



**State of West Virginia  
Department of Administration  
Purchasing Division**

**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

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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

LAUNDRY11

PAGE

1

ADDRESS CORRESPONDENCE TO ATTENTION OF:

BUYER 42

304-558-8802

\*709030107 800-352-5326

ECOLAB INC

370 WABASHA STREET

ST PAUL MN 55102

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ALL STATE AGENCIES

AND POLITICAL SUBDIVISIONS

VARIOUS LOCALES AS INDICATED

BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
08/25/2011				

BID OPENING DATE:

09/22/2011

BID OPENING TIME

01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
A BLANKET OPEN-END STATEWIDE CONTRACT TO PROVIDE LAUNDRY MATERIALS, DISPENSING EQUIPMENT AND TECHNICAL SERVICES TO ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.						
INQUIRIES: WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH THE CLOSE OF BUSINESS ON 09/06/2011. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER AND EMAIL. IN ORDER TO ASSURE THAT NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, EMAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:  GUY NISBET DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET EAST CHARLESTON, WV 25305 FAX: 304.558.4115 EMAIL: GUY.L.NISBET@WV.GOV						
0001	1	EA		505-33		
DETERGENTS, SPECIAL FORMULA (LAUNDRY)						
EXHIBIT 3						
LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON 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						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Bruce Kottom</i>	TELEPHONE 651 293 2892	DATE 09/20/2011
TITLE Sr. Government Sales Mgr.	FEIN 41-0231510	ADDRESS CHANGES TO BE NOTED ABOVE ECOLAB INC.

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



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<p>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> <p>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.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Bruce Kottom</i>	TELEPHONE 651 293 2892	DATE 09/20/2011
TITLE <i>Sr. Government Sales Mgr.</i>	FEIN 41-0231510 ECOLAB INC.	ADDRESS CHANGES TO BE NOTED ABOVE

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<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, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED 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. 04/11/2001</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Bruce Kottom</i>	TELEPHONE (651) 293 2892	DATE 09/20/2011
TITLE Sr. Government Sales Mgr.	FAX 41-0231510, ECOLAB INC.	ADDRESS CHANGES TO BE NOTED ABOVE

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TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4 (F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.						
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.						
VENDOR PREFERENCE CERTIFICATE						
THIS TEAM EXHIBIT HAS BEEN REPLACED BY THE ONLINE VERSION WHICH IS AVAILABLE HERE: <a href="http://www.state.wv.us/admin/purchase/vrc/venpref.pdf">HTTP://WWW.STATE.WV.US/ADMIN/PURCHASE/VRC/VENPREF.PDF</a>						
NOTICE						
A SIGNED BID MUST BE SUBMITTED TO:						
DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:						
SEALED BID						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Bruce Kottow</i>	TELEPHONE 651 293 2892	DATE 09/20/2011
TITLE Sr. Government Sales Mgr.	FEIN 41-0231510	ADDRESS CHANGES TO BE NOTED ABOVE ECOLAB INC.

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BUYER:						
					FILE 42	
RFQ. NO.:					LAUNDRY11	
BID OPENING DATE:					09/22/2011	
BID OPENING TIME:					1:30PM	
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
(651) 293 2892						
CONTACT PERSON (PLEASE PRINT CLEARLY):						
BRUCE KOTTON						
***** THIS IS THE END OF RFQ LAUNDRY11 ***** TOTAL:						
						\$168,659.44

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	BRUCE KOTTON	TELEPHONE	651 293 2892	DATE	09/20/2011
TITLE	Sr. Government Sales Mgr.	FEIN	41-0231510	ADDRESS CHANGES TO BE NOTED ABOVE	

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## LAUNDRY11 – Specifications, Conditions and Requirements

The terms **shall**, **must** and **will** indicate a mandatory requirement. Failure to meet a mandatory requirement will result in the rejection of a Vendors proposal. The term **should** indicates a recommendation but is not mandatory.

### Mandatory Requirements of Contractor

1. Contractor shall have a minimum of one year experience in the production of commercial laundry materials for use in health care facilities. *Ecolab Inc. has been the State's provider for Laundry products over the past 2 years. Ecolab Inc has been providing commercial laundry materials for use in health care for over 75 years.*
2. Contractor shall employ a nationally certified laundry technician as per the Association of Institutional Linen Management to perform the technical services of the contract. *Ecolab Inc. is a member of the Association of Institutional Linen Management, and our service technicians receive extensive training.*
3. Contractor must have successful experience in reducing energy consumption with the usage of low temperature detergents. *Our track record of innovative programs helps our customers reduce water and energy consumption. We have also demonstrated success with the use of low temperature solutions.*
4. Contractor shall provide laboratory services for the testing of linens. *Ecolab Inc. has lab facilities, where Ecolab is constantly testing laundry products, when customers have issues Ecolab tests these linens at our facilities*
5. Contractor shall provide a detailed description of the inspection services performed by the laundry technician. *Ecolab Inc. provides a detailed description of the inspection services with technician visits. Please see enclosed copy of Ecolab laundry service policy as that explains in detail what Ecolab provides during a routine inspection.*

### General Conditions

1. Only commercial products that have been used for a minimum of five years shall be considered. *All products Ecolab Inc. has specified on our proposal have been in use for a minimum of five years.*
2. All delivered materials must be clearly labeled; 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. *All Ecolab products are clearly packaged and labeled, and are extensively reviewed internally for accuracy.*
3. All materials shall be packaged in suitable storage containers to protect against high humidity. *Ecolab powdered products are packaged in containers suitable for storage under reasonable customer conditions. While in most cases humidity is not an issue, it is suggested that customers take measures to reduce temperatures and humidity levels to a level suitable for operator working conditions at which point no product issues are expected.*
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. *Ecolab installs and maintains the solid and liquid dispensing equipment required to operate within a customer facility. This equipment is wholly-owned by Ecolab during the term of the business relationship, and no transfer of ownership is made or implied at any time.*
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. *Ecolab agrees to the above.*

## LAUNDRY11 – Specifications, Conditions and Requirements

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 transpiration 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.

*Pricing provided is F.O.B., no delivery charges will be added to orders for the State of West Virginia facilities.*

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.

*Ecolab Inc. delivers products 2-4 business days ARO*

8. Contractor is required to identify the nationally certified laundry technician(s) on the attached information sheet.

*Please see attached list of Ecolab Laundry Technicians*

### Responsibilities of the Laundry Technician

The Nationally Certified Laundry Technician is required to provide the following services: *Ecolab Inc meets the following Responsibilities of the Laundry Technician, please see the enclosed Service Policy as that explains in detail what Ecolab provides during a routine inspection.*

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.

## LAUNDRY11 – Specifications, Conditions and Requirements

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:

*Ecolab Inc. agrees to adhere to all of the following Special Conditions.*

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, toolboxes, 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 to any other locations without prior consent from the warden or his representative.

Correctional facilities desire a system of material delivery that 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

*Ecolab Inc's Solid Delivery Systems meet or exceed the following 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.

## LAUNDRY11 – Specifications, Conditions and Requirements

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 must provide a manufacturer's recommended usage rate/cost per 100 lbs of medium to heavy soiled linen; this will be used for evaluation. 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 by the 30<sup>th</sup> of the following month 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

[Kelli.A.Winebrenner@wv.gov](mailto:Kelli.A.Winebrenner@wv.gov)

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

Statewide Contracts Buyer  
Purchasing Division  
P. O. Box 50130  
2019 Washington Street, East  
Charleston, WV 25305



## LAUNDRY

# SERVICE POLICY

*The purpose and objective of Ecolab service is to assure Institutional operators of a properly operating laundry function. Ecolab service is a safeguard measure – its true value lies in knowing that your laundry will operate correctly at present and that it is designed to avoid breakdowns in the future.*

*We will advise the Manager at all times of the situation existing in his/her Laundry Operation – in effect, act as his/her assistant in charge of laundering, advising him/her both of conditions which are extremely good, and those extremely bad requiring his/her attention, and relieve him/her of the remaining common or "unusual" problems. This information, including all of the items which follow, is submitted both verbally and in writing.*

### ON EVERY SERVICE CALL WE DO THE FOLLOWING

- 1. WRITTEN SERVICE REPORTS ON EACH SERVICE CALL.**  
These reports can be filed by Management for review regularly. These Service Reports supply Management with a picture of the overall laundry operation. They indicate factors requiring attention regarding manpower, costly waste areas, and data for future purchases or changes.
- 2. WE WILL CHECK ALL EQUIPMENT.** We will perform minor repairs and adjustments. We will put management in contact with qualified agencies to do heavy repair work.
- 3. WE WILL MEASURE THE CONCENTRATION OF THE DETERGENT WASH SOLUTION BY CHEMICAL ANALYSIS AND BY SIMILAR MEANS MEASURE FINAL pH FACTOR, CHLORINE, AND IRON CONTENT.** We will maintain detergent concentration as required within the range of proper laundering. We will take steps to remedy conditions which allow this concentration to go too high, resulting in over consumption, or too low, resulting in poor results.
- 4. WE WILL CHECK AND REGULATE THE TEMPERATURE OF ALL THE FLUSH, WASH, BLEACH AND RINSE CYCLES AND WATER LEVELS, THEREBY CHECKING MACHINE THERMOMETERS, WATER SUPPLY TEMPERATURE AND WATER LEVEL CONTROLS. THIS ACTION WILL MAXIMIZE ENERGY SAVINGS.**
- 5. WE WILL CHECK TIME OF CYCLES.** We will obtain the proper cycle period for proper laundering and the proper combination of washing time and detergent strength for laundering.
- 6. WE WILL CHECK STEAM AND FILL VALVES FOR LEAKS.**  
We will report major valve problems to management immediately to eliminate excessive use of energy.
- 7. WE WILL CHECK THE WATER CONDITIONS.** We will make water hardness test, or if needed, a laboratory analysis of the water.
- 8. WE WILL INSPECT THE SORTING AND LOADING PROCEDURES.** The machine's effectiveness is dependent upon proper sorting and loading. Good results are impossible if these procedures are not followed properly.
- 9. WE WILL CHECK THE DRAIN VALVE AND PLUMBING.**  
Improper plumbing and drain valve trouble destroys optimum action, giving poor results and poor production.
- 10. WE WILL CHECK THE AUTOMATIC FORMULA CHART.**
- 11. WE WILL CHECK ALL OTHER EQUIPMENT IN THE OPERATION ACCORDING TO MANUFACTURER'S RECOMMENDATION AND SPECIFICATIONS.**
- 12. WE WILL CHECK ALL ACCESSORY EQUIPMENT TO THE LAUNDRY MACHINE SUCH AS DETERGENT DISPENSERS.**
- 13. WE WILL CHECK OVERALL SANITATION OF THE LAUNDRY DEPARTMENT.** This will include sanitation procedures used in the spoiled linen room, wash room, clean linen room, carts, trucks, chutes, and other surfaces and environments commonly contacted by linens.

### WE WILL SUPPLY MANAGEMENT WITH THE FOLLOWING

- 1. WRITTEN SERVICE REPORTS ON EACH SERVICE CALL.**  
These reports can be filed by Management for review regularly. These Service Reports supply Management with a picture of the overall laundry operation. They indicate factors requiring attention regarding manpower, costly waste areas, and data for future purchases or changes.
- 2. SPECIAL SURVEYS, WHEN NEEDED, ANALYZING OPERATION AND EQUIPMENT CONDITIONS FOR SPECIAL STUDY.**
- 3. OPERATING CHARTS FOR DISH MACHINE OPERATORS REGARDING THE CARE AND USE OF THE LAUNDRY MACHINE.**
- 4. TRAINING INSTRUCTIONS.**  
We will train Dish Machine Operators in:
  - a. Proper sorting of soiled linen.
  - b. Laundry procedures
  - c. Specialized handling procedures.
  - d. Daily machine cleanup procedures

We will make recommendations to the Manager on all phases of the laundry operation and advise him/her of the latest ideas and equipment in the laundering field. We will provide special films and programs to instruct new personnel.

*The Ecolab Environmental Sanitation Specialist is qualified in all phases of laundry sanitation. As a graduate of the standardized Ecolab training program, he/she has fulfilled up to two years of rigorous training under expert supervision. In addition, he/she is backed by the most advanced products modern research has developed and the finest Technical Service Department available. Only this combination can give you true service.*

## LAUNDRY11 PRODUCT SPECIFICATIONS

Please see enclosed MSDS & Ecolab Product Specification sheets for products bid.

### **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 <sub>2</sub> O	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 <sub>2</sub> O <sub>5</sub>	Max. 3.0%
Sodium Carbonate	Positive
Sodium Carboxymethyl Cellulose	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 <sub>2</sub> O	Max 5%
Carboxymethyl cellulose	Positive
Optical Brighteners	Positive
Nonionic Detergent	Min. 7.5%
Combined Detergent	Min. 9.5%
Silicate Content (as SiO <sub>2</sub> )	Max 5%
Phosphorus Content (as P <sub>2</sub> O <sub>5</sub> )	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 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

## LAUNDRY11 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 <sub>2</sub> O	Min. 43.0%
Nonionic & Anionic Detergents	Min. 9.0%
Ph of	.5% Solution at 75° is 11.8
Must	Fluoresce under U.V. Light
Phosphate Content As P <sub>2</sub> O <sub>5</sub>	Min. 2%
Carboxymethyl cellulose	Positive
Shelf life	One year
Must be equal to	Universal Detergent 74377 996

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

Product must be 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	Kin-Klor 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

## LAUNDRY11 PRODUCT SPECIFICATIONS

### ITEM 8: Water Conditioner, Powdered

Product must be a concentrated water conditioning agent.

**Must meet the following:**

Total Alkalinity as $\text{Na}_2\text{O}$	Min. 16.5% - 5% Max
Total Phosphate content as $\text{P}_2\text{O}_5$	Max 2%
pH of	.1% Solution as $25^\circ\text{C}$ is 9.6
Shelf life	Two years
Must be equal to	Pennseq 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	$120^\circ - 190^\circ\text{F}$
pH of Product	9.0 – 11.2
Specific Gravity at $25^\circ\text{C}$	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 $\text{NA}_2\text{O}$	Min. 15%
pH of 0.5% Solution at $80^\circ\text{F}$	12.0 – 13
Effective Temperature Range	$120^\circ - 190^\circ\text{F}$
Specific Gravity at $25^\circ\text{C}$	1.260 to 1.270
Silicate Test	Positive
Shelf life	One year
Must be equal to	Turbo Power 76291

## LAUNDRY11 PRODUCT SPECIFICATIONS

### ITEM 11: Liquid Bleach, Low Temperature

Product must be 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 $\text{Na}_2\text{O}$	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 us 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

## LAUNDRY11 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 <sub>2</sub> O	Min. 35%
Contains Phosphates content as P <sub>2</sub> O <sub>5</sub>	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 Destainer

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:**

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

## LAUNDRY11 PRODUCT SPECIFICATIONS

### ITEM 19: De-Limer

**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-Amioethanol/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

**LAUNDRY11  
PRODUCT SPECIFICATIONS**

**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

## LAUNDRY11 Information Page

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

*\* Ecolab Inc. is a member of the Association of Institutional Linen Management. Please see the attached list of trained technicians.*

<b>Name:</b>		<b>Name</b>	
<b>Address:</b>		<b>Address:</b>	
<b>Telephone #</b>		<b>Telephone #</b>	

Complete the information below on the Contract Coordinator:

<b>Name:</b>	<i>Bruce Kottom</i>
<b>Phone Number</b>	<i>651 293 2892</i>
<b>Fax Number:</b>	<i>651 293 2682</i>
<b>Email Address:</b>	<i>bruce.kottom@ecolab.com</i>

References:

<b>Company Name:</b>	<i>State of Minnesota</i>
<b>Contact Name</b>	<i>Joan Breisler</i>
<b>Phone Number:</b>	<i>651-201-2448</i>

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

**ECOLAB INC. SALESMAN ROSTER - WEST VIRGINIA 2011**

All sales personel attended Ecolab Laundry Eagles Training  
and Advanced Laundry Course

Name	RON	CAPEHART	
Address	PO BOX 8072		
	HUNTINGTON	WV	25705
Telephone	304 736 5085		

Name	RICHARD	COLEMAN	
Address	2512 MYERS AVENUE		
	DUNBAR	WV	25064
Telephone	304 205 5331		

Name	KENNETH	EDDY	
Address	RT 1 364 WEST		
	MOUNT CLARE	WV	26408
Telephone	304 695 1092		

Name	CHAD	GEORGE	
Address	PO BOX 842		
	WHITE SULPHUR SPR	WV	24986
Telephone	304 667 6856		

Name	MARCUS	KIRK	
Address	1515 MT HOREB RD		
	PRINCETON	WV	24740
Telephone	304 425 7541		

Name	RANDALL	LYONS	
Address	108 ELIZABETH WAY		
	SOUTH POINT	OH	45680
Telephone	740 377 4614		

Name	MICHAEL	MAHAN	
Address	120 JAMISON LN		
	WELLSBURG	WV	26070
Telephone	304 281 9904		

Name	WILLIAM	MYERS	
Address	4547 MORGANTOWN ROAD		
	LAKE LYNN	PA	15451
Telephone	724 725 9660		

Name	GREGORY	OXLEY	
Address	805 GEORGE STREET		
	BELPRE	OH	45714
Telephone	740 401 0697		

Name	LARRY	SARVER	
Address	541 MCCLUNG RD		
	HURRICANE	WV	25526
Telephone	304 562 1783		

Name	MICHAEL	SCHOOS	
Address	325 ACKLEY CREEK RD		
	WEST FINLEY	PA	15377
Telephone	724 469 3569		

Name	JAMES	SHEA	
Address	151 C W CIRCLE		
	WINCHESTER	VA	22602
Telephone	540 533 4811		

Name	CODY	SHOCKEY	
Address	196 SAWMILL ROAD		
	HEDGESVILLE	WV	25427
Telephone	304 676 2660		

Name	CALVIN	STAPLETON	
Address	1087 BAKER BRANCH		
	TUTOR KEY	KY	41263
Telephone	513 337 0640		

Name	RONALD	WELSH	
Address	75 GABLE PLACE		
	BRIDGEPORT	WV	26330
Telephone	304 842 9665		

Name	MICHAEL	WHITE	
Address	316 NORTHVIEW RD		
	PRINCETON	WV	24740
Telephone	304 425 3242		

Name	MICHAEL	SCHOOS	
Address	325 ACKLEY CREEK RD		
	WEST FINLEY	PA	15377
Telephone	724 469 3569		

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	PRINCETON	WV	24740
Telephone	304 425 3242		

# LAUNDRY11 RFQ Pricing Page


8/23/2011

Item #	Product/Description	Brand or Equal	Estimated Loads (100 lbs ea)	Brand Bid	* Usage (ounces)/C WT*	Cost Per Usage1/C WT	Pkg Size	Price	Total
1	Built synthetic Detergent, All Purpose	Empire (or equal)	125,000	#74216 Royal Blend NP	5 oz	0.199	55 lb	\$35.10	\$24,875.00
2	Laundry Detergent, Low Temperature	Impax (or equal)	75,000	#8200012 Impax AE	4 oz	0.176	55 lb	\$38.80	\$13,200.00
3	Low Temperature Detergent- Bleach per WV bid spec page	Coloreze (or equal)	50,000	#17707 Laundry Dry Bleach	3 oz	0.231	45 lb	\$55.55	\$11,550.00
4	High Temperature Detergent	Universal Detergent (or equal)	60,000	#74244 Universal Det.	5 oz	0.295	55 lb	\$51.94	\$17,700.00
5	Bleach, Chlorine, High Temperature	Kinklor (or equal)	65,000	#17707 Laundry Dry Bleach	3 oz	0.231	45 lb	\$55.55	\$15,015.00
6	Laundry Sour With Bluing	Econo Sour (or equal)	75,000	#71209 Econo Sour	1 oz	0.054	100 lb	\$87.70	\$4,050.00
7	Fabric Softener, Powdered	Tex Special (or equal)	60,000	#17756 Laundry Soft	1 oz	0.069	45 lb	\$49.99	\$4,140.00
8	Water Condition, Powdered	Pennsq Conditioner (or equal)	125,000	#17756 Laundry Soft	1 oz	0.069	45 lb	\$49.99	\$8,625.00
9	Liquid Laundry Detergent, Low Temperature	Turbo Driver (or equal)	35,000	#16194 EcoCare LT Det	1 oz	0.098	55 gal	\$689.99	\$3,430.00
10	Liquid Laundry Alkali - Low Temperature	Turbo Power (or equal)	45,000	#74207 Turbocharge II NP	3 oz	0.181	55 gal	\$425.00	\$8,145.00
11	Liquid Bleach, Low Temperature	Liquid Hi-Chlor (or equal)	35,000	#16144 EcoStar Destainer	3 oz	0.133	55 gal	\$312.67	\$4,655.00
12	Liquid Laundry Detergent, High Temperature	Turbo Lifter (or equal)	70,000	#76298 Turbolifter	1 oz	0.169	55 gal	\$1,195.00	\$11,830.00
13	Liquid Laundry Alkali, High Temperature	Turbo Charge II (or equal)	30,000	#10429 Eco-Star Builder C	4 oz	0.250	55 gal	\$440.00	\$7,500.00
14	Liquid Sour	Turbolizer (or equal)	30,000	#16158 Eco-Star Sour	0.5 oz	0.031	55 gal	\$450.17	\$930.00
15	Fabric Softener, Powdered	Lemon Soft (or equal)	75,000	#14320 Tri-Star So Fresh	0.5 oz	0.038	15 gal	\$148.00	\$2,850.00
16	Concentrated Solid Detergent	Solid Surge Plus (or equal)	75,000	#17905 Solid Surge Plus	1 oz	0.275	4/9 lb cs	\$158.87	\$20,625.00
17	Concentrated Solid De-Stainer	Solid Stain-A-Way and Eco-Star Destainer (or equal)	25,000	#13649 Solid Stainaway	0.5 oz	0.230	2/4 lb cs	\$58.99	\$5,750.00
18	Solid Fabric Softener	Solid Soft Plus NF (or equal)	25,000	#16001 Solid Navisoft	0.25 oz	0.118	2/6 lb cs	\$90.87	\$2,950.00
19	Delimer	Clinging Lime Away (or equal)	10,000	#15210 Clinging Lime Away	RTU, n/a	RTU, n/a	6/32 oz cs	\$54.44	\$54.44
20	Laundry Detergent, Heavy Duty	Solid Super Star (or equal)	5,000	#6100150 Homestyle Solid Laundry Detergent	0.5 oz	0.157	4/4 lb cs	\$80.88	\$785.00
21	Liquid Laundry Detergent, all Purpose, Residential size	Tide (or equal)	1,000	NO BID					\$0.00
22	Fabric Softener Dyer Sheets, Residential size	Bounce (or equal)	1,000	NO BID					\$0.00
23	Liquid Fabric Softener Finished Product, Residential size	Ultra Downy Concentrated (or equal)	1,000	NO BID					\$0.00

TOTAL: \$168,659.44

\* Cost to process 100 lbs of medium to heavily soiled linen. Bidder must attach manufacturer's information substantiating cost shown.

## LAUNDRY11 RFQ Pricing Page

Vendor Name: <i>Ecolab Inc.</i>	Phone: 651 293 2892
Vendor Address: <i>Ecolab Inc.</i>	Fax: 651 293 2682
<i>370 Wabasha St. North</i>	e-mail: <i>bruce.kottom@ecolab.com</i>
<i>St. Paul, MN 55102</i>	Signature: 
Company Representative: <i>Bruce Kottom</i>	
Representatives position: <i>Sr. Government Sales Manager</i>	

LAUNDRY11  
Customer List

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	Customer	Location
1	ANTHONY CORRECTIONAL CTR	WHITE SULPHUR SPRINGS
2	BLACKWATER LODGE RESORT	DAVIS, WV.
3	CACAPON LODGE & RESORT	BERKELEY SPRINGS, WV.
4	DAVIS & ELKINS COLLEGE ATHL	ELKINS, WV.
5	DONALD R KUHN JUVENILE CENTER	JULIAN, WV.
6	EASTERN REGIONAL JAIL	MARTINSBURG, WV.
7	GENE SPADARO JUVENILE	MOUNT HOPE, WV.
8	HOPEMONT STATE HOSPITAL	TERRA ALTA, WV.
9	HUTTONSVILLE COR CTR	HUTTONSVILLE, WV.
10	JM CHICK BUCK BEE JUV CNTR	AUGUSTA, WV.
11	JOHN MANSION SR HLTHCR CNTR	FAIRMONT, WV.
12	KEYSER PRIMARY & MIDDLE SCHOOL	KEYSER, WV.
13	LAKIN CORRECTIONAL CENTER	WEST COLUMBIA, WV.
14	LAKIN STATE HOSPITAL	WEST COLUMBIA, WV.
15	LORRIE YEAGER JUVENILE CENTE	PARKERSBURG, WV.
16	MARTINSBURG CORRECTIONAL	MARTINSBURG, WV.
17	MOUNTAIN SIDE CONFERENCE CENTER	BETHANY, WV.
18	NORTH CENTRAL REGIONAL JAIL	GREENWOOD, WV.
19	NORTHERN REGIONAL JAIL	MOUNDSVILLE, WV.
20	OHIO CORRECTIONAL FACILITY	WHEELING, WV.
21	PINECREST HOSPITAL	BECKLEY, WV.
22	PIPESTEM RESORT STATE PARK	PIPESTEM, WV.
23	POTOMAC HIGHLAND REGIONAL JAIL	AUGUSTA, WV.
24	PRUNTYTOWN CORRECTIONAL CENTER	GRAFTON, WV.
25	ROBERT L SHELL JUVENILE CENTER	BARBOURSVILLE, WV.
26	RUBENSTEIN CENTER	DAVIS, WV.
27	SAM PERDUE JUVENILE CENTER	PRINCETON, WV.
28	SOUTHWESTERN REGIONAL JAIL	HOLDEN, WV.
29	SPRING MILLS MIDDLE SCHOOL	MARTINSBURG, WV.
30	ST MARYS CORRECTIONAL CENTER	SAINT MARYS, WV.
31	STEVENS CORRECTIONAL FACILITY	WELCH, WV.
32	TIGER MORTON JUV CENTER	DUNBAR, WV.
33	TWIN FALLS STATE PARK	MCGRAWS, WV.
34	TYGART VALLEY REGIONAL JAIL	BELINGTON, WV.
35	VICKI DOUGLAS JUVENILE CENTER	MARTINSBURG, WV.
36	WELCH COMMUNITY HOSP	WELCH, WV.
37	WEST VIRGINIA REHAB CENTER	INSTITUTE, WV.
38	WEST VIRGINIA SCHOOLS	ROMNEY, WV.
39	WESTERN REGIONAL JAIL	BARBOURSVILLE, WV.
40	WV DIVISION OF HUMAN SERVICES	ELKINS, WV.
41	WV INDUSTRIAL HOME FOR YOUTH	INDUSTRIAL, WV.
42	WV REGIONAL JAIL SOUTH CENTRAL	CHARLESTON, WV.
43	WVU JACKSON MILLS CONFERENCE CENTER	WESTON, WV.

# 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: Ecolab Inc., Bruce Kottom

Signed: 

Date: 09/20/2011

Title: Sr. Government Sales Manager

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

Although Ecolab Inc. is not an in-state corporation, Ecolab Inc. employs 218 residents of West Virginia. This number includes our Sales Force as well as a number of employees in our Martinsburg, WV Plant.

RFQ No. LAUNDRY11STATE 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 instrumentality established by a county or municipality; any separate corporation or instrumentality 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: Ecolab Inc., Bruce Kottom, Sr. Government Sales ManagerAuthorized Signature:  Date: September 20, 2011State of MinnesotaCounty of Ramsey, to-wit:Taken, subscribed, and sworn to before me this 20th day of September, 2011.My Commission expires January 31, 2014.**AFFIX SEAL HERE**

NOTARY PUBLIC

Michelle Kruppa