



130 W. CONGRESS ST., 3rd FLOOR
TUCSON, ARIZONA 85701-1317
TELEPHONE (520) 724-8161, FAX (520) 798-1484

Dec. 12, 2014

IFB 157574: CLEANING COMPOSITIONS, DETERGENTS, SOLVENTS AND STRIPPERS ADDENDUM 2

The following clarifications shall be incorporated into **IFB #157574**:

1. **Change** on page 1: **SUBMISSION DATE AND TIME** as follows:

From: "... **DEC. 17, 2014 AT OR BEFORE 1:30 P.M. LOCAL ARIZONA TIME (MST)**...."

To: "... **DEC. 23, 2014 AT OR BEFORE 1:30 P.M. LOCAL ARIZONA TIME (MST)**...."

2. **Change** on page 4: **4. PRODUCT OR SERVICE SPECIFICATIONS & SCOPE**: as follows:

From: "...Vendor will designate if products being offered on the solicitation are environmentally friendly products...."

To: "...Vendor will designate if products being offered on the solicitation are environmentally friendly products.
Vendor shall list the cost per cycle on the Unit Prices sheet based on their product and the following information "One case is 6-6 lb. tubs. (96 oz.) We probably do 800 racks of dishes per week."..."

3. **Change** on page 8: **UNIT PRICES** as follows:

From: "... **UNIT PRICES (Net 30 day Payment Terms)**

All unit prices shall be filled in. Failure to do so **shall** be cause for rejection as non-responsive.

ITEM #	ITEM NAME	ESTIMATED ANNUAL USAGE QUANTITY	UOM	UNIT PRICE \$	EXTENDED AMOUNT \$
1	Proclean1875621 Hand Dishwashing Soap (Pink) Per 5 Gallon	600	EA		
2	Proclean 1865551, Descaler Liquid Concentrate, Per 5 Gallon	150	EA		
3	Proclean 1951381, Heavy Duty Chlorinated Powder Dish Machine,	1500	LB		
4	Proclean 8068511, General Purpose Kitchen Degreaser Concentrate, Per 5 Gallon	150	EA		
	FOB Destination/Unloaded; Cost of freight should be included in unit price. Although taxes will be paid <u>IF</u> applicable do <u>NOT</u> include sales tax in unit price.			TOTAL BID	

..."

(REMAINDER OF THIS PAGE LEFT BLANK)

To: "...**UNIT PRICES (Net 30 day Payment Terms)**

All unit prices AND COST PER CYCLE shall be filled in. Failure to do so **shall** be cause for rejection as non-responsive.

ITEM #	ITEM NAME Items to include and satisfy all Offer Agreement requirements, General & Item Specifications	ESTIMATED ANNUAL USAGE QUANTITY	UOM	COST PER CYCLE	UNIT PRICE	EXTENDED AMOUNT
1	Proclean1875621 Hand Dishwashing Soap (Pink) Per 5 Gallon	600	EA			
2	Proclean 1865551, Descaler Liquid Concentrate, Per 5 Gallon	150	EA			
3	Proclean 1951381, Heavy Duty Chlorinated Powder Dish Machine,	1500	LB			
4	Proclean 8068511, General Purpose Kitchen Degreaser Concentrate, Per 5 Gallon	150	EA			
5	Cost for Dispensers (per month) # of Dispensers	12	EA			
	FOB Destination/Unloaded; Cost of freight should be included in unit price. Although taxes will be paid IF applicable do NOT include sales tax in unit price.				TOTAL BID	

...."

4. QUESTIONS and ANSWERS:

- Q.** What size of packaging is acceptable for delivery, we have this item from 1 lb to 100 lbs per delivered unit. *Do you have weight limits on your products? The 100# bag/box may be cheaper but you may not have the equipment to handle it.*
What is the quantity that you would like the Chlorinated Powder Dish Machine 1500 lbs. delivered.
- A.** The soaps for the kitchen come in gallons or 5 gallons - no larger as they won't fit under the machinery. We use a 9 LB Container Currently which comes 4 to a case for a total of 36 LBS per case.
- Q.** 1. Do you use dispensers?
2. *Can you clarify service frequency requirements specifically expected by stating response time to repair and/or service the dispensers?*
3. If there is a default for product, clock starting upon receipt of DO of 2 days, but the dispenser can't dispense the product, what is the default for dispenser issues?
4. *Service details for the servicing of the vendors own dispensers are needed. Is there a 2-day window for service issues for the dispensers as well?*
5. It will likely need to be same day service?
6. *For this IFB specifically, how many dispensers will be replaced by what is currently being provided by Ecolab dispensers? Since there can be no additional line item charges, the cost of the dispensers needs to be added to product cost and part of the internal P&L to give accurate product unit pricing, so the total quantity needs to be clarified*
- A.** 1. There are dispensers in place that are provided by the current vendor.
2. *Monthly PMCS (Preventative Maintenance, Checks and Services), call out same day when not working.*
3. Same day service.
4. NO.
5. YES
6. *Two Pink Soap, 1 Dish Powder, 1 Quaternary Ammonium, 1 Floor Cleaner, and 1 Degreaser*
- Q.** Usage, Line 3: Proclean 1951381, Heavy Duty Chlorinated Powder Dish Machine. For accuracy on any diluted product, unit pricing should be analyzed based on "per wash cycle". If the vendors bidding know the estimated

cycles are 6000/day, then how many washes does the current vendor's product do? What is the current cost/price per wash cycle? Can you add a column for unit pricing that shows "price per wash cycle" so all vendors, regardless of their specific dilution will be offering pricing for the same base unit of measure?

- A. We use approximately one case of powdered dish machine detergent. One case is 6-6 lb. tubs. (96 oz.) We probably do 800 racks of dishes per week.

Q. What is the current pricing?

- A. Shamrock pricing:

PROCLEAN 1875621 HAND DISHWASHING SOAP (PINK) PER 5 GALLON	EA	\$35.40
PROCLEAN 1865551, DESCALER LIQUID CONCENTRATE	GAL	\$7.32
PROCLEAN 1951381, HEAVY DUTY CHLORINATED POWDER DISH MACHINE	LB	\$1.37
PROCLEAN 8068511, GENERAL PURPOSE KITCHEN DEGREASER CONCENTR	GAL	\$3.73

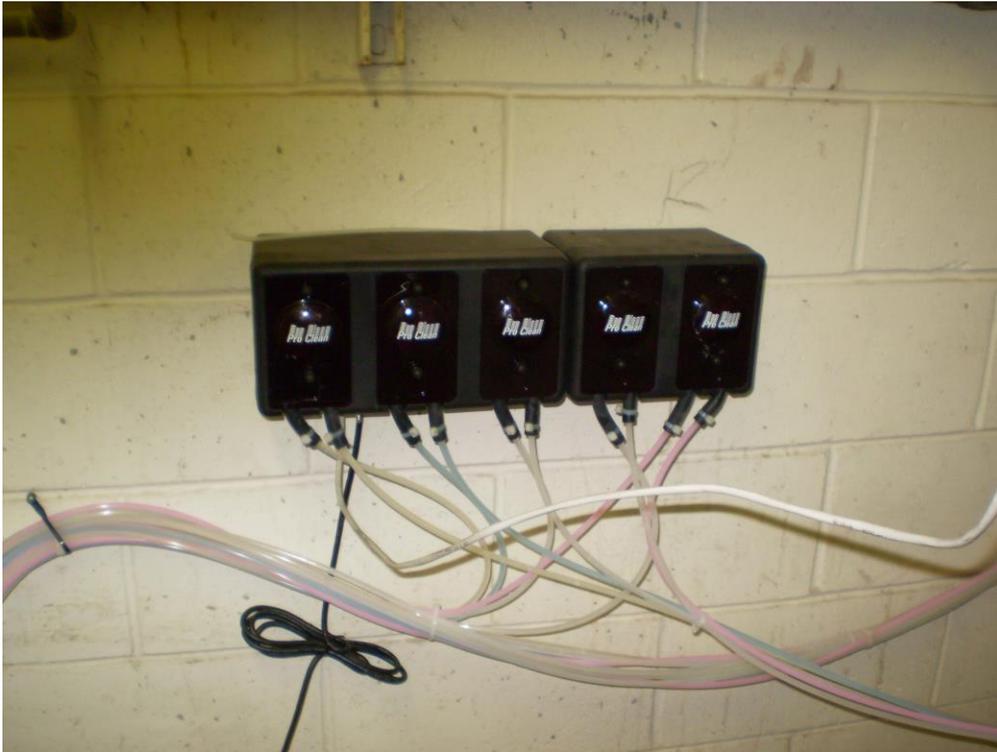
Waxie Pricing:

Doc Type	YEAR ORDERED	Line No	Dept Code	Line Description	Unit Price	UOM
DO	2014	1	SD	1875621 Hand dishwashing Soap (pink) per 5 gallon	\$35.40	EA
DO	2012	1	PH	1875621 Hand dishwashing Soap (pink) per gallon	\$7.08	GAL
DO	2012	1	SD	Proclean 1865551, descaler liquid concentrate	\$7.32	GAL
DO	2012	1	SD	Proclean 1951381, heavy duty chlorinated powder dish machine	\$1.37	LB
DO	2012	2	SD	Proclean 8068511, general purpose kitchen degreaser concentr	\$3.73	GAL

5. **ADD** on page 18: **EXHIBIT A: PICTURES OF CURRENT SYSTEM:** as follows:

EXHIBIT A: PICTURES OF CURRENT SYSTEM







END OF EXHIBIT A: PICTURES OF CURRENT SYSTEM

All other terms and conditions remain the same.

Hazel D. Houston
Commodity Contracts Officer
Pima County Procurement
Telephone: (520) 740-8168
Fax: (520) 791-6507
Hazel.houston@pima.gov