

BID 13M12
HAND SOAP, HAND SANITIZER AND DISPENSER UNITS

FACT SHEET

A. **Overview:** This recommendation is to establish a contract for the installation of hand soap and hand sanitizer dispensers and the purchase of hand soap and hand sanitizer refills for Frederick County Public Schools (FCPS). Bids were opened on April 23, 2013.

1. **Bid Participation:**

122 companies notified
14 companies submitted a bid
6 companies submitted a "no bid"

2. **Bids were received from:**

Acme Paper & Supply Co., Inc. (Savage, MD)
Calico Industries, Inc. (Annapolis Junction, MD)
Cyan Holdings, Inc. d/b/a Eco Trade Source (Gaithersburg, MD)
Daycon Products Co., Inc. (Upper Marlboro, MD)
FPC Distribution (Elkridge, MD)
* Fitch Dustdown Co. (Baltimore, MD)
Guernsey Office Products (Dulles, VA)
Prospectus Enterprises, Inc. (Laurel, MD)
QUPACO d/b/a Quaker City Paper Co. (York, PA)
S Freedman & Sons (Landover, MD)
Superior Supply Ltd. (Baltimore, MD)
* Viking Chemicals, Inc. (Baltimore, MD)
WB Mason Co., Inc. (Woburn, MA)
Weiss Brothers of Hagerstown, Inc. (Hagerstown, MD)

* Indicates Minority Business Enterprise

3. **Other Facts:**

- This contract will be effective from July 1, 2013 through June 30, 2019, with one additional five-year renewal option remaining.
- Pricing is to be held firm through June 30, 2014.
- Orders will be placed, as needed, to stock the warehouse, throughout the contract period with no purchase guarantee of any specific quantity or total dollar amount. The dispensing units for both hand soap and hand sanitizer will be provided by the vendor at no cost to FCPS.
- The vendor is responsible for the installation of dispensing units in bulk quantities. FCPS does keep a small supply of dispensers on hand for occasional dispenser unit replacement.
- The foam hand soap to be used in the dispensers will be Green-Seal certified.
- The apparent low bidder for foam hand soap, FPC Distribution, at \$3.85 per refill cartridge, is not recommended for award. During the bid evaluation, it was determined that the anticipated savings over the contract term would be less than the cost to remove the current dispensing units.
- The apparent low bidders for hand sanitizer, FPC Distribution, at \$5.60 per refill cartridge, and Fitch Dustdown Co., at \$5.61 per refill cartridge, are not recommended for award. During the bid evaluation, it was determined that the anticipated savings over the contract term would be less than the cost to remove the current dispensing units.
- This contract will be administered by Kathy Mentzer, Manager of Custodial Services, or her designee.

B. **Source of Funding:** FY13 Approved Operating and contingent upon FY14, FY15, FY16, FY17, FY18, and FY19 Operating Budget Board approvals.

C. **Recommendation:** The Facilities and Finance Committee recommends that the award of Bid 13M12, Hand Soap, Hand Sanitizer and Dispenser Units, to Acme Paper & Supply Co., Inc, of Savage, MD, and Daycon Products Co., Inc., of Upper Marlboro, MD, at the unit prices indicated on the attached Bid Tabulation, in an unspecified dollar amount.

D. **Action taken by the Board (Purchasing use only):**

BM/kap Approved _____ Denied _____ Deferred _____ Other _____ BM/kp
05.23.13 Date _____ Date _____ Date _____ Date BOE Mtg.: 05.22.13

BID 13M12
HAND SOAP, HAND SANITIZER, AND DISPENSING UNITS
BID TABULATION

		ACME PAPER & SUPPLY CO., INC.							ACME PAPER & SUPPLY CO., INC.					CALICO INDUSTRIES, INC.				
		PREFERRED							ALTERNATE									
ITEM #	DESCRIPTION	EST QTY	UOM	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH
1	HAND SOAP REFILLS	8,000	CASE	BETCO 78129	6-12	\$ 33.00	(Est. Qty 1,100) \$38,500.00	.6ML	KUTOL 69041	6/1L	\$ 33.00	(Est. Qty 1,100) \$36,300.00	0.4	RUBBERMAID 348672	3	\$ 22.14	\$ 177,120.00	3250 Per Refill *
2	HAND SOAP DISPENSER	6,000	EACH	BETCO 91821	12/CS	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		SAME	KUTOL 9941	6/CS	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		0.4	RUBBERMAID *3486591/3486591/3486595*	1	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		*
3	HAND SANITIZER REFILL	575*	CASE	BETCO 77829	6-12	\$ 36.44	20,953.00	.6ML	KUTOL 68241	6/1L	\$ 44.00	\$ 25,300.00	0.4	RUBBERMAID 3486579	3	\$ 38.44	\$ 22,103.00	3250 Per Refill *
4	HAND SANITIZER DISPENSER	4,000	EACH	BETCO 91821	12/CS	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		SAME	KUTOL 9941	6/CS	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		0.4	RUBBERMAID *3486591/3486594/3486595*	EACH	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		*

* Case quantities are per year

		CYAN HOLDINGS, INC.							DAYCON PRODUCTS CO., INC.					FPC DISTRIBUTION				
		PREFERRED							ALTERNATE					PREFERRED				
ITEM #	DESCRIPTION	EST QTY	UOM	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH
1	HAND SOAP REFILLS	8,000*	CASE	CLEANWELL FOAM HAND SOAP 1-LITER CARTRIDGE	CASE 6-LITERS	\$ 78.00	\$ 624,000.00		DEB/SBS #57530 AEROROSE FREE	8-1 LITER	\$4.71625 \$37.73/CS	\$ 301,840.00	.7ML	AFFLINK 1485-60	6/1000ML	\$ 3.85	\$23.08 CS	.65 ML
2	HAND SOAP DISPENSER	6,000	EACH	CLEANWELL FOAM HAND SOAP DISPENSER	EACH	\$ 13.00	\$ 78,000.00		DEB/SBS PROLINE 1 LITER W/FPCS LOGO	24/CS	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER					SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		
3	HAND SANITIZER REFILL	575*	CASE	CLEANWELL HAND SANITIZER 1-LITER CARTRIDGE	CASE 4-LITERS	\$ 52.00	\$ 29,900.00		N/B					AFFLINK 1484-60 ALCOHOL FREE FOAM SANITIZER	6/1000ML	\$ 5.60	\$33.57 CS	.65 ML
4	HAND SANITIZER DISPENSER	4,000	EACH	CLEANWELL HAND SANITIZER DISPENSER	EACH	\$ 13.00	\$ 52,000.00		N/B		SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER					SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		

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N/B - NO BID

		FPC DISTRIBUTION							FITCH DUSTDOWN CO.					FITCH DUSTDOWN CO.				
		ALTERNATE							PREFERRED					ALTERNATE				
ITEM #	DESCRIPTION	EST QTY	UOM	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH
1	HAND SOAP REFILLS	8,000*	CASE	FLEX SOAP LTN 1300	3 EA @ 1300 ML	\$ 7.38	\$22.14 CS	.65 ML	GOJO CLEAR ADX 12 8811-03	3	\$ 18.90	\$ 151,200.00	\$0.0035	DEBS AERO ROSE FREE 57530	8	\$ 41.51	\$ 322,080.00	\$0.0036
2	HAND SOAP DISPENSER	6,000	EACH			SEE SPECIFICATIONS #2. HAND SOAP DISPENSER			GOJO GRY/WHT ADX 8884-06	6	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER			DEBS FCPS LOGO 95899	15	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		
3	HAND SANITIZER REFILL	575*	CASE	FLEX HAND SAN FM ACL-FREE PLUS 1300	3 EA @ 1300 ML	\$ 12.80	\$38.40 CS	.65 ML	PURELL SF 607 ADX 8802-03	3	\$ 22.05	\$ 12,678.75	\$0.0041	DEBS INSTANT FOAM FREE NON ALCOHOL 55857	6	\$ 33.63	\$ 19,337.25	\$0.0039
4	HAND SANITIZER DISPENSER	4,000	EACH			SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER			PURELL SF 607 ADX 8802-03	6	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER			DEBS 91527	15	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		

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HAND SOAP, HAND SANITIZER, AND DISPENSING UNITS
BID TABULATION

GUERNSEY OFFICE PRODUCTS									PROSPECTUS ENTERPRISES INC.					QUPACO				
ITE M #	DESCRIPTION	EST QTY	UOM	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH
1	HAND SOAP REFILLS	8,000*	CASE	STUKO #34966 1000ML	4/CS	\$ 23.60	\$ 188,800.00	.4 PER PUSH	GOJO MILD FOAM CLEAR, NO. GOJ8811-03, CARTON	3	\$ 44.00	\$ 352,000.00	1,700 PER REFILL	8811-03 GOJO ADX 1.25L	3/CS	\$ 19.45	\$ 155,600.00	0.0036
2	HAND SOAP DISPENSER	6,000	EACH	STUKO #34921	6/CS	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER			DISP. GOJO ADX-12 GRAY, NO. GOJ8884-06, CARTON	1	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		1,700 PER REFILL	8884-06 GOJO ADX GRAY-WHITE	6/PK	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		
3	HAND SANITIZER REFILL	575*	CASE					N/B	PURELL SF607 SANITIZING FOAM NO. GOJ8802-03, CARTON	3	\$ 48.02	\$ 27,611.50	1,000 PER REFILL	8802-03 PURELL 1200ML	3/CS	\$ 22.70	\$ 13,052.50	0.0044
4	HAND SANITIZER DISPENSER	4,000	EACH			SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		N/B	PURELL ADX-12 DISPENSER WHITE GOJ8820-06, CARTON OR GOJ5120-06	6	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		1,000 PER REFILL	8820-06 PURELL ADX.12 WHITE	6/PK	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		

* Case quantities are per year

S FREEDMAN & SONS PREFERRED									S FREEDMAN & SONS ALTERNATE					SUPERIOR SUPPLY LTD.				
ITE M #	DESCRIPTION	EST QTY	UOM	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH
1	HAND SOAP REFILLS	8,000*	CASE	GOJO 8811-03 1250ML	3	\$ 6.59	\$ 158,160.00	.7ML	RUBBERMAID FLEX 3486572	3	\$ 7.37	\$ 176.88	4ML	DEB 57530	8-1 LTR*	\$ 39.14/CS	\$ 313,120.00	0.003
2	HAND SOAP DISPENSER	6,000	EACH	GOJO ADX-12	6	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER			RUBERMAID FLEX DISP 3486591	10	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		N/A	FCPS LOGO DEB 95999 KIDS WASH DEB WYHILDS	1 EACH	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		
3	HAND SANITIZER REFILL	575*	CASE	PURELL 8802-03 SF607	3	\$ 7.69	\$ 13,265.25	.7ML	RUBERMAID FLEX HAND SAN 3486579	3	\$ 12.79	\$ 22,062.75	4ML	DEB-55857	6-1 LTR*	\$ 36.40/CS	\$ 20,930.00	0.0004
4	HAND SANITIZER DISPENSER	4,000	EACH	PURELL GOJO ADX-12		SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER			RUBBERMAID FLEX DISP 3486591	10	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		N/A	DEB-91527	1 EACH	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		

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VIKING CHEMICALS INC.									WB MASON CO., INC.					WEISS BROTHERS				
ITE M #	DESCRIPTION	EST QTY	UOM	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH	MFG BRAND, PART NUMBER, PACKAGING	QNTY. PER CASE	UNIT PRICE	TOTAL PRICE	AMOUNT PER PUSH
1	HAND SOAP REFILLS	8,000*	CASE	KUTOL @69041 6/1000ML	6	\$ 29.95	\$ 239,600.00	0.002935	GOJ881103 CLEAR ADX 3/1.25L	3	\$ 19.00	\$ 152,000.00	.9ML	GOJO 8811-03	3	\$ 6.32	\$ 18.95	0.003538
2	HAND SOAP DISPENSER	6,000	EACH	KUTOL @9942 BLACK OR KUTOL #9941 GRAY		\$5.00	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		GOJ888406GRY/WHT ADX12	6	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		.9ML	GOJO 8884-06	6	SEE SPECIFICATIONS #2. HAND SOAP DISPENSER		
3	HAND SANITIZER REFILL	575*	CASE	KUTOL #682411 6/1000ML	6	\$ 39.95	\$ 22,971.25	0.0039166	GOJ880203 SF607 PURELL 3/1.25L	3	\$ 22.00	\$ 12,650.00	1.2ML	GOJO 8802-03	3	\$ 7.37	\$ 22.11	0.004299
4	HAND SANITIZER DISPENSER	4,000	EACH	KUTOL #9942 BLACK OR KUTOL #9941 GRAY		\$5.00	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		GOJ882006 WHITE PURELL ADX12	6	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		1.2ML	GOJO 8820-06	6	SEE SPECIFICATIONS #4. HAND SANITIZER DISPENSER		

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