

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive, Suite 23

Warrenton, Virginia 20186

Phone: 540-422-8348

Fax: 540-422-8348

NOTICE OF CONTRACT RENEWAL

DATE: October 30, 2024

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

Extension:1 July 1, 2024, through September 30, 2024

Extension:2 September 30, 2024, through December 31, 2024

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

Contact: Matt Gill (Sales
Manager)
Phone: 708-906-9279
Email: matthew.@ecolab.com
TERMS: Net 45 days

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

TERMS: Net 30 days

FOR FURTHER INFORMATION CONTACT: Jeffrey Campbell VCA, VCO
Procurement Officer III
Phone: 540-422-8350
Jeffrey.campbell@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

**FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS
PROCUREMENT DIVISION**

320 Hospital Drive, Suite 23
Warrenton, Virginia 20186
Phone: (540) 422-8350 Fax: (540) 422-8355
jeffrey.campbell@fauquiercounty.gov

October 23, 2024

Ecolab, Incorporated
370 Wabasha Street North
St. Paul, MN 55102

Attn: Matt Gill

RE: Contract # EXT-2 65-17ckc-Ware Washing Service

Fauquier County Government and Public Schools wishes to exercise its option to extend the above referenced contract for a 90-day period. The extension period will be from **September 30, 2024, through December 31, 2024**. It is understood and agreed that all terms, conditions, modifications, and prices remain the same during the extended contract period. Please forward a current Certificate of Insurance, with "Fauquier County and/or Fauquier County Public Schools" as Certificate Holders and endorsed as the additional insured.

If this extension is agreeable with your firm. please sign below and return this letter as soon as possible. If you have any questions pertaining to this renewal, please do not hesitate to contact me. A copy of the fully executed contract extension will be returned for your files.

Sincerely,

Jeffrey Campbell
Jeffrey Campbell, Procurement Officer III

Ecolab, Incorporated

**Fauquier County and the Fauquier County
School Board, political subdivisions of the
Commonwealth of Virginia**

Ben Zuniga

Kristen Hylton

Signature of Authorized Representative

Signature of Authorized Representative

Ben Zuniga, Bid Contracts Manager

Kristen Hylton, Procurement Mgr

Print Name and Title

Title

10/29/2024

Date

Date

10/29/2024

Contract Release: C-983(5)

Price Schedule Amendment 3

Contract 161008, C-983(5)

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	Notes
SMARTPOWER DM Detergent	Ecolab	6101202	6.75 lb Solid	6	\$ 98.44	0.50 oz/ 10 gallons	Replaced Apex Chlorine Free and Apex Power
SMARTPOWER DM Detergent	Ecolab	6101201	6.75 lb Solid	4	\$ 86.12	0.50/oz/ 10 gallons	Replaced Apex Power Plus
Solid Power XL	Ecolab	6100185	9 lb Solid	4	\$ 82.70	0.25 oz/10 gallons	
Solid Metal Pro	Ecolab	6110751	8 lb Solid	4	\$ 73.85	0.13-0.38 oz/gal	
SMARTPOWER DM Metal Safe Detergent	Ecolab	6102149	6.75 lb Solid	4	\$ 69.12	0.45 oz/10 gallons	Replaced 6110354 Apex Metal Protect

Group II. Manual Detergents

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio	Notes
Liquid Pot and Pan Detergent	Ecolab	6100320	5 gal	1	\$74.25	0.625 oz/ 10 gallons	15 gal size discontinued
Solitaire	Ecolab	6117301	5 lb Solid	4	\$103.17	0.25 oz/ 10 gallons	
PanTastic	Ecolab	6112963	1 gal	4	\$57.77	0.625 oz/ 10 gallons	
PanTastic	Ecolab	6112971	5 gal	1	\$70.15	0.625 oz/ 10 gallons	
SMARTPOWER Manual Detergent	Ecolab	6101907	2 lb Solid	3	\$63.36	0.25 oz/ 10 gallons	3 x 2 lb in place of 2 x 3 lb Apex Manual

Group III. Rinse Additives

Product Name	Manufacturer	Catalog/Product no.	Unit of Measure	Unit(s) Per Case	Price Per Case	Recommended Dilution Ratio	Notes
SMARTPOWER Rinse Additive	Ecolab	6101203	2.5 lb Solid	2	\$149.34	0.032 oz / 10 gallons	Replaced Apex 6116811
ET ULT DRY (TP DM RNS ADD AP)	Ecolab	6113722	1 gal	4	\$83.95	0.032 oz / 10 gallons	6110942 available through 7/31/23
ET ULT DRY (TP DM RNS ADD AP)	Ecolab	6115172	4.5 gal	1	\$104.94	0.032 oz / 10 gallons	Replaced 6110934
Solid Brilliance	Ecolab	6125395	2.5 lb Solid	2	\$141.71	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	Notes
Oasis 146 Multi-Quat Sanitizer	Ecolab	6100536	2.5 gal	1	\$59.95	2.6 oz / 10 gallons	
Lime-A-Way	Ecolab	6101131	1 gal	4	\$36.32	10oz/10gallons	
Lime-A-Way Select	Ecolab	6100823	1 gal	4	\$39.64	10oz/10 gallons	
Kool Klene	Ecolab	6115461	1 gal	4	\$68.59	RTU	
Dip-It XP	Ecolab	6102470	2.33 lb	6	\$40.66	5 oz/ 10 gallons	New Pack size
Klenz-Glide 10	Ecolab	6114126	5 gal	1	\$67.09	2.5 oz/ 10 gallons	
SP S&S CLNR SANT 1-2.5 GAL	Ecolab Inc.	6102046	2.5 GL	1	\$134.18	Sanitize: 0.27oz/GL Disinfect: 1.37oz/GL	New Addition
SP S&S CLNR SANT 4-1 GAL	Ecolab Inc.	6102047	1 GL	4	\$231.09	Sanitize: 0.27oz/GL Disinfect: 1.37oz/GL	New Addition
SP S&S CLNR SANT 2-2 L	Ecolab Inc.	6102048	2 Ltr	2	\$121.47	Sanitize: 0.27oz/GL Disinfect: 1.37oz/GL	New Addition
SURF CLNR SANI RTU 6-32 OZ	Ecolab Inc.	6102228	32oz	6	\$31.01	Ready-to-Use	New Addition

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	Notes
Home-Style Solid Laundry Detergent	Ecolab	6101659	3 lb Solid	4	\$99.72	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	Notes
Solid Surge Plus	Ecolab	6117905	9 lb Solid	4	\$144.62	100 grams/100lb load	Dual Surge and Navisour discontinued
Solid Navisoft	Ecolab	6116001	6 lb	2	\$127.67	15 grams/100lb load	
Aquanomic Biocare solid sour-soft	Ecolab	6101754	6 lb	2	\$113.18	0.01%-0.03%	
Aquanomic 2.0 Low Temp Laundry Solid	Ecolab	6101766	9 lb	4	\$198.98	0.05%-0.11%	
Aquanomic 2.0 Low Temp Laundry Solid Sour with Iron Control – 3 rd	Ecolab	6101757	6 lb	2	\$131.00	0.01%-0.02%	
Low Temp Laundry Solid Chlorine Sanitizer	Ecolab	6100975	4 lb	2	\$81.17	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	
SYSCO 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
SYSCO 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	pjbrown@rfsdelivers.com	0000229552
WEINBERG SUPPLY CO 7434 W 27TH ST MINNEAPOLIS, MN 55426	David Weinberg	952-920-0888 x 105	david@weinbergsupply.com	0000195625
SYSCO NORTH DAKOTA 3225 12TH AVE N FARGO, ND 58102	Joe Marinucci	701-280-6303	Marinucci.jodi@nd.sysco.com	0000258140

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	