply | Boardwalk | 6101 | 12 | 23.5 | | 3 ⁵ / ₈ | 2.1 | 5000 | 26. ⁰⁸ | 130,400. ⁰⁰ |
| 3 | Tissue, Toilet, Rolls, Two-Ply, Facial Quality | Winstoff | 2240 | 96 | 38 | | 4.5 x 3.75 | 5.0625 | 5000 | 48. ⁷² | 243,600. ⁰⁰ |
| 4 | Covers, Toilet Seat, Half-Fold, flat, covers per case, in dispensing carton | Boardwalk | K5000 | 20/250 | 24.4 | | | 1.287 | 5000 | 26. ⁸² | 134,100. ⁰⁰ |
| 5 | Tissue: Facial, Two-Ply | Winstoff | 2360 | 30 | 10.9 | | 8x8.3 | 2.04 | 2000 | 23. ⁰³ | 46,060. ⁰⁰ |
| 6 | Hand Towels, Multi-Fold, unbleached, Single-Ply Sheet | Winstoff | 1040 | 16/250 | 17.8 | | 9.4x9.2 | 1.83 | 5000 | 21. ⁷⁵ | 108,750. ⁰⁰ |
| 7 | Hand Towels: Single-Fold, Unbleached, Single Ply Sheets | Boardwalk | 6210 | 16/250 | 18.9 | | 9x9.5 | 1.5 | 3000 | 17. ⁵⁷ | 52,710. ⁰⁰ |
| 8 | Hand Towels, C-Fold, Unbleached, Single-Ply Sheet | Boardwalk | 6225 | 16/150 | 17 | | 10.1 x 13.15 | 1.29959 | 2000 | 16.85 | 33,700. ⁰⁰ |
| 9 | Hand Towels: Non perforated roll, unbleached, single ply sheet | Boardwalk | 6252 | 12 | 22.4 | | 8" | 2.001 | 2500 | 17.64 | 44,100. ⁰⁰ |
| 10 | Hand Towels: Bleached, household type, two-ply, perforated roll, | Boardwalk | 6272 | 30 | 17.8 | | 8.5" | 4.21 | 2500 | 17.29 | 43,225. ⁰⁰ |
| 11 | Towels: Food Service, Heavy Duty | Chicopee | 8252 | 1 | 4.9 | | 13x21 | 0.8 | 2500 | 44.29 | 110,725. ⁰⁰ |
| 12 | Towels: (Must fit automated touchless dispenser item 17.) | Boardwalk | 6254 | 6 | 24.6 | | 8" | 1.82 | 1000 | 24.19 | 24,190. ⁰⁰ |
| 13 | Wipers: Industrial Paper, Medium Duty | Chicopee | 8481 | 1 | 3.5 | | 13x15 | 0.5 | 1000 | 24.49 | 24,490. ⁰⁰ |
| 14 | Dispenser: Toilet tissue roll, open style; open style, single roll, heavy duty construction; Pricing must be per individual dispenser. | Bobrick | 5288 | 1 | 2.30 | | 6 ¹ / ₄ x 6 ³ / ₈ x 13 ¹ / ₂ | | 30 | 21.52 | 645.60 |
| 15 | Dispenser: Toilet Tissue roll, open style; enclosed style, jumbo roll. Pricing shall be per individual dispenser. | San Jamar | R2000T&K | 1 | 3.25 | | 10 ⁵ / ₈ x 5 ³ / ₄ | | 30 | 15.52 | 465.60 |
| 16 | Dispenser: Hand Towel, non-perforated roll; Unbleached single-ply sheet. (This is for use with item 9.) Pricing shall be per individual dispenser. | San Jamar | T1750T- BKRD | 1 | 2.3 | | 11 ¹ / ₂ x 6x11 ¹ / ₂ | | 30 | 18. ³⁹ | 551. ⁷⁰ |

SANPAP12
Pricing pages

| | Description | Mfg | Model | Rolls or Pkg Per Case | Basis Weight | Post Consumer Content % | Sheet size | Sq Ft Per Case | Est Qty | Case Price | Total |
|----|---|---|----------|--------------------------------|-----------------|-------------------------------|------------------|-----------------------|---------|---------------|------------|
| 17 | Dispenser: Automated Touchless (This is for use with Item 12.) Pricing shall be per individual dispenser. | San Jamar | T1300TBK | 1 | 7.4 | | 11 3/4" x 9 1/2" | 1.205 ft ² | 50 | 80.44 | 4,022.00 |
| 18 | Tissue, Toilet, 2 ply, 500 sheet/rolls | Boardwalk | 6180 | 96 | 28.6 | | 4.5 x 3" | 28.6 | 2000 | 30.17 | 60,340.00 |
| 19 | Hand Towels, C-Fold, White Single-Ply Sheet | Winsoft | 101 | 12/200 | 14.6 | | 10 x 13 1/2" | 2.04 | 3000 | 22.29 | 66,870.00 |
| 20 | Toilet Tissue, Rolls, 2 Ply | Winsoft | 203 | 6 | 23.15 | | 3.55 x 3.25 | 2.26 | 1000 | 34.62 | 34,620.00 |
| 21 | Toilet Tissue, JR, Rolls, 2 Ply | Boardwalk | 6100 | 12 | 22.6 | | | 2.1 | 500 | 24.60 | 12,300.00 |
| 22 | Towel, White Roll | Winsoft | 1290 | 12 | 42 | | 8" | 3.67 | 2000 | 61.93 | 123,860.00 |
| 23 | Towel, White Roll | Boardwalk | 15green | 12 | 29 | 100% | 8" | 2.4 | 1000 | 28.61 | 28,610.00 |
| 24 | Towel, White Multifold # of Days ARO for Delivery (Bids listing more than 15 days will not be considered.) | Winsoft | 105 | 16/250 | 18.5 | | 9.4 x 9.2 | 1.83 | 500 | 25.91 | 12,955.00 |
| | | | 2-3 days | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| | Contract Coordinator: | Ryan E. Cook | | | | | | | | | |
| | Toll Free Telephone Number: | 1-800-540-3680 | | | | | | | | | |
| | Telephone Number: | 304-255-0566 / 304-731-4474 | | | | | | | | | |
| | Fax Number: | 304-255-6489 | | | | | | | | | |
| | E-Mail: | reccook@applied.com | | | | | | | | | |
| | Signature: |  | | | | | | | | | |
| | Date: | 06/25/12 | | | | | | | | | |

APPLIED INDUSTRIAL TECHNOLOGIE SANPAP12

300 George St.
Beckley, WV 25801
Phone: 304-255-0566
Fax: 304-255-6489
recook@applied.com



BWK 6170
toilet tissue rolls, single-ply, 4.5 x 3.25", 1000
sheets, 96 rolls per case
\$41.48



BWK 6101
toilet tissue, jumbo rolls, single-ply, 2000' per
roll, 12 rolls per case
\$26.08



WIN 2240
toilet tissue rolls, two-ply, facial quality, 4.5 x 3.75" 500
sheets per roll, 96 rolls per case
\$48.72



BWK K5000
half-fold toilet seat covers, 5000 per case
\$26.82



WIN 2360
tissue: facial, two-ply
\$23.03



WIN 1040
hand towels: multi-fold, single-ply, 9.4 x 9.2" 16/250
\$21.75



BWK 6210
hand towels: single-fold, single-ply sheets, 9x9.5", 250 per
pack, 16 packs per case
\$17.57



BWK 6225
hand towels: c-fold, single-ply sheet,
10.1x13.15" 16 per case
\$16.85



BWK 6252
hand towels: non-perforated, single-ply sheet, 350' per
roll, 12 rolls per case
\$17.64



BWK 6272
hand towels: household type, two-ply, perforated roll,
30 rolls per case
\$17.29



CHI 8252
towels: food service, heavy duty, white w/red logo, 13x21"
150 towels per case
\$44.29



BWK 6254
towels: (must fit automated touchless
dispenser, item 17)
\$24.19



APPLIED

Industrial Technologies®

Q U O T A T I O N

TO:
US COMMUNITIES
300 GEORGE ST., HARPER IND
BECKLEY, WV 25801-2653

ATTENTION OF: PAUL REYNOLDS
PHONE: (304) 558-0468

PAGE 1
DATE: 06/28/12
INQUIRY #MAF06282012
QUOTATION # 1290155648
TERMS: Net 30 Days
ACCT : 1299307
SUBTOTAL: \$714.20

| LINE# | QUANTITY | MFG | PART DESCRIPTION | UNIT PRICE | U M | EXTENDED PRICE | EST. DELIVERY/ F.O.B. |
|-------|----------|------|---------------------------|------------|-----|----------------|-------------------------|
| 1 | 1.00 | LGAS | BWK6170 PAPER OTHER | 41.480 | EA. | 41.48 | 1-2 DAYS DESTINATION |
| 2 | 1.00 | LGAS | BWK6101 PAPER OTHER | 26.080 | EA. | 26.08 | 1-2 DAYS DESTINATION |
| 3 | 1.00 | LGAS | WIN2240 PAPER OTHER | 48.720 | EA. | 48.72 | 1-2 DAYS DESTINATION |
| 4 | 1.00 | LGAS | BWK K5000 PAPER OTHER | 26.820 | EA. | 26.82 | 1-2 DAYS DESTINATION |
| 5 | 1.00 | LGAS | WIN2360 PAPER OTHER | 23.030 | EA. | 23.03 | 1-2 DAYS DESTINATION |
| 6 | 1.00 | LGAS | WIN1040 PAPER OTHER | 21.750 | EA. | 21.75 | 1-2 DAYS DESTINATION |
| 7 | 1.00 | LGAS | BWK6210 PAPER OTHER | 17.570 | EA. | 17.57 | 1-2 DAYS DESTINATION |
| 8 | 1.00 | LGAS | BWK6225 PAPER PRODUCTS | 16.850 | EA. | 16.85 | 1-2 DAYS DESTINATION |

Q U O T A T I O N

TO:
US COMMUNITIES
300 GEORGE ST., HARPER IND
BECKLEY, WV 25801-2653

PAGE 2
DATE: 06/28/12
INQUIRY #MAF06282012
QUOTATION # 1290155648
TERMS: Net 30 Days
ACCT : 1299307
SUBTOTAL: \$714.20

ATTENTION OF: PAUL REYNOLDS
PHONE: (304) 558-0468

| LINE# | QUANTITY | MFG | PART DESCRIPTION | UNIT PRICE | U M | EXTENDED PRICE | EST. DELIVERY/ F.O.B. |
|-------|----------|---------------------|--------------------------|------------|-----|----------------|-------------------------|
| 9 | 1.00 | LGAS BWK6252 | PAPER OTHER | 17.640 | EA. | 17.64 | 1-2 DAYS DESTINATION |
| 10 | 1.00 | LGAS BWK6272 | FOOD SERVICE SUPPLIES | 17.290 | EA. | 17.29 | 1-2 DAYS DESTINATION |
| 11 | 1.00 | LGAS CHI8252 | RAGS / REUSABLE CLEANING | 44.290 | EA. | 44.29 | 1-2 DAYS DESTINATION |
| 12 | 1.00 | LGAS BWK6254 | PAPER OTHER | 24.190 | EA. | 24.19 | 1-2 DAYS DESTINATION |
| 13 | 1.00 | LGAS CHI8481 | RAGS / REUSABLE CLEANING | 24.490 | EA. | 24.49 | 1-2 DAYS DESTINATION |
| 14 | 1.00 | LGAS BOB5288 | PAPER DISPENSERS | 21.520 | EA. | 21.52 | 1-2 DAYS DESTINATION |
| 15 | 1.00 | LGAS SAN R2000TBK | PAPER DISPENSERS | 15.520 | EA. | 15.52 | 1-2 DAYS DESTINATION |
| 16 | 1.00 | LGAS SAN T1750TBKRD | PAPER DISPENSERS | 18.390 | EA. | 18.39 | 1-2 DAYS DESTINATION |
| 17 | 1.00 | LGAS SAN T1300TBK | PAPER DISPENSERS | 80.440 | EA. | 80.44 | 1-2 DAYS DESTINATION |

Q U O T A T I O N

TO:
US COMMUNITIES
300 GEORGE ST., HARPER IND
BECKLEY, WV 25801-2653

PAGE 3
DATE: 06/28/12
INQUIRY #MAF06282012
QUOTATION # 1290155648
TERMS: Net 30 Days
ACCT : 1299307
SUBTOTAL: \$714.20

ATTENTION OF: PAUL REYNOLDS
PHONE: (304) 558-0468

| LINE# | QUANTITY | MFG | PART DESCRIPTION | UNIT PRICE | U M | EXTENDED PRICE | EST. DELIVERY/ F.O.B. |
|-------|----------|------|---------------------------|------------|-----|----------------|-------------------------|
| 18 | 1.00 | LGAS | BWK6180 PAPER OTHER | 30.170 | EA. | 30.17 | 1-2 DAYS DESTINATION |
| 19 | 1.00 | LGAS | WIN101 PAPER OTHER | 22.290 | EA. | 22.29 | 1-2 DAYS DESTINATION |
| 20 | 1.00 | LGAS | WIN203 PAPER OTHER | 34.620 | EA. | 34.62 | 1-2 DAYS DESTINATION |
| 21 | 1.00 | LGAS | BWK6100 PAPER OTHER | 24.600 | EA. | 24.60 | 1-2 DAYS DESTINATION |
| 22 | 1.00 | LGAS | WIN1290 PAPER OTHER | 61.930 | EA. | 61.93 | 1-2 DAYS DESTINATION |
| 23 | 1.00 | LGAS | BWK15GREEN PAPER OTHER | 28.610 | EA. | 28.61 | 1-2 DAYS DESTINATION |
| 24 | 1.00 | LGAS | WIN105 PAPER OTHER | 25.910 | EA. | 25.91 | 1-2 DAYS DESTINATION |

Quoted prices will be held firm for 60 days from date of this quotation.
Orders shipped after 60 days from the date of quotation may be subject
to manufacturer increases.

This quotation contains CONFIDENTIAL INFORMATION, may not be disclosed to
third parties and is subject to our STANDARD TERMS AND CONDITIONS OF SALE,
available at WWW.APPLIED.COM. Buyer's acceptance of shipment or performance
and/or payment constitutes acceptance of Applied's terms and conditions.

Returned product is subject to a restocking charge

We are Committed to Customer Satisfaction Through Continuous Improvement.
Please reference our quotation number when placing your order with:
APPLIED INDUSTRIAL TECHNOLOGIES, INC.

300 GEORGE ST., HARPER IND
BECKLEY, WV 25801-2653

SUBMITTED BY:

Ryan Cook

PHONE: (304) 255-0566
FAX : (304) 255-6489
Email-address: SC0129@APPLIED.COM
ATTENTION: Ryan Cook

DATE: JUN 28, 2012

OR: DEFAULT SYSTEM

Certification

SANPAP12

By submitting a signed bid for SANPAP12 -Paper and Sanitary supplies - vendor hereby certifies under penalty of fraud that all mandatory specifications contained in Request for Quotation are met. Vendor additionally certifies that it can supply the eligible items contained in its bid response.

Applied Industrial Technologies, Inc.

Vendor (Type Name of Company)

300 George St.,Harper Ind
Beckley, WV 25801-2653

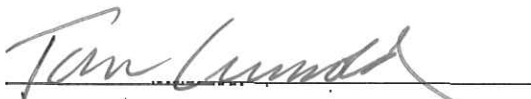
Address

Tom Arnold

Vice President

Name (Type Name)

Title



6/4/12

Signature

Date

Note: No contract shall be awarded prior to receipt of this certification.

EXHIBIT 10

REQUISITION NO.:

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

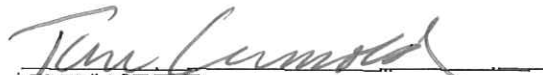
NO. 2

NO. 3

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

Applied Industrial Technologies, Inc.

COMPANY

6/4/12

DATE

REV. 11/96

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. Application is made for 2.5% resident vendor preference for the reason checked:
☐ Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
☐ Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,
☐ Bidder is a 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; or,
2. Application is made for 2.5% resident vendor preference for the reason checked:
☐ 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; or,
3. Application is made for 2.5% resident vendor preference for the reason checked:
☐ 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 Bidder's 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; or,
4. Application is made for 5% resident vendor preference for the reason checked:
☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:
☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:
☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; 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.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of 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.

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.

Bidder: Applied Industrial Technologies, Inc.

Signed: Tom Lumsden

Date: 6/4/12

Title: Vice President

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. _____

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: 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.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentally established by a county or municipality; any separate corporation or instrumentally established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

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

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: Applied Industrial Technologies, Inc.

Authorized Signature: *[Signature]*

Date: June 4, 2012

State of Ohio

County of Cuyahoga, to-wit:

Taken, subscribed, and sworn to before me this 4th day of June, 2012.

My Commission expires 12/3, 2013.

AFFIX SEAL HERE

NOTARY PUBLIC *[Signature]*



CAROLYN SRP
Notary Public, State of Ohio
My Commission Expires
December 3, 2013

Please use this document for technical questions, posing in a question format

Please refer to the section your question is in reference to.

Technical questions for RFQ# SANPAP12

Vendor Name: Applied Industrial Technologies, Inc.

Questions:

SANPAP12 Pricing pages

| | Description | Mfg | Model | Rolls or Pkg Per Case | Basis Weight | Post Consumer Content % | Sheet size | Sq Ft Per Case | Est Qty | Case Price | Total |
|----|---|-----------|------------|--------------------------------|-----------------|-------------------------------|---------------------------------|----------------------|---------|---------------|------------|
| 1 | Toilet Tissue, Rolls Single Ply | Boardwalk | 6170 | 96 | 38.9 | | 4.5" x 3.25" | | 5000 | 41.48 | 207,400.00 |
| 2 | Tissue, Toilet, Jumbo Rolls, Single Ply | Boardwalk | 6101 | 12 | 23.5 | | 3 5/8" | | 5000 | 26.08 | 130,400.00 |
| 3 | Tissue, Toilet, Rolls, Two-Ply, Facial Quality | Winsoft | 2240 | 96 | 38 | | 4.5" x 3.75" | | 5000 | 48.72 | 243,600.00 |
| 4 | Covers, Toilet Seat, Half-Fold, flat, covers per case, in dispensing carton | Boardwalk | K5000 | 20/250 | 24.4 | | | | 5000 | 26.82 | 134,100.00 |
| 5 | Tissue: Facial, Two-Ply | Winsoft | 2360 | 30 | 10.9 | | 8 x 8.3" | | 2000 | 23.03 | 46,060.00 |
| 6 | Hand Towels, Multi-Fold, unbleached, Single-Ply Sheet | Winsoft | 1040 | 16 /250 | 17.8 | | 9.4" x 9.2" | | 5000 | 21.75 | 108,750.00 |
| 7 | Hand Towels: Single-Fold, Unbleached, Single Ply Sheets | Boardwalk | 6210 | 16 /250 | 18.9 | | 9" x 9.5 | | 3000 | 17.57 | 52,710.00 |
| 8 | Hand Towels, C-Fold, Unbleached, Single-Ply Sheet | Boardwalk | 6225 | 16 /150 | 17 | | 10.1" x 13.15" | | 2000 | 16.85 | 33,700.00 |
| 9 | Hand Towels: Non perforated roll, unbleached, single ply sheet | Boardwalk | 6252 | 12 | 22.4 | | 8" | | 2500 | 17.64 | 44,100.00 |
| 10 | Hand Towels: Bleached, household type, two-ply, perforated roll, | Boardwalk | 6272 | 30 | 17.8 | | 8.5" | | 2500 | 17.29 | 43,225.00 |
| 11 | Towels: Food Service, Heavy Duty | Chicopee | 8252 | 1 | 4.9 | | 13 x 21" | | 2500 | 44.29 | 110,725.00 |
| 12 | Towels: (Must fit automated touchless dispenser item 17.) | Boardwalk | 6254 | 6 | 24.6 | | 8" | | 1000 | 24.19 | 24,190.00 |
| 13 | Wipers: Industrial Paper, Medium Duty | Chicopee | 8481 | 1 | 3.5 | | 13 x 15" | | 1000 | 24.49 | 24,490.00 |
| 14 | Dispenser: Toilet tissue roll, open style; open style, single roll, heavy duty construction; Pricing must be per individual dispenser. | Bobrick | 5288 | 1 | 2.30 | | 6 1/4" x 6 7/8" x 13 1/2" | | 30 | 21.52 | 645.60 |
| 15 | Dispenser: Toilet Tissue roll, open style; enclosed style, jumbo roll. Pricing shall be per individual dispenser. | San Jamar | R2000TBK | 1 | 3.25 | | 10 5/8" x 5 3/4" | | 30 | 15.52 | 465.60 |
| 16 | Dispenser: Hand Towel, non-perforated roll; Unbleached single-ply sheet. (This is for use with item 9.) Pricing shall be per individual dispenser. | San Jamar | T1750TBKRD | 1 | 2.3 | | 11 1/2" x 6" x 11 1/2" | | 30 | 18.39 | 551.70 |

SANPAP12
Pricing pages

[illegible]