

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: 540-422-8348

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NOTICE OF CONTRACT RENEWAL

DATE: August 30, 2023

COMMODITY NAME: Ware Washing Supplies

CONTRACT NUMBER: 161008, Release No. C-983(5)

CONTRACT PERIOD: Initial Contract Award July 8, 2019,
through June 30, 2021

RENEWAL OPTIONS: Extension options up to 36
months

Renewal # 1: July 1, 2021 through June 30, 2022

Renewal # 2: July 1, 2022 through June 30, 2023

Renewal # 3: July 1, 2023 through June 30, 2024

Final Renewal

CONTRACTOR(s): ECOLAB
1 Ecolab Place EGH7
St. Paul, MN, 55102

Contact: Bruce Kottom
(Sales Manager)
Phone: 952-852-2422
Email: bruce.kottom@ecolab.com
TERMS: Net 45 days

Contact: Customer Service
Team (For
placing orders)
Phone: 800-352-5326
Email: institutionalorders@ecolab.com

TERMS: Net 30 days

FOR FURTHER INFORMATION CONTACT: Megan Roberts
Procurement Officer III
Phone: 540-422-8348
megan.roberts@fauquiercounty.gov

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352.
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a “Not to exceed” estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor’s invoice is the responsibility of the receiving using department.
4. Any complaints as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Pricing: Pricing for ECOLAB is listed below

Dishwashing detergents and compounds									
Group I. Machine Detergents									
Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	From Price per Case	New Price Per Case	Recommended Dilution Ratio	Notes
1 SMARTPOWER DM DETERGENT	Ecolab	6100607	6101202	6.75 lb Solid	6	\$79.89	\$98.44	0.45 oz/ 10 gallons	Replaced with Apex Chlorine Free and Apex Power
2 Solid Power XL	Ecolab	6100185		9lb Solid	4	\$75.18	\$82.70	0.25 oz/10 gallons	
3 SMARTPOWER DM DETERGENT	Ecolab	6117062	6101202	6.75 lb Solid	6	\$89.49	\$98.44	0.50 oz/ 10 gallons	Replaced with Apex Chlorine Free and Apex Power
4 SMARTPOWER DM DETERGENT	Ecolab	6117091	6101201	6.75 lb Solid	4	\$78.29	\$86.12	0.50oz/ 10 gallons	Replaced with Apex Power Plus
5 SMARTPOWER DM DETERGENT Metal Safe	Ecolab	6110354	6102149	6.75 lb Solid	4	\$62.84	\$69.12	0.45 oz/10 gallons	Replaced 6110354 Apex Metal Protect
6 Solid Metal Pro	Ecolab	6110751		8 lb Solid	4	\$73.85		0.13-0.38 oz/gallon	ADDED ITEM
Group II. Manual Detergents									
Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	Recommended Dilution Ratio	Notes
1 Liquid Pot and Pan Detergent	Ecolab	6100320		5 gal	1	\$67.50	\$74.25	0.625 oz/ 10 gallons	15 gallon size discontinued
3 Solitaire	Ecolab	6117301		5 lb Solid	4	\$93.79	\$103.17	0.25 oz/ 10 gallons	
4 PanTastic	Ecolab	6112963		1 gal	4	\$52.52	\$57.77	0.625 oz/ 10 gallons	
5 PanTastic	Ecolab	6112971		5 gal	1	\$63.77	\$70.15	0.625 oz/ 10 gallons	
6 SMARTPOWER MANUAL DETERGENT	Ecolab	6110362	6101907	3 lb Solid	2	\$63.36	\$69.70	0.25 oz/ 10 gallons	Replaced Apex Manual 3X 2 lbs vs. 2 x 3 lbs.
Group III. Rinse Additives									
Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	Recommended Dilution Ratio	Notes
1 SMARTPOWER Rinse Additive	Ecolab	6116811	6101203	2.5 lb	2	\$135.76	\$149.34	0.032 oz / 10 gallons	Replaced Apex6116811
2 ET ULT DRY (TP DM RNS ADD UP)	Ecolab	6110942	6113722	1 gal	4	\$76.32	\$83.95	0.032 oz / 10 gallons	6110942 to be discontinued 7/31/2023
3 ET ULT DRY (TP DM RNS ADD UP)	Ecolab	6110934	6115172	5 gal	1	\$95.40	\$104.94	0.032 oz / 10 gallons	Replaced 6110934
4 Solid Brilliance	Ecolab	6125395		2.5 lb Solid	2	\$128.83	\$141.71	0.032 oz / 10 gallons	
Group IV. Special Food Service Cleaners									
Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	Recommended Dilution Ratio	Notes
1 Oasis 146 Multi-Quat Sanitizer	Ecolab	6100536		2.5 gal	1	\$54.50	\$59.95	2.6 oz / 10 gallons	
2 Lime-A-Way	Ecolab	6101131		1 gal	4	\$33.02	\$36.32	10oz/10gallons	
3 Lime-A-Way Select	Ecolab	6100823		1 gal	4	\$36.04	\$39.64	10oz/10 gallons	
4 Kool Klene	Ecolab	6115461		1 gal	4	\$62.35	\$68.59	RTU	
5 Dip-It XP	Ecolab	6117583	6102470	1.75 lb	8	\$36.96	\$40.66	5 oz/ 10 gallons	New pack size
6 SP S&S CLNR SANT 1-2.5 GAL	Ecolab	6102046		2.5 GAL	1		\$134.18	Sanitize: 0.27 oz/GL Disinfect: 1.37oz/GL	New Addition
7 SP S&S CLNR SANT 4-1 GAL	Ecolab	6102047		1 GAL	4		\$231.09	Sanitize: 0.27 oz/GL Disinfect: 1.37oz/GL	New Addition
8 SP S&S CLNR SANT2-2 L	Ecolab	6102048		2 L	2		\$121.47	Sanitize: 0.27 oz/GL Disinfect: 1.37oz/GL	New Addition
9 SURF CLNR SANI RTU 6-32 OZ	Ecolab	6102228		32 OZ	6		\$31.01	Ready to Use	New Addition
Group I. Home Type Washer									
Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	Recommended Dilution Ratio	Notes
1 Home-Style Solid Laundry Detergent	Ecolab	6101659		3 lb Solid	4	\$90.65	\$99.72	15 grams per home-style load	
Group II. Institutional Washer									
Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	Recommended Dilution Ratio	Notes
1 Solid Surge Plus	Ecolab	6117905		9 lb Solid	\$4.00	\$131.47	\$144.62	100 grams/100lb load	
2 Solid Dual-Surge	Ecolab	6116309		8-lb Solid	\$4.00	\$117.99		100-grams/100lb-load	Dual-Surge-and-Navisour-discontinued
3 Solid Navisoft	Ecolab	6116001		6 lb	\$2.00	\$116.06	\$127.67	15 grams/100lb load	
4 Solid Navisour	Ecolab	6116005		6-lb	\$2.00	\$98.21		18-grams/100lb-load	Dual-Surge-and-Navisour-discontinued
5 Solid Stain-A-Way	Ecolab	6113649		4-lb	\$2.00	\$52.77		18-grams/100lb-load	deleted
6 Aquanomic Biocare solid sour-soft	Ecolab	6101754		6 lb	\$2.00	\$102.89	\$113.18	0.01%-0.03%	
7 Aquanomic 2.0 Low Temp Laundry Solid	Ecolab	6101766		9 lb	\$4.00	\$180.89	\$198.98	0.05%-0.11%	
8 Sour with Iron Control - 3 rd	Ecolab	6101757		6 lb	\$2.00	\$119.09	\$131.00	0.01%-0.02%	
9 Low Temp Laundry Solid Chlorine Sanitizer	Ecolab	6100975		4 lb	\$2.00	\$73.79	\$81.17	18-35 grams/CWT	

Group I. Home Type Washer											
	Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	% Increase	Recommended Dilution Ratio	Notes
1	Home-Style Solid Laundry Detergent	Ecolab	6101659		3 lb Solid	4	\$90.65	\$99.72	10.0055%	15 grams per home-style load	
Group II. Institutional Washer											
	Product Name	Manufacturer	Catalog/Product no.	New Product No.	Unit of Measure	Unit(s) Per Case	Price Per Case	New Price Per Case	% Increase	Recommended Dilution Ratio	Notes
1	Solid Surge Plus	Ecolab	6117905		9 lb Solid	\$4.00	\$131.47	\$144.62	10.0023%	100 grams/100lb load	
2	Solid-Dual-Surge	Ecolab	6116309		8 lb Solid	\$4.00	\$117.99			100 grams/100lb load	Dual-Surge and-Navisour discontinued
3	Solid Navisoft	Ecolab	6116001		6 lb	\$2.00	\$116.06	\$127.67	10.0034%	15 grams/100lb load	
4	Solid-Navisour	Ecolab	6116005		6 lb	\$2.00	\$98.21			18 grams/100lb load	Dual-Surge and-Navisour discontinued
5	Solid-Stain-A-Way	Ecolab	6113649		4 lb	\$2.00	\$52.77			18 grams/100lb load	deleted
6	Aquanomic Biocare solid sour-soft	Ecolab	6101754		6 lb	\$2.00	\$102.89	\$113.18	10.0010%	0.01%-0.03%	
7	Aquanomic 2.0 Low Temp Laundry Solid	Ecolab	6101766		9 lb	\$4.00	\$180.89	\$198.98	10.0006%	0.05%-0.11%	
8	Sour with Iron Control - 3 rd	Ecolab	6101757		6 lb	\$2.00	\$119.09	\$131.00	10.0008%	0.01%-0.02%	
9	Low Temp Laundry Solid Chlorine Sanitizer	Ecolab	6100975		4 lb	\$2.00	\$73.79	\$81.17	10.0014%	18-35 grams/CWT	