

EQUOTE FOR
SPECIALTY HAIR & SKIN CARE PRODUCTS
COMMODITY NOS.: 095-200
Begin Date 12/27/2005 End Date 12/26/2006
Agreement #0953180

PURPOSE

The purpose of this eQuote is to establish a one (1) year State Purchasing Agreement (SPA) for the purchase of Specialty Hair & Skin Care products proven effective against HIV-1, HIV-2, HBV, MRSA, VRE and VISA by all State of Florida agencies and other eligible users.

TECHNICAL DOCUMENTATION & PRICE LIST

All products/services quoted must meet or exceed all requirements of this eQuote. When technical documentation and/or price list is required, its purpose is to demonstrate compliance of the product quoted and to allow a technical evaluation of the product and verification of a true savings to the State of Florida Eligible Users.

PURCHASING CARD PROGRAM

The State has implemented a purchasing card program through the Bank of America, using the VISA network. Vendors will receive payment from the purchasing card in the same manner as other Visa purchases. Accordingly, vendors must presently have the ability to accept VISA or take whatever steps necessary to implement the ability before the start of the agreement term. The State reserves the right to revise this program in conjunction with implementation of an on-line procurement system. VISA acceptance is mandatory but is not the exclusive method of payment. Please indicate your ability to accept VISA in the space provided on the Ordering Instruction sheet of the eQuote.

When an ordering State agency makes a purchase using the State Purchasing Card as method of payment, the language in Paragraph 7, Transaction Fee, on the attached form PUR 7722 does **NOT** apply. When the State Purchasing Card is not used as a method of payment, or a purchasing card other than the State Purchasing Card is used, the language in Paragraph 7, **DOES** apply.

MINIMUM REQUIREMENTS

Respondents shall:

1. Quote a discount off list prices (prices charged to the general public).
2. Submit a copy of the price list(s), with the list price, discount being offered, and the SPA discounted prices.
3. Must quote items as shown on Price Sheets as approved by an Infection Control Committee and Safety Committee.

Failure to submit the information required in this section will be grounds for disqualification of your eQuote and/or removal from any resulting agreement.

CERTIFICATION

By completing and responding to this eQuote, vendor is agreeing to all terms and conditions and certifies that the discounted prices stated will hold for the duration of the agreement and that the products quoted meet or exceed equipment manufacturer's warranty requirements. Price decreases are acceptable on invoice(s) presented for payment.

QUESTIONS

If you have questions regarding how to use the eQuote tool (i.e., how to log in, review a quote, submit a response, download an attachment, etc.), please contact the MyFloridaMarketPlace Customer Service Desk at 1-866-352-3776 or at vendorhelp@myfloridamarketplace.com.

If you have questions pertaining to the content of the eQuote itself, please contact the agency contact person listed on the eQuote. The contact person for this eQuote is Dorothy Stuff telephone 850-410-2426 or email dorothy.stuff@dms.myflorida.com. Response to Minimum Requirements paragraph may be submitted through email, fax or regular mail. The fax number is 850-488-5498. Mailing address is: Department of Management Services, State Purchasing Office, Attention Dorothy Stuff, 4050 Esplanade Way Suite 380.9Y, Tallahassee, Florida 32399-0950.

EVALUATION/AWARD

Responses will be evaluated and awarded all or none to the supplier offering the highest discount from their price list in each category. The lowest price(s) will be determined by applying the discount offered to the list price and resulting in the lowest net price for the Eligible Users of the ensuing agreement, if awarded. Vendor must quote on products as listed, no substitutes. Additional items/services which may be needed by the ordering agency, but not listed on this agreement, will be negotiated between the user and vendor at the same discounted prices.

PRICE SHEETS

Vendors responding to the eQuote may use the price sheets included in this solicitation or may configure their own price sheet, however, the price sheets MUST provide the List Price, Percent Discount for the item, and the State Purchasing Agreement (SPA) discounted price and MUST be for the categories identified in the eQuote. The price sheets may be duplicated if more space is needed. The products as stated in this eQuote have been evaluated and approved by an Infection Control Committee and Safety Committee.

PRICE SHEET
FOR
HAIR & SKIN CARE PRODUCTS

DISTRICTS YOUR COMPANY CAN SERVICE (SEE ATTACHED MAP):

__Western __Northern __Central __Southern __Statewide

<u>Product Name & Description</u>	<u>Reorder Number</u>	<u>Pack & Size</u>	<u>List Price</u>		<u>SPA Price</u>		<u>Percent Discount</u>
			<u>1-49 Cs</u>	<u>50+ Cs</u>	<u>1-49 Cs</u>	<u>50+ Cs</u>	
<u>Commodity No. 095-200</u>							
<u>HAIR & BODY CLEANSERS</u>							
<u>Hair & Body Shampoo – PIN</u>	4211-37	12x1000ml	89.00	81.05	64.15	58.35	28%
A pH balanced total body wash that leaves the skin soft and supple.	4211-66	4x2000ml	81.65	68.20	58.85	49.15	28%
May also be used as no-rinse bed bath.	4211-4	4/1gal	66.80	59.35	48.10	42.80	28%
Brand: Osceola's	4211-4F	4/1 gal	66.80	59.35	48.10	42.80	28%
<u>Body Wash & Shampoo</u>							
A pH balanced total body wash with Aloe Vera & Lanolin. Cleanses & deodorizes without drying the skin.	4205-37	12X1000 ml	84.75	77.15	61.05	55.60	28%
	4205-4	4/1 gal	55.80	49.40	40.20	35.55	28%
Brand: Osceola's	4205-4F	4/1 gal	55.80	49.40	40.20	35.55	28%
<u>Mellon Breeze Body Wash & Shampoo</u>							
A pH balanced total body wash with Pleasant mellon fragrance.	4470-4	4/1 gal	66.70	63.90	48.00	46.00	28%
<u>Soft Care Body Wash</u>							
Enriched skin cleanser for complete hair & body bathing. Product rinses freely, leaves the skin soft and supple.	4150-48	48x8 oz	92.80	84.35	66.85	60.75	28%
Designed for no-rinse bed bathing of patients. Aloe Vera, Lanolin, Vitamin E are left on the skin to moisturize & revitalize dry, damaged skin.	4150-4	4/1 gal	64.00	60.80	46.10	43.80	28%
Brand: Osceola's	4150-4F	4/1 gal	64.00	60.80	46.10	43.80	28%
<u>Blue Foam Soap</u>							
A blue lotion foam soap with a mild floral fragrance, offering a general purpose cleansing action that is ideal for routine hand washing and bathing.	57220	8/1 liter	78.65	74.65	56.65	53.75	28%

Brand: Osceola's

<u>Product Name & Description</u>	<u>Reorder Number</u>	<u>Pack & Size</u>	<u>List Price</u>		<u>SPA Price</u>		<u>Percent Discount</u>
			<u>1-49 Cs</u>	<u>50+ Cs</u>	<u>1-49 Cs</u>	<u>50+ Cs</u>	

Commodity No. 435-120

SURGICAL SCRUBS & ANTIMICROBIAL SOAPS

<u>Medi-Clean Surgical Soap w/ Triclosan</u>	4920-K	12x800 ml	70.40	62.90	50.65	45.30	28%
	4920-37	12x1000 ml	84.55	77.45	60.90	55.75	28%
	4920-33	8x1000 ml	82.00	68.55	59.05	49.35	28%
	4920-66	4x2000 ml	82.00	68.55	59.05	49.35	28%

surgical hand scrub containing 3% Triclosan. Antimicrobial product helps prevent the spread of infection, while conditioners keep skin moisturized after frequent scrubbing.

Brand: Osceola's

Medicated Soap with Aloe Vera

Cosmetic grade, pH-balanced hand scrub containing .5% PCMX-anti-bacterial protection combined with Aloe Vera. This product, when used in conjunction with the CDC guidelines for hand washing, helps prevent cross contamination.	4330-48	48x 8 oz	105.10	100.05	75.70	72.10	28%
	4330-27	12x27 oz	79.30	72.10	57.10	51.95	28%
	4300-37	12x1000 ml	84.35	77.45	60.90	55.75	28%
	4330-32	12x1 qt	61.75	55.80	44.45	40.20	28%
	4330-4	4/1 gal	58.30	52.50	42.00	37.85	28%

Brand: Osceola's

Green Antibacterial Foam Soap

A light green, antibacterial foam soap with a mild floral scent. It is 99% effective against most bacteria and contains .3% Triclosan. Perfectly suited for healthcare, hospitality, and food preparation industries.	57250	8/1 liter	81.35	77.35	58.60	55.70	28%
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Brand: Osceola's

Broad-Cide

A neutral ph, bulk packaged antimicrobial soap for multiple applications. Tested effective against HIV-1, HIV-2, HBV, MRSA, VRE & VISA. Turquoise color, pleasant fragrance.	9270-4	4x1 gal	67.85	53.40	48.85	38.45	28%
	9270-5	5 gal	83.95	70.00	60.50	50.40	28%
	9270-55	55 gal	852.00	686.75	613.40	494.15	28%

Brand: Osceola's

<u>Product Name & Description</u>	<u>Reorder Number</u>	<u>Pack & Size</u>	<u>List Price</u>		<u>SPA Price</u>		<u>Percent Discount</u>
			<u>1-49 Cs</u>	<u>50+ Cs</u>	<u>1-49 Cs</u>	<u>50+ Cs</u>	
<u>Broad-Cide Plus</u>							
An economical, neutral ph antimicrobial soap. Packaged in gallons, pails, and drums.	9170-4	4x1 gal	58.80	49.15	42.35	35.40	28%
Effective against HIV-1, HIV-2, HBV, HCV, MRSA, VRE and VISA. Turquoise color, pleasant fragrance.	9170-5	5 gal	69.30	57.55	41.55	41.55	28%
Brand: Osceola's	9170-55	55 gal	715.50	596.00	515.25	429.30	28%

Commodity No. 279-720

WHIRLPOOL BATH ADDITIVE & SKIN CONDITIONER

Disperses completely in bath water forming a stable emulsion for effective conditioning & thorough cleaning.	23011	4/1 gal	156.00	130.00	112.30	93.60	28%
Decreases the need for supplemental skin care with its unique blend of conditioners.							
Leaves no greasy or oily residue, helping to keep your whirlpool unit both sanitary and Efficient.							
Brand: Osceola's							

Commodity No. 485-870

WATERLESS HAND SANITIZER

Sani-Gel Instant Hand Sanitizer

Waterless hand sanitizer that contains 60% Ethyl Alcohol and skin conditioners. Designed as an adjunct to hand washing for those conditions where washing facilities are unavailable or inconvenient. 99.9% effective within 15 seconds.	4710-44	24/4 oz	43.40	39.45	31.30	28.40	28%
	4710-24	24/8 oz	65.30	59.35	47.00	42.75	28%
	4710-33	8x1000 ml	96.00	80.00	69.10	57.60	28%
	4710-27	12/27 oz	91.85	83.60	66.15	60.20	28%
Brand: Osceola's							

Product Name & Description	Reorder Number	Pack & Size	List Price		SPA Price		Percent Discount
			1-49 Cs	50+ Cs	1-49 Cs	50+ Cs	

Commodity No. 279-720

SKIN CARE & INCONTINENT CARE PRODUCTS

Productive Ointment with Zinc Oxide

barrier cream with Zinc Oxide conditioners

and protects the skin by repelling **4700-12 12/8 oz 86.75 69.80 62.50 50.30 28%**

moisture and contaminants. Helps **4700-14 12/4 oz 60.05 54.55 43.25 39.30 28%**

prevent urine burns, rashes, and skin breakdown caused by incontinence. Both a moisturizer and a barrier, ideal for one-step care of geriatric and compromised patients.

Brand: Osceola's

Aloe Vera Protective Ointment

Barrier cream and skin conditioner that

effectively protects the skin by **4707-12 12/8 oz 78.85 63.45 56.80 45.70 28%**

repelling moisture and contaminants. **4707-14 12/4 oz 54.55 49.60 39.30 35.70 28%**

Fortified with Aloe Vera, Lanolin & Vitamin E. Ideal for incontinent care, ostomy care, and use on dry, or damaged skin. Conditions and provides a barrier in one easy step.

Brand: Osceola's

Aloe Vera Protection Skin Cream

Refreshing, non-greasy protection **4100-72 72/4 oz 101.10 89.95 72.75 64.70 28%**

that moisturizes, conditions, and **4100-48 48/8 oz 97.70 86.45 70.35 62.30 28%**

softens the skin. Combines **4100-4 4/1 gal 54.85 48.75 39.55 35.15 28%**

Vitamin E and Aloe Vera to condition & revitalize dry, damaged skin. Does not deteriorate latex gloves.

Brand: Osceola's

Perineal Solution with Aloe Vera

Convenient, easy to use product for **4481-48 48/8 oz 98.85 89.00 71.20 64.10 28%**

care of incontinent patient. Mild to **4481-4 4/1 gal 54.85 48.75 39.55 35.15 28%**

the skin, effective in removing urine and fecal contamination, helping to eliminate odors by cleansing the skin. No-rinse product containing Vitamin E and Aloe Vera for sore, sensitive skin.

Brand: Osceola's

<u>Product Name & Description</u>	<u>Reorder Number</u>	<u>Pack & Size</u>	<u>List Price</u>		<u>SPA Price</u>		<u>Percent Discount</u>
			<u>1-49 Cs</u>	<u>50+ Cs</u>	<u>1-49 Cs</u>	<u>50+ Cs</u>	
<u>Antifungal Barrier Ointment</u> Antifungal Barrier Ointment with 2% Miconazole Nitrate. Cures most jock Itch (tinea cruris), ringworm (tinea Corporis), and athlete's foot (tinea Pedis). Relieves burning, itching, scaling, cracking, chafing and redness associated with these conditions. Brand: Osceola's	594507	12x3.5 oz	149.35	132.65	107.55	95.50	28%

SAVINGS/PRICE REDUCTIONS

Respondent is required to furnish the percent (%) savings in prices offered in this eQuote compared to retail, list, published or other usual and customary prices that would be paid by the purchaser without benefit of an agreement resulting from this eQuote.

DATE November 10, 2005

COMPETITIVE PRICES OFFERED AVERAGE 28% SAVINGS.

HOW CAN WE VERIFY THE CLAIMED SAVINGS (example: retail or other usual and customary prices published at (url), or other source of benchmark prices)?

See previous 2004 Specialty Hair and Skin Care Products Contract

AUTHORIZED SIGNATURE: Steve Hittinger

TELEPHONE NUMBER: (850)580-9800

BIDDER/RESPONDENT NAME: Steve Hittinger

IF AGREEMENT AWARDED, STATE PURCHASING ANALYST/SPECIALIST TOOK THE FOLLOWING STEPS TO VERIFY SAVINGS:

WHAT WERE THE RESULTS?

PURCHASING ANALYST/SPECIALIST:

Ordering Instructions

CONTRACTOR: Osceola Supply, Inc.

SPURS VENDOR NUMBER: F-593-181370-001

eQuote/Agreement Administration

Please identify the person who will be responsible for administering the agreement on your behalf if award is made, and include an emergency contact phone number:

Name: Steve Hittinger

Title: Manager

Street Address: 915 Commerce Blvd.

Email Address: steveh@osceolasupply.com

Phone Number(s): (850)580-9800

Fax Number: (850)580-8001

If the person responsible for answering questions about the agreement is different from the person identified above, please provide the same information for that person.

Name: _____

Title: _____

Street Address: _____

Email Address: _____

Phone Number(s): _____

Fax Number: _____

Direct Orders

Please provide the following information about where the Customers should direct orders. You must provide a regular mailing address. If equipped to receive purchase orders electronically, you may also provide an Internet address.

Street Address or P.O. Box: P.O. Box 13503

City, State, Zip: Tallahassee, Florida 32317

Phone Number: (850)580-9800

Toll Free Number: (800)562-0292

Ordering Fax Number: (850)580-8001

Internet Address: www.osceolasupply.com

Federal ID Number: 59-3181370

Remit Address: P.O. Box 13503

City, State, Zip: Tallahassee, FL 32317

Email Address: steveh@osceolasupply.com

Attach additional addresses for all locations in Florida authorized to perform services under this agreement. All locations must be registered in MyFloridaMarketPlace.