

Admin Minnesota

Office of State Procurement

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Persons with a hearing or speech disability can contact us through the Minnesota Relay Service by dialing 711 or 1.800.627.3529.

CONTRACT RELEASE: C-983(5)

DATE: JUNE 8, 2022

PRODUCT/SERVICE: Cleaning Compounds and Detergents for Dishwashing and Laundry Machines

CONTRACT PERIOD: July 8, 2019 through June 30, 2023

EXTENSION OPTIONS: Up to 12 months

ACQUISITION MANAGEMENT SPECIALIST/BUYER (AMS): Erin Snaza

PHONE: 651.201.3123

E-MAIL: erin.snaza@state.mn.us

WEB SITE: www.mmd.admin.state.mn.us

CONTRACT VENDOR

Ecolab
Ben Zuniga, Bid Contracts Manager I
1 Ecolab Place, EGH7
St. Paul, MN, 55102
USA

CONTRACT NO.

161008

TERMS

Net 30

DELIVERY

4-5 business days ARO

VENDOR NO: 0000192928

POINT OF CONTACT NAME: Ben Zuniga, Bid Contracts Manager I

OFFICE: 952.852.2409 | **FAX:** 651.306.5429 | **EMAIL:** Benjamin.zuniga@ecolab.com

PLACING ORDERS: Customer Service Team

OFFICE: 800.352.5326 | **FAX:** 651.225.3098 | **EMAIL:** institutionalorders@ecolab.com

TRAINING AND SERVICES CONTACT INFORMATION.

Contact for Ben Zuniga or the sales email for dishwashing or laundry machine product training or services.

EMAIL: gov.sales@ecolab.com | **WEBSITE:** www.ecolab.com | **HOURS OF OPERATION:** 8:00am – 5:00pm

PRICE SCHEDULE. Click [here](#) to go to Price Schedule.

AUTHORIZED DISTRIBUTORS. Click [here](#) to view a list of authorized distributors. Authorized distributors may accept orders, deliver, bill, and accept payment on behalf of Ecolab and are contractually obligated to extend current state pricing to customers under this contract.

CONTRACT USERS. This Contract is available to the following entities as indicated by the checked boxes below:

- ☒ State agencies
- ☒ Cooperative Purchasing Venture (CPV) members

STATE AGENCY CONTRACT USE. This Contract must be used by State Agencies unless a specific exception is granted in writing by the AMS/Buyer listed above.

STATE AGENCY ORDERING INSTRUCTIONS. Orders are to be placed directly with the Contract Vendor. State agencies should use a Contract release order (CRO) or a blanket purchase order (BPC). The person ordering should include his or her name and phone number. Orders may be submitted via fax.

CONTRACT FEEDBACK. If these commodities or service can be better structured to help you with your business needs, let us know. We solicit your comments and suggestions to improve all of our contracts so that they may better serve your business needs. If you have a need for which no contract currently exists, or you would like to be able to use an existing state contract that is not available to your entity, whether a state agency or CPV, please contact us. If you have specific comments or suggestions about an individual contract you can submit those via the [Contract Feedback Form](#).

SPECIAL TERMS AND CONDITIONS

SCOPE. To provide cleaning compounds and detergents for dishwashers and laundry machines, and to provide in-service training and consulting of product use on an "as needed" basis.

1. **DISHWASHING.** The contract vendor provides detergent and cleaning compound for dishwashing for one or more of the following groups per Section III: Specifications – Dishwashing:
 - a. Group I. Machine detergent.
 - b. Group II. Manual detergent.
 - c. Group III. Rinse additives.
 - d. Group IV. Special food service cleaners.
 - i. Scale/lime/iron removal
 - ii. Freezer cleaner
 - iii. De-stainer
 - iv. Conveyor detergent lubricant
2. **LAUNDRY.** The contract vendor provides detergent and cleaning compound for laundry machines for one or more of the following groups per Section IV: Specifications – Laundry:
 - a. Group I. Home type washers.
 - b. Group II. Institutional washers.

This contract does not include the following products: kitchen floor cleaners; kitchen countertops, sink, and appliance cleaners; kitchen oven and grill cleaners; kitchen garbage storage area sanitizers; or hand soap. See Contract Release C-252(5), Cleaning products and agents for those products.

PRICES. Prices are firm through the initial period of the contract. After that period, prices may increase once a year. Price increases are not effective until they are approved by the AMS. **NOTE:** At no time should the ordering entity pay more than the Contract price. Agencies must contact the AMS immediately and fill out a [Vendor Performance Report](#) if there is a discrepancy between the price on the invoice and the Contract price.

FREIGHT. Orders shall be shipped FOB Destination, Prepaid and Allowed. Freight costs shall be included in the unit price.

NO MINIMUM ORDER. Minimum orders per delivery will not be allowed under this contract.

PURCHASING CARDS. Contract Vendors will accept a purchasing card for order placement in addition to accepting a purchase order, without passing the processing fees for the purchasing card back to the State. The State's single purchase limit is \$5,000 on the purchasing card.

ADDITIONAL PRODUCTS OR CHANGE IN CONTRACT PRODUCTS. The State reserves the right to add or delete products or to competitively bid additional products. The State reserves the right to participate in other contracts by Minn. Stat. § 471.59 for procuring these goods that may be covered by these contracts.

ITEMS OFFERED AS NEW. All products, material, supplies and equipment offered and furnished must be new, of current manufacturer production, and must have been formally announced by the manufacturer as being commercially available as of the date of the solicitation opening, unless otherwise stated in this solicitation.

INSURANCE. The Office of State Procurement maintains a current Certificate of Insurance for the Contract Vendor and will be furnished upon request.

TRAINING.

1. For dishwashing detergent and compound products, the contract vendor offers the following training at no additional cost:
 - a. Product application
 - b. Dishwashing machine operation
 - c. Proper loading of dishware
 - d. Pre-scraping procedures
 - e. Machine clean-up procedures
2. For laundry detergent and compound products, the contract vendor offers the following training at no additional cost:
 - a. Product application
 - b. Laundry machine operation
 - c. Proper loading of laundry
 - d. Machine clean-up procedures

SERVICE. The contract vendor offers the following services for both dishwashing and laundry machines at no additional cost:

1. Analyze detergent wash solution to ensure proper concentration range is maintained
2. Test wash and rinse water for proper temperatures
3. Inspect steam and fill valves
4. Inspect wash manifold arms and nozzles, rinse arms and jets, and adjust as needed (only applicable for dishwashing machines)
5. Check drain valves and recommend repair
6. Inspect pumps and motors, air vents, and switches
7. Service detergent dispensing as needed

SERVICE REPORT. The contract vendor must provide a written service report to the ordering entity upon completion of each service call.

SWIFT Line:

Line 01	Laundry chemicals	47131800
Line 02	Dish chemicals	47131800

VERIFYING THE CONTRACT PRICES. The following information explains the method(s) for calculating and/or confirming the contract prices.

The Contract(s) was executed with **FIXED PRICING**. The pricing offered must match or be lower than that detailed herein.

Only accept contract vendor quotes that provide itemized contract pricing (lump sum price quotes must be rejected and reworked by the Contract Vendor to show itemized State contract pricing).

Prior to accepting an order and/or issuing payment on an invoice, inspect the goods and/or deliverables to ensure they match both the terms and pricing of the contract.

Contact the AMS/Buyer detailed herein to report any pricing discrepancies or for assistance in confirming/calculating contract pricing.

REVISIONS.

06/08/2022	Administrative change: updated contact information.
08/02/2021	Administrative change: AMS changed from Tou Yang to Erin Snaza
07/12/2021	Extended contract through 6/30/2023 at the same prices, terms, and conditions.
01/26/2021	Administrative change: AMS changed from Mary Nelson to Tou Yang
11/10/2020	Administrative change: AMS changed from Mee Chang to Mary Nelson.
02/20/2020	Administrative change: updated contact information.
01/01/2020	Amendment 1: added Laundry Detergents and Compounds, Group II: Institutional Washer products to the contract.
07/20/2019	Administrative change: updated SWIFT vendor ID for authorized distributors.

PRICE SCHEDULE

Dishwashing detergents and compounds

Group I. Machine Detergents

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio
1 Apex Chlorine Free Machine Detergent	Ecolab	6100607	6.75 lb Solid	6	\$79.89	0.45 oz/ 10 gallons
2 Solid Power XL	Ecolab	6100185	9lb Solid	4	\$75.18	0.25 oz/10 gallons
3 Apex Power	Ecolab	6117062	6.75 lb Solid	6	\$89.49	0.50 oz/ 10 gallons
4 Apex Power Plus	Ecolab	6117091	6.75 lb Solid	4	\$78.29	0.50/oz/ 10 gallons
5 Apex™ Metal Protection	Ecolab	6110354	6.75 lb Solid	4	\$62.84	0.45 oz/10 gallons

Group II. Manual Detergents

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio
1 Liquid Pot and Pan Detergent	Ecolab	6100320	5 gal	1	\$67.50	0.625 oz/ 10 gallons
2 Liquid Pot and Pan Detergent	Ecolab	6100796	15 gal	1	\$202.50	0.625 oz/ 10 gallons
3 Solitaire	Ecolab	6117301	5 lb Solid	4	\$93.79	0.25 oz/ 10 gallons
4 PanTastic	Ecolab	6112963	1 gal	4	\$52.52	0.625 oz/ 10 gallons
5 PanTastic	Ecolab	6112971	5 gal	1	\$63.77	0.625 oz/ 10 gallons
6 Apex Manual Detergent	Ecolab	6110362	3 lb Solid	2	\$63.36	0.25 oz/ 10 gallons

Group III. Rinse Additives

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio
1 Apex Rinse Additive	Ecolab	6116811	2.5 lb	2	\$135.76	0.032 oz / 10 gallons
2 Rinse Dry	Ecolab	6110942	1 gal	4	\$76.32	0.032 oz / 10 gallons
3 Rinse Dry	Ecolab	6110934	5 gal	1	\$95.40	0.032 oz / 10 gallons
4 Solid Brilliance	Ecolab	6125395	2.5 lb Solid	2	\$128.83	0.032 oz / 10 gallons

Group IV. Special Food Service Cleaners

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio
1 Oasis 146 Multi-Quat Sanitizer	Ecolab	6100536	2.5 gal	1	\$54.50	2.6 oz / 10 gallons
2 Lime-A-Way	Ecolab	6101131	1 gal	4	\$33.02	10oz/10gallons
3 Lime-A-Way Select	Ecolab	6100823	1 gal	4	\$36.04	10oz/10 gallons
4 Kool Klene	Ecolab	6115461	1 gal	4	\$62.35	RTU
5 Dip-It XP	Ecolab	6117583	1.75 lb	8	\$36.96	5 oz/ 10 gallons
6 Klenz-Glide 10	Ecolab	6114126	5 gal	1	\$60.99	2.5 oz/ 10 gallons

Laundry detergents and compounds

Group I. Home Type Washer

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio
1 Home-Style Solid Laundry Detergent	Ecolab	6101659	3 lb Solid	4	\$90.65	15 grams per home-style load

Group II. Institutional Washer

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio
1 Solid Surge Plus	Ecolab	6117905	9 lb Solid	4	\$131.47	100 grams/100lb load
2 Solid Dual Surge	Ecolab	6116309	8 lb Solid	4	\$117.99	100 grams/100lb load
3 Solid Navisoft	Ecolab	6116001	6 lb	2	\$116.06	15 grams/100lb load
4 Solid Navisour	Ecolab	6116005	6 lb	2	\$98.21	18 grams/100lb load
5 Solid Stain-A-Way	Ecolab	6113649	4 lb	2	\$52.77	18 grams/100lb load
6 Aquanomic Biocare solid sour-soft	Ecolab	6101754	6 lb	2	\$102.89	0.01%-0.03%
7 Aquanomic 2.0 Low Temp Laundry Solid	Ecolab	6101766	9 lb	4	\$180.89	0.05%-0.11%
8 Aquanomic 2.0 Low Temp Laundry Solid	Ecolab	6101757	6 lb	2	\$119.09	0.01%-0.02%
9 Sour with Iron Control – 3 rd	Ecolab	6100975	4 lb	2	\$73.79	18-35 grams/CWT

AUTHORIZED DISTRIBUTORS

If placing an order with an Ecolab authorized distributor, remember to reference Contract Release C-983(5) and Contract Number 161008 on the PO.

COMPANY NAME & ADDRESS	CONTACT	PHONE	EMAIL	SWIFT Vendor ID
SUPPLYWORKS ST PAUL 1930 ENERGY PARK DR SAINT PAUL, MN 55108	JIN CHANG	770-433-8211	jin.chang@interlinebrands.com	
SYSO WESTERN MINNESOTA 900 HIGHWAY 10 S SAINT CLOUD, MN 56304	Jerry Cheney	320-251-3200x3264	cheney.jerome@wmm.sysco.com	0000895037
DALCO NEW BRIGHTON 300 5TH AVE NW NEW BRIGHTON, MN 55112	Pang Her	651-251-6709	Purchasing@dalcoonline.com	0000211441
SYSO MINNESOTA 2400 COUNTY ROAD J SAINT PAUL, MN 55112	Scott Grant	763-785-7320	Grant.Scott@min.sysco.com	0000213224
DACOTAH PAPER CO 3940 15TH AVE N FARGO, ND 58102	Kristie Thone	701-277-3409	Purchasing@dacotahpaper.com	0000202596
US FOODS MINNEAPOLIS 9605 54TH AVE N MINNEAPOLIS, MN 55442	Stephanie Shaffer	763-557-2345	stephanie.shaffer@usfoods.com	0000209339
CHRIS CAM DBA HEARTLAND PAPER FSD 808 W CHEROKEE ST SIOUX FALLS, SD 57104	Joel	605-336-1190	fsdpurchasing@heartland-paper.com	0000219595
REINHART FOODS TWC 13400 COMMERCE BLVD ROGERS, MN 55374	Phil Brown	763-428-6501 x 522	pibrown@rfsdelivers.com	0000229552
WEINBERG SUPPLY CO 7434 W 27TH ST MINNEAPOLIS, MN 55426	David Weinberg	952-920-0888 x 105	david@weinbergsupply.com	0000195625
SYSO NORTH DAKOTA 3225 12TH AVE N FARGO, ND 58102	Joe Marinucci	701-280-6303	Marinucci.jodi@nd.sysco.com	0000258140

Contract Release: C-983(5)

COMPANY NAME & ADDRESS	CONTACT	PHONE	EMAIL	SWIFT Vendor ID
MINNESOTA CHEMICAL 2285 HAMPDEN AVE SAINT PAUL, MN 55114	Chris Schiefelbein	951-646-7521	chris.schiefelbein@minnesotachemical.com	
UPPER LAKES FOODS 801 INDUSTRY AVE CLOQUET, MN 55720	Corey Nikko	800-879-1265 x 4229	cnikko@ulfoods.com	0000196847
UNISOURCE ATLANTA 11 6600 GOVERNORS LAKE PKWY PEACHTREE CORNERS, GA 30071	Clay Caldwell	678-497-1092	clay.caldwell@veritivcorp.com	

Contract Release

Page 8 of 8