

# Purchase Order



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

PURCHASE ORDER NO.  
 LAUNDRY09A

PAGE  
 1

BLANKET RELEASE  
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CORRECT PURCHASE ORDER NUMBER  
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 QUESTIONS CONCERNING THIS PUR-  
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CHANGE ORDER

SEE REVERSE SIDE FOR  
 TERMS AND CONDITIONS

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

**AGENCY COPY**

\*709030107 800-352-5326  
 ECOLAB INC  
 370 WABASHA STREET  
 ST PAUL MN 55102

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
02/03/2009		NET 30		410231510			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT.NO.	ITEM NUMBER				
0001	09/30/2009	EA	505-33		.00000		
	DETERGENTS, SPECIAL FORMULA (LAUNDRY)						
	BLANKET OPEN-END STATEWIDE CONTRACT						
	THIS BLANKET OPEN-END STATEWIDE CONTRACT IS TO PROVIDE LAUNDRY MATERIALS, DISPENSING EQUIPMENT AND TECHNICAL SERVICES TO ALL WEST VIRGINIA STATE AGENCIES AND POLITICAL SUBDIVISIONS.						
	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 LINE ITEM. PURCHASES UNDER THE \$200.00 LIMIT CAN BE PURCHASED AT A LOCAL SOURCE TO AVOID DELIVERY CHARGES.						
	NOTE: STRINGING ORDERS TO CIRCUMVENT PURCHASING REGULATIONS IS EXPRESSLY PROHIBITED.						
	**** THE FOLLOWING IS INCORPORATED HEREIN BY REFERENCE AND MADE A PART HEREOF:**** REQUEST FOR QUOTATION LAUNDRY09, DATED 07/15/2008 ALL SPECIFICATIONS AND ADDENDA THERETO.						

PURCHASING DIVISION  
 CERTIFIED ENCUMBERED  
 FEB 4 2009  
*Beverly Toler*

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE  *JA 2/3/09*

OPEN END  
 TOTAL

*James Wayfield*  
 APPROVED AS TO FORM BY  
 ASSISTANT ATTORNEY GENERAL

BY *JO ANN ADKINS* 304-558-8802  
 PURCHASING DIVISION AUTHORIZED SIGNATURE

## GENERAL TERMS & CONDITIONS PURCHASE ORDER/CONTRACT

1. **ACCEPTANCE:** Seller shall be bound by this order and its terms and conditions upon receipt of this order.
2. **APPLICABLE LAW:** The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
3. **NON-FUNDING:** All services performed or goods delivered under State Purchase Orders/Contracts are to be continued for the terms of the Purchase Order/Contract, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
4. **COMPLIANCE:** Seller shall comply with all Federal, State and local laws, regulations and ordinances including, but not limited to, the prevailing wage rates of the WV Division of Labor.
5. **MODIFICATIONS:** This writing is the parties final expression of intent. No modification of this order shall be binding unless agreed to in writing by the Buyer.
6. **ASSIGNMENT:** Neither this Order nor any monies due, or to become due hereunder may be assigned by the Seller without the Buyer's consent.
7. **WARRANTY:** The Seller expressly warrants that the goods and/or services covered by this order will: {a} conform to the specifications, drawings, samples or other description furnished or specified by the Buyer; {b} be merchantable and fit for the purpose intended; and/or {c} be free from defect in material and workmanship.
8. **CANCELLATION:** The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
9. **SHIPPING, BILLING & PRICES:** Prices are those stated in this order. No price increase will be accepted without written authority from the Buyer. All goods or services shall be shipped on or before the date specified in this Order.
10. **LATE PAYMENTS:** Payments may only be made after the delivery of goods or services. Interest may be paid on late payments in accordance with the *West Virginia Code*.
11. **TAXES:** The State of West Virginia is exempt from Federal and State taxes and will not pay or reimburse such taxes.
12. **RENEWAL:** Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void, and terminated without further order.
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **WEST VIRGINIA ALCOHOL & DRUG-FREE WORKPLACE ACT:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free work place policy in compliance with the West Virginia and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."



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	DELIVERY DATE	CAT NO	ITEM NUMBER				
	VENDOR'S BID DATED 8/19/2008						
	EXHIBIT 3						
	LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON FEBRUARY 4, 2008 AND EXTENDS THRU SEPTEMBER 30, 2008 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.						
	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.						
	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.						
	CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE						
						TOTAL	

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

APPROVED AS TO FORM BY  
 ASSISTANT ATTORNEY GENERAL

BY \_\_\_\_\_  
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<p>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 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>							
IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE <input type="checkbox"/>							
						TOTAL	

APPROVED AS TO FORM BY  
 ASSISTANT ATTORNEY GENERAL

BY \_\_\_\_\_  
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	BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATI- CALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.  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.  REV. 04/11/2001  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.						

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TOTAL

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BY \_\_\_\_\_  
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**LAUNDRY09 RFQ Pricing Page**

Vendor: Ecolab Inc.

Vendor:

Item #	Product / Description	Equal to Brand	Estimated Loads (100 lbs ea)	Brand Bid	Net Weight	*Usage (ounces)/CW T	Cost per Usage 1/CWT	Pkg Size	Price	Total
1	Built synthetic Detergent, all Purpose	Empire	125,000.00	74278 Empire	55#	6	.239	55#	\$ 35.10	\$ 29,875.00
2	Laundry Detergent, Low Temperature	Impax	75,000.00	74369 Impax	55#	4	.199	55#	\$ 43.88	\$ 14,925.00
3	Low Temperature Detergent	Coloreze	50,000.00	70318 Kin Klor	100#	1	.074	100#	\$ 119.03	\$ 3,700.00
4	High Temperature Detergent	Universal Detergent	60,000.00	74377 Universal Detergent 996	55#	5	.295	55#	\$ 51.94	\$ 17,700.00
5	Bleach, Chlorine, High Temperature	Kinklor	65,000.00	70318 Kin Klor	100#	1	.074	100#	\$ 119.03	\$ 4,810.00
6	Laundry Sour With Bluing	Econo Sour	75,000.00	71209 Econo Sour	100#	1	.054	100#	\$ 87.70	\$ 4,050.00
7	Fabric Softener, Powdered	Tex Special	60,000.00	70086 Tex Special	100#	1	.075	100#	\$ 120.00	\$ 4,500.00
8	Water Conditioner, Powdered	Pennsq Conditioner	125,000.00	71420 Pennsq Cond	55#	1	.066	55#	\$ 49.95	\$ 7,000.00
9	Liquid Laundry Detergent, Low Temperature	Turbo Drive	35,000.00	16194 EC Lt Detergent	465#	1	.169	55 gl.	\$ 1,195.00	\$ 5,915.00
10	Liquid Laundry Alkali - Low temperature	Turbo Power	45,000.00	16197 EC Lt Alkalal	619#	3	.181	55 gl.	\$ 425.00	\$ 8,145.00
11	Liquid Bleach, Low temperature	Liquid Hl-Chlor	35,000.00	16144 ES Destainer	529#	3	.133	55 gl.	\$ 312.67	\$ 4,655.00
12	Liquid Laundry Detergent, High Temperature	Turbo Lifter	70,000.00	76298 Turbo Lifter	472#	1	.169	55 gl.	\$ 1,195.00	\$ 11,830.00
13	Liquid Laundry Alkali, high Temperature	Turbo Charge II	30,000.00	16182 ES Builder C	628#	4	.250	55 gl.	\$ 440.00	\$ 7,500.00
14	Liquid Sour	Turboizer	30,000.00	16158 ES Sour	561#	5	.031	55 gl.	\$ 450.17	\$ 930.00
15	Fabric Softener	Lemon Soft	75,000.00	76289 Turbo Fresh	451#	5	.034	55 gl.	\$ 484.00	\$ 2,550.00
16	Concentrated Solid Detergent	Solid Surge Plus	75,000.00	13102 Solid Surge Plus	36#	1	.275	4/9#	\$ 158.87	\$ 20,625.00
17	Concentrated Solid De-Stainer	Solid Stain-A-Way and Eco- Star Destainer	25,000.00	17103 Solid Stainaway	8#	5	.230	2/4#	\$ 58.99	\$ 5,750.00
18	Solid Fabric Softener	Solid Soft Plus NF	25,000.00	16001 Solid Navisoft	12#	25	.118	2/6#	\$ 90.87	\$ 2,950.00
19	Laundry Detergent, Heavy Duty	Solid Super Star	5,000.00	16013 Solid Super Star	16#	5	.157	4/4#	\$ 80.88	\$ 785.00
20	Laundry Detergent, Heavy Duty	Formula 1 (INST)	45,000.00	14958 Formula 1 (INST)	32#	2	.562	4/8#	\$ 141.50	\$ 24,840.00
21	Residential size	Tide (or equal)	1,000.00	NO BID						\$ -
22	Residential size	fabric Softener Dryer Sheets, Residential size	1,000.00	NO BID						\$ -
23	Residential size	Liquid Fabric Softener Finished Product, Residential size	1,000.00	NO BID						\$ -

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

Vendor Name: Ecolab Inc.

Phone# 800-352-5326 x4310

Address: 370 N. Wabasha St. - Government Sales

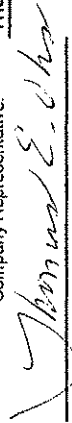
Fax# 651-293-2682

St. Paul, MN 55102

E-Mail: bid.sales@ecolab.com

Company Representative: Thomas E. Ohs

Signature: \_\_\_\_\_





## EMPIRE

1. Powdered laundry detergent for use in laundering cotton, cotton/polyester blends and 100% polyester fabrics.
2. Meets the following specifications:

Nonionic Detergent.....	7.5-10.5%
Total Alkalinity as Na <sub>2</sub> O.....	51.0-55.0%
Optical Brightener.....	Yes
Silicate as (SiO <sub>2</sub> ).....	10.0-15.0%
Phosphorus.....	None
Effective Temperature Range.....	120° - 160°F
Appearance.....	Light green to brown powder

The recommended use dilution ratio is 6 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## **IMPAX**

1. Laundry detergent alkaline built for use in laundering of cotton and cotton/polyester blends.
2. Meets the following specifications:

Active Alkalinity as Na <sub>2</sub> O.....	36.0%
Total Alkalinity as Na <sub>2</sub> O.....	46.0%
pH 1%).....	12.4
SiO <sub>2</sub> .....	60%
Sodium Carboxymethylcellulose.....	0.5-.65%
Optical Brighteners.....	Present
Total Surfactants Content.....	15%
Appearance.....	Light yellow green to brown powder

The recommended use dilution ratio is 4 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## **KIN-KLOR**

1. Powdered organic bleach for use in laundering all washable fabrics.
2. Meets the following specifications:

Available Chlorine.....	6.9-8.9%
Solubility in Water.....	Complete
Neutral Inorganic Salts.....	75-80%
pH (1%).....	9.77
Phosphates.....	None
Appearance.....	White granular powder
Odor.....	Chlorine odor

The recommend use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.

## 996 UNIVERSAL DETERGENT

1. A multi-purpose detergent, safe for all fabrics. Effective for all soil classifications and brightens colors.
2. Provides effective soil removal under all water conditions.
3. Effective wetting agent system for fast penetration and removal of greasy and oily soils.
4. Contains an optical brightening system to provide maximum brightening on both synthetic and natural fibers.
5. Contains effective antiredeposition agents.
6. Performs satisfactorily at the normal "safe" temperatures (120° - 160° F).
7. Free rinsing in normal use application.
8. Meets the following specifications:

pH (0.1%).....	11.3-11.9
Phosphates as P <sub>2</sub> O <sub>5</sub> .....	Less than 7.8%
Carbonates as CO <sub>2</sub> .....	20-50%
Silicates as SiO <sub>2</sub> .....	5-20%
Wetting Agents.....	Present
Optical Brighteners.....	Present
Anti-Redeposition Agents.....	Present
Biodegradable.....	Yes
Physical Appearance.....	White to off-white, pale yellow powder
9. The recommended use dilution ratio is 5 ounces per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## **ECONO-SOUR**

1. Dry laundry sour use in laundering cotton and polyester/cotton blend fabrics.
2. Neutralizing - 10 grams of sour neutralizes a minimum of 8.25 grams of sodium hydroxide to pH 8.0.
3. Meets the following specifications:

Screen Analysis.....	100% through U.S. #40
Appearance.....	Medium blue powder
pH (1%).....	3.5

The recommended use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## TEX SPECIAL

1. Tex Special is a powdered fabric softener.
2. Meets the following specifications:

Cationic Type.....	18.0% minimum
Chlorides.....	None
pH (1%).....	10.3
Appearance.....	White powder
Odor.....	Mild soapy odor

The recommended use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## **PENNSEQ**

1. Water conditioning agent for use in laundering all washable fabrics.
2. Meets the following specifications:

Total Alkalinity as Na <sub>2</sub> O.....	22.4% typical
Active Alkalinity as Na <sub>2</sub> O.....	7.4% typical
PH (1%).....	10.3
Phosphorus Content.....	50% minimum
Shelf Life.....	2 years
Appearance.....	White powder

The recommended use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## ECO-CARE LT DETERGENT

1. A highly concentrated, nonionic surfactant detergent system with optical brighteners, formulated for low temperature use in healthcare environments.
2. Meets the following specifications:

Nonionic surfactant-active.....	20-50%
Enzyme blend.....	Present
pH (100%).....	8.0
Specific Gravity @ 68°F. ....	1.015
Freeze/Thaw.....	Stable, no separation after thawing
Optical Brighteners.....	Present
Biodegradable.....	Yes
Shelf Life.....	Indefinite
3. The recommended use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## ECO-CARE LT ALKALI

1. A heavy duty liquid laundry alkali for use in low temperature laundry applications.
2. Meets the following specifications:

Specific Gravity.....	1.35
Appearance.....	Clear colorless liquid
Total Alkalinity.....	22+/-1%
Active Alkalinity.....	22+/-1%
pH 100%.....	12.5
Viscosity @70°F.....	48-52CPS
Freezing Point.....	Resistant to freezing
Polymeric Water Conditioners.....	Yes
Shelf Life.....	2 years

The recommended use dilution ratio is 3 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## ECO-STAR DESTAINER

1. Highly concentrated Chlorine bleach.
2. Works in all water temperatures but performance is best above 120°F.
3. Meets the following specifications:

Chlorine (by weight).....	8.4-10.0%
Specific Gravity @ 68°F. ....	1.154
Freezing Point.....	Liquid @ 0°F
Alkalinity (as Na <sub>2</sub> O).....	0.2-0.7%
Product Appearance.....	Clear, light yellow
Free of insoluble material	
Phosphorus.....	None
Shelf Life.....	75-90 days
4. The recommended use dilution ratio is 3 oz. per 100 pound heavy soil laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## TURBOLIFTER

1. A highly concentrated, nonionic surfactant detergent system with optical brighteners.
2. Meets the following specifications:

Nonionic surfactant-active.....	70-90%
Solvent.....	15-25%
pH (100%).....	8
Specific Gravity @ 68°F. ....	1.03
Viscosity, Brookfield-Spindle #2	
50 RPM @ 77°F.....	150-350cps
Cloud Point at a 1% solution.....	143°F-153°F
Haze Point.....	40°F
Freeze/Thaw.....	Stable, no separation after thawing
Chlorine Stable Optical Brighteners.....	Present
Biodegradable.....	Yes
Shelf Life.....	Indefinite
3. The recommended use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## ECO-STAR BUILDER C

1. A heavy duty liquid laundry alkali suitable for use in laundry applications.
2. Specifications:

Specific Gravity.....	1.370
Appearance.....	Clear to slightly hazy amber liquid
Total Alkalinity.....	.22+/-1%
Active Alkalinity.....	.22+/-1%
pH 100%.....	13.0-14.0
Viscosity @70°F.....	48-52CPS
Freezing Point.....	Resistant to freezing
Polymeric Water Conditioners.....	Yes
Shelf Life.....	2 years

The recommended use dilution ratio is 4 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.

## ECO-STAR SOUR

1. ECO-STAR SOUR, a highly concentrated acid, non-corrosive. Use as a sour or neutralizing agent in the final rinse.
2. Specifications:  

Active Acidity.....	1 gram neutralizes 0.46 grams NaOH
pH of 100%.....	1.0-1.5
Appearance.....	Clear, Colorless Liquid
Phosphate as P.....	15.8-19.8%
Specific Gravity @ 68°.F.....	1.225
Shelf Life.....	Indefinite
Freeze/Thaw Cycling.....	Stable
3. The recommended use dilution ratio is .5 oz. per 100 pound heavy soil laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## TURBO FRESH

1. Liquid laundry fabric softener for use in laundry applications employed in laundering of cotton and polyester/cotton blend fabrics.
2. Furnished in one type and one grade.
3. Uniform, low viscosity, liquid form.
4. Meets the following specifications:

Specific Gravity.....	1.01
pH (100%).....	5 – 8
Appearance.....	Green, opaque liquid
Odor.....	April fresh
Phosphate as P2O5.....	None
Solubility in water.....	Complete

The recommended use dilution ratio is .5 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## SOLID SURGE PLUS

1. Heavy duty concentrated solid detergent packaged in 4/9# capsules per case. Solid Surge Plus contains alkali, wetting agents, water and soil conditioners, optical brighteners and anti-redeposition agents.
2. Meets the following specifications:

pH (1%).....	12.2
Active Alkalinity as Na <sub>2</sub> O.....	35-40%
Phosphates, as phosphorus.....	2.8%
Nonylphenol ethoxylate.....	15.8%
Sodium Hydroxide (caustic soda).....	49.8%
Active Surfactants.....	Yes
Optical Brighteners.....	Yes
Soil Anti-Redeposition Agents.....	Yes
Biodegradable.....	Yes
Water Hardness Tolerance.....	Up to 10 gpg
Appearance.....	Yellow to yellow green solid
Odor.....	Ammonia
Titration Factor.....	10 drops = .10%

The recommended use dilution ratio is 1 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## SOLID STAIN-A-WAY

1. Super concentrated laundry bleach, destainer, containing a wetting agent and water conditioners.
2. Maintains its bleaching power throughout the whole capsule.
3. Meets the following specifications:  

Sodium dichloroisocyanurate dihydrate.....	90%
Appearance.....	White, solid
Odor.....	Chlorine
Solubility in water.....	Complete
4. The recommended use dilution ratio is .5 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## SOLID NAVISOFT

1. Concentrated solid fabric softener and neutralizing agent containing organic acids and quaternary ammonium compounds. Safe on all fabrics.
2. Meets the following specifications:

Quaternary Ammonium Chlorides.....	12%
Phosphates, as Phosphorus.....	None
pH 1%.....	2.5
Biodegradable.....	Yes
Sodium Bisulfate.....	5%
Optical Brighteners.....	No
Antistatic Agents.....	Yes
Appearance.....	Solid, White/tan
Odor.....	Acidic odor
Solubility in water.....	Complete
3. Do not use in porcelain drum machines.
4. The recommended use dilution ratio is .25 oz. per 100 lb. laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## SOLID SUPER STAR

1. A low alkaline solid laundry detergent designed for use in home-type washers.
2. Designed for use in an automatic dispensing system.
3. Safe for use on aluminum or porcelain components commonly found in home-type washers.
4. Available as either a phosphate formula or non-Phosphate where required by law.
5. Meets the following specifications:

Active Alkalinity as Na <sub>2</sub> O.....	2.5-4.5%
Nonionic Surfactant.....	30.0-38.0%
Silicates as SiO <sub>2</sub> .....	5.5-8.5%
pH (1%).....	10.7-11.7

The recommended use dilution ratio is .5 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.



## 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 Na <sub>2</sub> O.....	20-25%
Active Surfactants.....	Yes
Optical Brighteners.....	Yes
Soil Anti-Redeposition Agents.....	Yes
Biodegradable.....	Yes
Appearance.....	Tan (light)
Fragrance.....	Floral

The recommended use dilution ratio is 2 oz. per 100 pound laundry load. Use dilution ratios may vary depending on soil load and local water conditions.

LAUNDRY TECHNICIANS

SALES REP NUMBER: 57221  
 SALES REP NAME : CAPEHART RON  
 POSITION STATUS : CM CUSTOMER CARE MGR  
 ADDRESS LINE 1 : PO BOX 8072  
 ADDRESS LINE 2 :  
 ADDRESS LINE 3 :  
 CITY NAME : HUNTINGTON  
 STATE CODE : WV  
 ZIP CODE : 25705

SUPERVISOR NAME : BECK KENT M  
 SPECIAL STATUS :  
 TEMP SALES REP :

DAY PHONE : ( ) - EX  
 NIGHT/WKEND PH : ( 304 ) 736 - 5085 EX

SALES REP NUMBER: 28578  
 SALES REP NAME : COLEMAN RICHARD  
 POSITION STATUS : R TERRITORY MANAGER  
 ADDRESS LINE 1 : 1021 W VIRGINIA AVE  
 ADDRESS LINE 2 :  
 ADDRESS LINE 3 :  
 CITY NAME : DUNBAR  
 STATE CODE : WV  
 ZIP CODE : 25064

SUPERVISOR NAME : HAYES RONALD  
 SPECIAL STATUS :  
 TEMP SALES REP :

DAY PHONE : ( 301 ) 528 - 1250 EX FSC  
 NIGHT/WKEND PH : ( 304 ) 768 - 2146 EX HOME

SALES REP NUMBER: 24911  
 SALES REP NAME : KIRK MARCUS  
 POSITION STATUS : R TERRITORY MANAGER  
 ADDRESS LINE 1 : 1515 MT HOREB RD  
 ADDRESS LINE 2 :  
 ADDRESS LINE 3 :  
 CITY NAME : PRINCETON  
 STATE CODE : WV  
 ZIP CODE : 24740

SUPERVISOR NAME : HAYES RONALD  
 SPECIAL STATUS :  
 TEMP SALES REP :

DAY PHONE : ( 301 ) 528 - 1250 EX FSC.  
 NIGHT/WKEND PH : ( 304 ) 425 - 7541 EX M

SALES REP NUMBER: 12387  
SALES REP NAME : LYONS RANDALL  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : 108 ELIZABETH WAY  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : SOUTH POINT  
STATE CODE : OH  
ZIP CODE : 45680

SUPERVISOR NAME : HAYES RONALD  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( 301 ) 528 - 1250 EX FSC.  
NIGHT/WKEND PH : ( 740 ) 377 - 4614 EX HOME

SALES REP NUMBER: 13784  
SALES REP NAME : MYERS WILLIAM E  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : 4547 MORGANTOWN ROAD  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : LAKE LYNN  
STATE CODE : PA  
ZIP CODE : 15451

SUPERVISOR NAME : HAYES RONALD  
SPECIAL STATUS : UN UNREACHABLE  
TEMP SALES REP : 30219 EDDY KENNETH

DAY PHONE : ( 301 ) 528 - 1250 EX FSC.  
NIGHT/WKEND PH : ( 724 ) 725 - 9660 EX HOME

SALES REP NUMBER: 17089  
SALES REP NAME : OXLEY GREGORY  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : 805 GEORGE STREET  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : BELPRE  
STATE CODE : OH  
ZIP CODE : 45714

SUPERVISOR NAME : HAYES RONALD  
SPECIAL STATUS : UN UNREACHABLE  
TEMP SALES REP : 11719 JAMES JOHN

DAY PHONE : ( 301 ) 528 - 1250 EX FSC  
NIGHT/WKEND PH : ( 740 ) 401 - 0697 EX HOME

SALES REP NUMBER: 16281  
SALES REP NAME : PRUITT JAMES (SKIP)  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : HC37 BX80 EE OAK DR  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : FRANKFORD  
STATE CODE : WV  
ZIP CODE : 24938

SUPERVISOR NAME : SWANEY MICHAEL  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( 301 ) 528 - 1250 EX FSC  
NIGHT/WKEND PH : ( 304 ) - 497 - 2969 EX HOME

SALES REP NUMBER: 29297  
SALES REP NAME : RAINEY DAVID  
POSITION STATUS : E ROUTE MANAGER  
ADDRESS LINE 1 : 505 HOOGE STREET  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : MARTINSBURG  
STATE CODE : WV  
ZIP CODE : 25401

SUPERVISOR NAME : DUERR BREESE  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( 240 ) 629 - 9412 EX FSC  
NIGHT/WKEND PH : ( 304 ) 260 - 0955 EX HOME

SALES REP NUMBER: 28344  
SALES REP NAME : ROESCH WALTER  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : 64 CANIFORD WAY  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : FALLING WATERS  
STATE CODE : WV  
ZIP CODE : 25419

SUPERVISOR NAME : KIGHT RUSSELL A  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( ) - EX  
NIGHT/WKEND PH : ( ) - EX

SALES REP NUMBER: 18704  
SALES REP NAME : SCHOOS MARK A  
POSITION STATUS : CM CUSTOMER CARE MGR  
ADDRESS LINE 1 : 325 ACKLEY CREEK RD  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : WEST FINLEY  
STATE CODE : PA  
ZIP CODE : 15377

SUPERVISOR NAME : KRISHER JASON  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( 412 ) 258 - 1900 EX FSC  
NIGHT/WKEND PH : ( 724 ) 428 - 3916 EX OME

SALES REP NUMBER: 23049  
SALES REP NAME : WELSH RONALD  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : 75 GABLE PLACE  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : BRIDGEPORT  
STATE CODE : WV  
ZIP CODE : 26330

SUPERVISOR NAME : HAYES RONALD  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( 301 ) 528 - 1250 EX FSC.  
NIGHT/WKEND PH : ( 304 ) 842 - 9665 EX HOME

SALES REP NUMBER: 02235  
SALES REP NAME : WHITE MICHAEL  
POSITION STATUS : R TERRITORY MANAGER  
ADDRESS LINE 1 : 316 NORTHVIEW RD  
ADDRESS LINE 2 :  
ADDRESS LINE 3 :  
CITY NAME : PRINCETON  
STATE CODE : WV  
ZIP CODE : 24740

SUPERVISOR NAME : HAYES RONALD  
SPECIAL STATUS :  
TEMP SALES REP :

DAY PHONE : ( 301 ) 528 - 1250 EX FSC  
NIGHT/WKEND PH : ( 304 ) 425 - 3242 EX HOME



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

# Purchase Order

PURCHASE ORDER NO.  
 LAUNDRY09A

PAGE  
 \_\_\_\_\_

BLANKET RELEASE  
 00

CORRECT PURCHASE ORDER NUMBER  
 MUST APPEAR ON ALL PACKAGES,  
 INVOICES, AND SHIPPING PAPERS.  
 QUESTIONS CONCERNING THIS PUR-  
 CHASE ORDER SHOULD BE DIRECTED  
 TO THE BUYER AS NOTED BELOW.

CHANGE ORDER  
 \_\_\_\_\_

SEE REVERSE SIDE FOR  
 TERMS AND CONDITIONS

INVOICE TO

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

VENDOR

709030107      800-352-5326  
 ECOLAB INC  
 370 WABASHA STREET  
 ST PAUL MN 55102

SHIP TO

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

DATE PRINTED		TERMS OF SALE		FEIN/SSN		FUND	
02/03/2009		NET 30		410231510			
SHIP VIA		F.O.B.		FREIGHT TERMS		ACCOUNT NUMBER	
BEST WAY		DESTINATION		PREPAID		MUL-MUL	
LINE	QUANTITY	UOP	VENDOR ITEM NO.		UNIT PRICE	AMOUNT	
	DELIVERY DATE	CAT NO.	ITEM NUMBER				
RECEIPT TICKET FOR PURCHASE ORDER: LAUNDRY09A							
LINE	CATNO	ITEM NUMBER	DESCRIPTION		QTY	DATE	
0001		505-3B	DETERGENTS, SPECIAL FORMULA (LAUNDR		_____	_____	
SIGNATURE _____					DATE _____		
							TOTAL

IF APPROVAL AS TO FORM IS REQUIRED BY ATTORNEY GENERAL, CHECK HERE

APPROVED AS TO FORM BY  
 ASSISTANT ATTORNEY GENERAL

BY \_\_\_\_\_  
 PURCHASING DIVISION AUTHORIZED SIGNATURE