

**SPECIAL CONDITIONS**  
**for a**  
**STATE PURCHASING AGREEMENT**  
**for**  
**SKIN & HAIR CARE PRODUCTS 2007-2008**

**Commodity Codes: 095-200, 279-720, 435-120, and 485-870**

SPA #: 0953227  
Begin Date: 3/5/2007 End Date: 3/4/2008

**Purpose**

The purpose of this equote is to establish a one (1) year State Purchasing Agreement (SPA) for the purchase of Skin & Hair Care Products 2006-2007 proven effective against HIV-1, HIV-2, HBV, MRSA, VRE, and VISA by all State of Florida agencies and other governmental Eligible Users. **There are no existing quantities or orders known.**

**Prices on the equote must reflect F.O.B. Destination, delivered to the ordering entity's location. Please see the Delivery and Shipping section below.**

**Vendor** must contact all State of Florida agencies and other governmental Eligible Users (Customers) to sell these products or services, if this Agreement is awarded. **Vendor, please be aware that this equote is not for any specific quantities for an actual order, Purchase Order (PO), or Direct Order (DO).** All State of Florida agencies and other governmental Eligible Users will provide that information when you contact them.

The Department of Management Services, Division of State Purchasing, reserves the right to make multiple awards of this State Purchasing Agreement, if found that it is in the best interest of the State, and/or other governmental Eligible Users.

There is no annual cap on purchases made from this Agreement. All Purchase Orders issued from the ensuing SPA, individually, must not exceed Category II (\$25,000.00). Please reference Florida Statute 287.042(2)(a) and Florida Administrative Code 60A-1.025.

It is anticipated that award of the SPA shall be as quickly as possible and shall be in effect for one year from date of issue, providing satisfactory performance by the Vendor(s). For any issues pertaining to the equote, please contact Kimberly Jones, Purchasing Agent, at 1-850-488-7996, or email at [Kimberly.Jones@dms.myflorida.com](mailto:Kimberly.Jones@dms.myflorida.com).

**Additional Products/Services Not Listed**

Any and all additional products/services (equipment, parts, etc.), that are not listed on the Price Sheet (Exhibit A), but needed in conjunction with those items, to complete the performance/usage of this State Purchasing Agreement, will be provided by negotiation between the Customer (End User) and the Vendor at no less than the percent discount offered for each item on the Price Sheet, and as referenced on the Savings/Price Reductions page.

**Insurance Requirements**

Only upon award and in the completion of providing the products/services of this Agreement, the Vendor(s) must provide proof of the following Insurance coverage for the Agreement file, and to the Customer, when requested:

The awarded Vendor shall secure and maintain for the effective period of the Agreement the following types of insurance necessary to protect the Vendor and any of their subcontractors performing work under the Agreement:

- A. If applicable, Worker's Compensation Insurance to cover all of its employees during the life of the Agreement in accordance with Chapter 440, Florida Statutes. In case any work is sublet, the Vendor must require the subcontractor similarly to provide Worker's Compensation Insurance for all of the latter's employees unless such employees are covered by the protection afforded the Vendor. Such insurance must comply fully with the Florida Worker's Compensation law. In case any class of employees is to be engaged in hazardous work and is not protected under the Worker's Compensation statute, the Vendor must provide, and cause each subcontractor to provide, adequate insurance, satisfactory to the agency, for protection of employees not otherwise protected. Minimum limits of \$100,000 per accident, \$100,000 per person, and \$500,000 per policy aggregate.
- B. Commercial Comprehensive General Liability, Bodily Injury and Property Damage with minimum limit of \$500,000 for each occurrence.
- C. Automobile Liability Insurance with minimum combined single limit of \$500,000 and \$5,000 medical for any one person, and for each occurrence. Coverage must include all vehicles that transport Vendor's workers or supplies.

Vendor(s) must file Certificates of Insurance with the actual Customer (State of Florida agencies or other governmental Eligible User) using this Agreement evidencing the above coverage, and the holder shall be named "the actual customer" (State of Florida agencies or other governmental Eligible User) on the certificates. Any cancellation or modification of insurance must be presented in writing to the actual customer (State of Florida agencies or other governmental Eligible User) for approval within ten (10) working days of cancellation or modification.

Vendor must have all necessary insurances including automobile and general liability where the State is named as the prime insured. This information must be provided to the State of Florida agencies and other governmental Eligible Users upon request. Please see Section 16 (b) MISCELLANEOUS PROVISIONS, Independent Contractor Status of Vendor of PUR 7722.

### **Installation and/or Maintenance**

If installation and/or maintenance are required by the Customer (end user) then the following applies:

The Vendor shall secure and maintain, for the effective period of the Agreement, the following contractual documents: a P-Card Order or a Purchase Order issued against this Agreement.

Where installation is required, Vendor shall be responsible for placing and installing the product in the required locations, unless otherwise designated on the purchase order. **Installation will be identified and charged (independently) on a separate line of the invoice, if applicable.** Vendor's authorized product and price list shall clearly and separately identify any additional installation charges. All materials used in the installation shall be of good quality and shall be free of defects that would diminish the appearance of the product or render it structurally or operationally unsound. Installation includes the furnishing of any equipment, rigging, and materials required to install or replace the product in the proper location. Vendor shall protect the site from damage and shall repair damages or injury caused during installation by Vendor or its employees or agents. If any alteration, dismantling, excavation, etc., is required to achieve installation, the Vendor shall promptly restore the structure or site to its original condition. Vendor shall perform installation work so as to cause the least inconvenience and interference with Customers and with proper consideration of others on the site. Upon completion of the installation, the location and surrounding area of work shall be left clean and in a neat and unobstructed condition, with everything in satisfactory repair and order.

## **Travel**

The purpose of this section does not include Travel for this State Purchasing Agreement. But, if authorized by Customer, then “Travel” must be paid according to Florida Statute 112.061 Per diem and travel expenses of public officers, employees, and authorized persons. Travel expenses, if applicable, will be paid pursuant to the provisions of Section 112.061, Florida Statutes.

If “Travel” is to be included then the order must state: “Travel is not included on this order but is allowed.”

Please reference the last sentence in **Section 6 (b), Invoicing and Payment** on PUR 7722.

## **Delivery and Shipping**

If applicable for this Agreement, shipping or transportation of goods shall be “F.O.B. Destination” delivered to the ordering entity (Eligible User), which means to any point within the State of Florida.

Delivery shall be made to the ordering State of Florida agency or other governmental Eligible User, 15 to 30 days after Customer places an order, and upon receipt of purchase order, **or as agreed**. A Vendor, within five (5) days after receiving a purchase order, shall notify the Customer of any potential delivery delays. Back ordered items shall be delivered within 15 additional days or as agreed to by the ordering agency. Evidence of inability to deliver, or intentional delays, shall be cause for Agreement cancellation and Vendor suspension.

## **Response Time**

Vendor must discuss the Response Time with every Customer indicating days and times they will be able to comply. Customers must discuss with the Vendor indicating days and times they may need the Response Time complied with. Then, if the Vendor is absent when the Customer calls to report a problem, the Vendor shall call back within two (2) hours of initial call. Onsite Response Time shall be within four (4) hours of initial call.

## **Pallets**

If applicable for the Agreement, any cartons may be delivered on standard GMA double entry pallets. Size of pallets must be 40” x 48” with entry on the 40” side. Pallets shall be loaded no higher than 48” including the pallet.

## **Certification and Electronic Signature**

By completing and responding to this equote, Vendor is agreeing to all terms and conditions, of the Agreement, including those of PUR 7722. A copy of PUR 7722 may be obtained at:

[http://dms.myflorida.com/dms/business\\_operations/state\\_purchasing/documents\\_forms\\_references\\_resources\\_1/purchasing\\_forms](http://dms.myflorida.com/dms/business_operations/state_purchasing/documents_forms_references_resources_1/purchasing_forms).

Price decreases are acceptable on invoice(s) presented for payment. Vendor will assume all responsibility for damages due to faulty equipment. The Vendor certifies that the discounted prices stated will hold for the duration of the Agreement, if awarded, and that the State Purchasing Agreement products/services quoted meet or exceed manufacturer’s warranty requirements. **Warranty information must be made available to the Customer. Customer must review the warranty information for the specific details of maintenance and repair requirements, if applicable.**

## **Technical Documentation & Price List**

All products/services quoted must meet or exceed all requirements of this equote. The Vendor must provide an **electronically scanned copy of their current catalog showing equipment or products/services being quoted; or a website address where their products and price list can be viewed**. Please indicate this web site address in #3 of Minimum Requirements section below **and** on Price Sheet, if indicated. The effective date and the discount off list price should be shown on the Price Sheet pages for each quoted response. The purpose of

this request, for technical documentation and/or price list, is required to demonstrate compliance of the product/service quoted and to allow a technical evaluation and verification of a true savings to the State of Florida agencies and other governmental Eligible Users. Failure to provide the required technical documentation will result in disqualification of the respondent's equote and/or removal from any resulting Agreement.

### **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 Instructions page 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, paragraph 7 **DOES** apply.

### **Minimum Requirements**

Respondents shall:

1. Quote a discount off list prices (price charged to customer off the street) of the products that you are quoting on the pricing page(s). Price(s) quoted should include: List Price, Percent Discount given, and SPA Discounted Price (or as seen on Price Sheet page(s)).
2. Indicate length of time your company has been providing these products/services.
3. Electronically provide literature of products/services being quoted showing the List Price or a website URL where the products/services and pricing can be viewed.
4. The web site for Osceola Supply, Inc:  
**Website Address:** <http://www.osceolasupply.com>

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The web site for Medline Industries, Inc:  
**Website Address:** <http://www.MEDLINE.COM>

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5. For submission of additional products/services not listed on the Price Sheet (Exhibit A) pages, electronically provide specifications for them.
6. If in the completion of the products/services provided for in this Agreement, Installation charges are necessary, please provide your quote on the Price Sheet (Exhibit A) pages.
7. Must quote items as shown on Price Sheet (Exhibit A) pages as approved by an Infection Control Committee and Safety Committee.

It may be determined that your failure to submit the information required in this section, will be grounds for disqualification of your quote and/or removal from any resulting Agreement.

### **Questions**

If you have questions regarding how to use the equote tool (i.e., review a quote, submit a supplier response, download an attachment, etc.), please contact the MyFloridaMarketPlace (MFMP) Customer Service Desk at 1-866-352-3776 or at [VendorHelp@myfloridamarketplace.com](mailto:VendorHelp@myfloridamarketplace.com).

**If Agreement is Awarded**

Award will be made to the lowest responsive and responsible supplier(s) who offers the highest discount from their list price, resulting in the lowest net cost (Discounted SPA Price) to the State of Florida agencies and other governmental Eligible Users of the ensuing Agreement, if awarded. This means that the lowest price(s) will be determined by applying the discount offered to the list price to get the lowest net price. Possible Eligibility for Award will be based on the Vendor’s submission of their equote response for Skin & Hair Care Products 2006-2007 as depicted in this document

The Department of Management Services, Division of State Purchasing, reserves the right to make multiple awards of this State Purchasing Agreement, if found that it is in the best interest of the State, and/or other governmental Eligible Users.

Vendor(s) may respond and receive awards in all geographic districts (regions) or statewide, as depicted on the enclosed map. The district response shall be at the Vendor’s option (discretion). **Please indicate your choice(s) at the end of the Price Sheet (Exhibit A) pages.** All other provisions of this document shall prevail.

Awarded Vendor(s) will provide quarterly sales reports to the Agreement Manager/Administrator. Please see the following chart for reporting your sales:

COLUMN 1	COLUMN 2	COLUMN 3	COLUMN 4
Jan	Feb	Mar	APR
Apr	May	Jun	JUL
Jul	Aug	Sep	OCT
Oct	Nov	Dec	JAN

According to the effective date of this Agreement, your report is due in the month indicated in the fourth column, and every quarter thereafter. You must submit four (4) reports for the term of this Agreement. For example: if the Agreement begins in March, your report is due the following April (APR in fourth column), and every quarter after that, as shown above. Also, the last report must capture the days up to and including the expiration date of the Agreement.

The form, which will be emailed to the awarded Vendor(s), will show what is necessary for a complete submittal, such as: the complete Customer contact information, and the amount of the sale.

**Current SPA Expiration or Cancellation**

As a result of this equote, the new Agreement, if awarded, will replace the present or current upon its expiration, if one exists. Any State Term Contract established, in whole or in part, subsequent to this equote, for like items or services, will cancel this State Purchasing Agreement. The ensuing Agreement will be **cancelled** if the awarded Vendor does not submit their quarterly sales reports to this office, as instructed above, by emailing them to the Agreement Administrator’s contact information seen in the Purpose section on page one (1). the form will be provided in a follow-up email to the awarded Vendor(s). Once the late reports are submitted, the Agreement will be reinstated.

**VENDOR NAME: MEDLINE INDUSTRIES, INC**

**PRICE SHEET (EXHIBIT A)**  
**for**  
**SKIN & HAIR CARE PRODUCTS 2006-2007**

**Vendor has completed the following section in addition to the pricing:**

**Effective Date** of prices quoted in this response: 12/12/06 TO 12/12/2007 \_\_\_\_\_

Installation Charges, ***if applicable***, for your response to this equote: If dispensers were to be installed, we pay \$2.50 per dispenser.

How Long has Your Company been Providing these Products/Services: Skin care products: over 25 years, company in business since 1966.

**According to the District/Region/Section Map, Vendor will provide service coverage Statewide or these Districts/Sections:**

**xxx** Statewide \_\_\_\_\_ Western \_\_\_\_\_ Northern \_\_\_\_\_ Central \_\_\_\_\_ Southern

**NOTE TO CUSTOMER:** Awarded Vendor has used the *following link* to view the MAP and respond to the above:

[http://dms.myflorida.com/business\\_operations/state\\_purchasing/vendor\\_information/state\\_contracts\\_agreements\\_and\\_price\\_lists/state\\_purchasing\\_agreements/batteries\\_automotive\\_truck\\_and\\_marine\\_types\\_with\\_recycled\\_content/regional\\_county\\_map](http://dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/state_purchasing_agreements/batteries_automotive_truck_and_marine_types_with_recycled_content/regional_county_map)

To follow the above-link, please press the Control Key on your keyboard, and then Click the link.

<b>MEDLINE INDUSTRIES</b>								
<b>Product Name &amp; Description</b>	<b>Reorder Number</b>	<b>Description</b>	<b>Pack &amp; Size</b>	<b>List Price 1-49 Cs</b>	<b>List Price 50+ Cs</b>	<b>SPA Price 1-49 Cs</b>	<b>SPA Price 50+ Cs</b>	<b>Percent Discount</b>
<b>Commodity No. 095-200</b>								
<b>HAIR &amp; BODY CLEANSERS</b>								
<b>Hair &amp; Body Shampoo – PINK</b> A pH balanced total body wash that leaves the skin soft and supple. May also be used as no-rinse bed bath.	MSC095348	Soothe & Cool shampoo & B wash, with Aloe and vitamins, extremely mild, for delicate skin.	48/cs, 4 oz	85.47	\$ 81.19	48.2	45.79	43.6%
	MSC095340	Soothe & Cool shampoo & B wash, with Aloe and vitamins, extremely mild, for delicate skin.	12/cs, 16 oz	33.31	\$ 31.65	23.01	21.86	30.9%
	MSC095342	Soothe & Cool shampoo & B wash, with Aloe and vitamins, extremely mild, for delicate skin.	4/cs, 128 oz	66.73	\$ 63.40	39.5	37.53	40.8%
	MSC094108	Remedy 4-in-1 Body Cleanser, foam, can be used as a no-rinse or rinse-off. With phospholipids, soap-free. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction.	12/cs, 9 oz	103.40	\$ 98.23	67.51	64.13	34.7%
	MSC095060	Medline Kiwi-mango Shampoo & Body wash	48/cs, 8 oz	86.23	\$ 81.92	57.21	54.35	33.7%
<b>Brand: Medline Industries, Inc</b>								
<b>Body Wash &amp; Shampoo</b> A pH balanced total body wash with Aloe Vera & Lanolin. Cleanses & deodorizes without drying the skin.	MSC095348	Soothe & Cool shampoo & B wash, with Aloe and vitamins, extremely mild, for delicate skin.	48/cs, 4 oz	85.47	\$ 81.19	48.2	45.79	43.6%
	MSC095340	Soothe & Cool shampoo & B wash, with Aloe and vitamins, extremely mild, for delicate skin.	12/cs, 16 oz	33.31	\$ 31.65	23.01	21.86	30.9%
	MSC094108	Remedy 4-in-1 Body Cleanser, foam, can be used as a no-rinse or rinse-off. With phospholipids, soap-free. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe	12/cs, 9 oz	103.40	\$ 98.23	67.51	64.13	34.7%
	MSC096410	Soothe & Cool herbal Shampoo & Body wash, with natural extracts, including Canadian Willowherb and multiple moisturizing and conditioning agents. Ideal for dry hair/skin.	12/cs, 8 oz	28.76	\$ 27.32	21.23	20.17	26.2%
	MSC096412	Soothe & Cool herbal Shampoo & Body wash, with natural extracts, including Canadian Willowherb and multiple moisturizing and conditioning agents. Ideal for dry hair/skin.	4/cs, 128 oz	63.38	\$ 60.21	42.31	40.19	33.2%
	KUT68041MED	Foaming Shampoo and Body wash, light Aloe Vera scent and conditioning, in a bag	6/CS, 1000ml	\$77.89	\$72.22	\$54.78	\$48.37	33.0%
<b>Brand: Medline Industries, Inc</b>								

<b>Soft Care Body Wash</b>								
Enriched skin cleanser for complete hair & body bathing. Product rinses freely, leaves the skin soft and supple. Designed for no-rinse bed bathing of patients. Aloe Vera, Lanolin, Vitamin E are left on the skin to moisturize & revitalize dry, damaged skin.	MSC094308	Remedy 4-in-1 Cleansing Lotion, cleanses with phospholipids (soap-free, surfactant-free), moisturizes with natural oils and protects with dimethicone. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe. Can be used as a no-rinse or rinse-off product.	12/cs, 8 oz	104.40	\$ 99.18	71.2	67.64	31.8%
	MSC094320	Remedy 4-in-1 Cleansing Lotion, cleanses with phospholipids (soap-free, surfactant-free), moisturizes with natural oils and protects with dimethicone. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe. Can be used as a no-rinse or rinse-off product.	12/cs, 32 oz	278.22	\$ 264.31	172.36	163.74	38.0%
	MSC094108	Remedy 4-in-1 Body Cleanser, foam, can be used as a no-rinse or rinse-off. With phospholipids, soap-free. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe	12/cs, 9 oz	103.40	\$ 98.23	67.51	64.13	34.7%
	MSC096440	Soothe & Cool herbal No-rinse Shampoo & Body wash, with natural extracts, and multiple moisturizing and conditioning agents. Ideal for dry hair/skin. Mild enough to leave-on the skin	12/cs, 8 oz	33.49	\$ 31.81	26.32	25.00	21.4%
	MSC095440	Soothe & Cool No-rinse shampoo. No fragrance/no dyes, extremely mild. With aloe and vitamins.	12/cs, 8 oz	32.42	\$ 30.80	25.65	24.37	20.9%
	<b>Brand: Medline Industries, Inc</b>							
<b>Blue Foam Soap</b>								
A blue lotion foam soap with a mild floral fragrance, offering a general purpose cleansing hand washing and bathing.	KUT69041M ED	Foaming hand soap, tropical scent, gentle formula, Aloe Vera, and Vit E	6/CS, 1000ml	\$77.12	\$71.96	\$54.03	\$47.94	33.4%
	KUT68041M ED	Foaming Shampoo and Body wash, light Aloe Vera scent and conditioning, in a bag	6/CS, 1000ml	\$77.89	\$72.22	\$54.78	\$48.37	33.0%
	MSC094108	Remedy 4-in-1 Body Cleanser, foam, can be used as a no-rinse or rinse-off. With phospholipids, soap-free. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe	9 oz, 12/cs	103.40	\$ 98.23	67.51	64.13	34.7%
<b>Brand: Medline Industries, Inc</b>								
<b>Commodity No. 435-120</b>								
<b>SURGICAL SCRUBS &amp; ANTIMICROBIAL SOAPS</b>								
No Response								
<b>Medi-Clean Surgical</b>								

<p><u>Soap w/ Triclosan</u> Surgical hand scrub containing 3% Triclosan. Antimicrobial product helps prevent the spread of infection, while conditioners keep skin moisturized after frequent scrubbing.</p>								
<p><b>Brand: Medline Industries, Inc</b></p>								
<p><u>Medicated Soap with Aloe Vera</u></p>	<p>No Response</p>							
<p>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.</p>								
<p><b>Brand: Medline Industries, Inc</b></p>								
<p><u>Green Antibacterial Foam Soap</u></p>								
<p>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.</p>	<p>KUT68941M ED</p>	<p>Antimicrobial foam, .3% Triclosan, Aloe and Vit E , in bag</p>	<p>6/CS, 1000ml</p>	<p>74.12</p>	<p>68.45</p>	<p>0.27658</p>	<p>53.62 0.28722</p>	
<p><b>Brand: Medline Industries, Inc</b></p>								
<p><u>Broad-Cide</u></p>								
<p>A neutral ph, bulk packaged antimicrobial soap for multiple applications. Tested effective against HIV-1, HIV-2, HBV, MRSA, VRE, and VISA. Turquoise color, pleasant fragrance.</p>	<p>KUT68941M ED</p>	<p>Antimicrobial foam, .3% Triclosan, Aloe and Vit E , in bag</p>	<p>6/CS, 1000ml</p>	<p>74.12</p>	<p>68.45</p>	<p>0.27658</p>	<p>53.62 0.28722</p>	
	<p>MSC098200</p>	<p>Antimicrobial liquid soap, .2% Triclosan, mild hypoallergenic formula, 800ml bag</p>	<p>12/CS, 800ml</p>	<p>97.56</p>	<p>91.45</p>	<p>0.30863</p>	<p>67.45 0.30979</p>	
	<p>MSC098203</p>	<p>Antimicrobial liquid soap, .2% Triclosan, mild hypoallergenic formula, 1000ml bag</p>	<p>12/CS,1000 ml</p>	<p>151.2</p>	<p>139.62</p>	<p>0.29074</p>	<p>107.24 0.3011</p>	
	<p>MSC098205</p>	<p>Antimicrobial liquid soap, .2% Triclosan, mild hypoallergenic formula, gallon</p>	<p>4/CS, GAL</p>	<p>170.65</p>	<p>154.29</p>	<p>0.30864</p>	<p>117.98 0.3067</p>	
<p><b>Brand: Medline Industries, Inc</b></p>								
<p><u>Broad-Cide Plus</u></p>								
<p>An economical, neutral ph antimicrobial soap. Packaged in gallons, pails, and drums. Effective against HIV-1, HIV-2, HBV, HCV, MRSA, VRE, and VISA. Turquoise color, pleasant fragrance.</p>	<p>MSC098205</p>	<p>Antimicrobial liquid soap, .2% Triclosan, mild hypoallergenic formula, gallon</p>	<p>4/CS, GAL</p>	<p>170.65</p>	<p>154.29</p>	<p>0.30864</p>	<p>117.98 0.3067</p>	
<p><b>Brand: Medline Industries, Inc</b></p>								

<b><u>WHIRLPOOL BATH ADDITIVE &amp; SKIN CONDITIONER</u></b>								
Disperses completely in bath water forming a stable emulsion for effective conditioning & thorough cleaning. 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.	MSC095350	Soothe & Cool Shampoo & Body wash concentrate, with Aloe Vera and vitamins,.	12/cs, 16 oz	68.11	\$ 64.71	58.24	55.33	14.5%
	MSC095352	Soothe & Cool Shampoo & Body wash concentrate, with Aloe Vera and vitamins,.	4/cs, 128 oz	103.24	\$ 98.08	85.23	80.97	17.4%
	MSC095356	Soothe & Cool Shampoo & Body wash concentrate, with Aloe Vera and vitamins,.	12/cs, 8 oz	43.13	\$ 40.98	35.17	33.41	18.5%
	MSC090472	Soothe & Cool bath oil, with cleansers and moisturizers.	96/cs, 3.5 oz	152.56	\$ 144.93	115.69	109.91	24.2%
Brand: Medline Industries, Inc								
Commodity No. 485-870								
<b><u>WATERLESS HAND SANITIZER</u></b>								
<b><u>Sani-Gel Instant Hand Sanitizer</u></b>								
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.	MSC097030	Epi Clenz, 70% V/V, with Aloe Vera, Vit E, flip top	24/CS, 4oz	\$37.98	\$35.79	\$26.97	\$24.67	30.03%
	MSC097031	Epi Clenz, 70% V/V, with Aloe Vera, Vit E, flip top, with scent	24/CS, 4oz	\$39.92	\$36.29	\$28.17	\$25.56	29.50%
	MSC097032	Epi Clenz, 70% V/V, with Aloe Vera, Vit E, with pump	12/CS,16oz	\$58.87	\$53.50	\$41.45	\$37.70	29.56%
	MSC097033	Epi Clenz, 70% V/V, with Aloe Vera, Vit E, with pump, with scent	12/CS,16oz	\$59.12	\$53.01	\$41.98	\$38.01	28.64%
	MSC097040	Epi Clenz foam, 62% V/V, with Aloe Vera, Vit E, in can	24/CS,8oz	\$60.07	\$54.60	\$42.30	\$38.47	29.56%
	MSC097042	Epi Clenz foam, 62% V/V, with Aloe Vera, Vit E, in can	12/CS,16oz	\$58.12	\$52.43	\$40.97	\$36.13	29.51%
	MSC097024	Epi Clenz Plus, 62% V/V, with Aloe Vera, Vit E, Jojoba oil and Dimethicone	48/CS,4oz	\$79.84	\$72.58	\$55.21	\$50.09	30.92%
	MSC097026	Epi Clenz Plus, 62% V/V, with Aloe Vera, Vit E, Jojoba oil and Dimethicone, W/pump	12/CS,16oz	\$61.38	\$55.78	\$42.77	\$39.90	29.39%
	MSC098600	Protection Plus, 62% V/V hand sanitizer, in bag	12/CS,800ml	\$88.32	\$73.60	\$62.19	\$51.84	29.58%
Brand: Medline Industries, Inc								
Commodity No. 279-720								
<b><u>SKIN CARE &amp; INCONTINENT CARE PRODUCTS</u></b>								
Productive Ointment with Zinc Oxide barrier cream with Zinc Oxide conditioners and protects the skin by repelling moisture and contaminants. Helps 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.	MSC095420	Soothe & Cool INZO Invisible Zinc Oxide Barrier Cream, with 5% zinc oxide and 5% dimethicone, it dries dry and let monitor skin. Rubs in clear and allows taping on top. Petrolatum-free. Fragrance-free. Ideal as a moisturizing barrier.	12/cs, 4 oz	85.91	\$ 81.62	40.26	38.25	53.1%
	MSC095422	Soothe & Cool INZO Invisible Zinc Oxide Barrier Cream, with 5% zinc oxide and 5% dimethicone, it dries dry and let monitor skin. Rubs in clear and allows taping on top. Petrolatum-free. Fragrance-free. Ideal as a moisturizing barrier.	144/cs, 8 ml	79.96	\$ 75.96	50.25	47.74	37.2%

	MSC095450	Soothe & Cool Skin Paste. A paste with zinc oxide, that protects delicate skin. It contains karaya gum to absorb moisture, vitamins and aloe.	12/cs, 2.5 oz	80.62	\$ 76.59	48.65	46.22	39.7%
	MSC094524	Remedy Calazime Protectant Paste. With Zinc oxide at 20% and Menthol at 0.4% as analgesic. Protects while nourishing the skin with amino acids, vitamins, MSM and antioxidants, all vital ingredients in cellular reconstruction. Ideal under compression wrapping, to treat diaper rash, in cases of macerated skin. Removes easily with Remedy cleansers with phospholipids.	12/cs, 4 oz	123.71	\$ 117.53	65.65	62.37	46.9%
	MSC094524 PACK	Remedy Calazime Protectant Paste. With Zinc oxide at 20% and Menthol at 0.4% as analgesic. Protects while nourishing the skin with amino acids, vitamins, MSM and antioxidants, all vital ingredients in cellular reconstruction. Ideal under compression wrapping, to treat diaper rash, in cases of macerated skin. Removes easily with Remedy cleansers with phospholipids.	144/cs, 4 ml	78.16	\$ 74.25	52.65	50.02	32.6%
<b>Brand: Medline Industries, Inc</b>								
<b><u>Aloe Vera Protective Ointment</u></b>								
Barrier cream and skin conditioner that effectively protects the skin by repelling moisture and contaminants. 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.	MSC094514	Remedy Dimethicoen Moisture Barrier Cream, with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin. Non-greasy, petrolatum-free.	12/cs, 4 oz	86.07	\$ 81.76	43.25	41.09	49.7%
	MSC094532	Remedy Nutrashield, the strongest barrier with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin. Non-greasy, petrolatum-free. Ideal under compression wrapping, for cracked skin, denuded skin and to prevent/treat diaper dermatitis.	24/cs, 2 oz	143.33	\$ 136.17	87.69	83.31	38.8%
	MSC094534	Remedy Nutrashield, the strongest barrier with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin. Non-greasy, petrolatum-free. Ideal under compression wrapping, for cracked skin, denuded skin and to prevent/treat diaper dermatitis.	12/cs, 4 oz	118.40	\$ 112.48	65.65	62.37	44.6%

	MSC094534 PACK	Remedy Nutrashield, the strongest barrier with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin. Non-greasy, petrolatum-free. Ideal under compression wrapping, for cracked skin, denuded skin and to prevent/treat diaper dermatitis.	144/cs, 4 ml	63.76	\$ 60.57	52.65	50.02	17.4%
	MSC095380	Soothe & Cool Moisture Barrier Ointment, a petrolatum barrier with Aloe and vitamins. Fragrance-free	12/cs, 2 oz	30.00	\$ 28.50	19.89	18.90	33.7%
	MSC095382	Soothe & Cool Moisture Barrier Ointment, a petrolatum barrier with Aloe and vitamins. Fragrance-free	12/cs, 7 oz	58.78	\$ 55.84	38.5	36.58	34.5%
	MSC095384	Soothe & Cool Moisture Barrier Ointment, a petrolatum barrier with Aloe and vitamins. Fragrance-free	144/cs, 5 gr	33.16	\$ 31.50	20.47	19.45	38.3%
<b>Brand: Medline Industries, Inc</b>								
<b><u>Aloe Vera Protection Skin Cream</u></b>								
Refreshing, non-greasy protection that moisturizes, conditions, and softens the skin. Combines Vitamin E and Aloe Vera to condition & revitalize dry, damaged skin. Does not deteriorate latex gloves.	MSC094424	Remedy SKiN Repair Cream, with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin with dimethicone. Non-greasy, petrolatum-free. Ideal as a daily moisturizer from face to toe. Ideal to prevent stir tears, helps reduce bruises. Recommended for diabetic patients	12/cs, 4 oz	83.20	\$ 79.04	42.32	40.20	49.1%
	MSC094422	Remedy SKiN Repair Cream, with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin with dimethicone. Non-greasy, petrolatum-free. Ideal as a daily moisturizer from face to toe. Ideal to prevent stir tears, helps reduce bruises. Recommended for diabetic patients	24/cs, 2 oz	116.47	\$ 110.64	60.32	57.30	48.2%
	MSC094424 PACK	Remedy SKiN Repair Cream, with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin with dimethicone. Non-greasy, petrolatum-free. Ideal as a daily moisturizer from face to toe. Ideal to prevent stir tears, helps reduce bruises. Recommended for diabetic patients	144/cs, 4 ml	54.24	\$ 51.53	45.63	43.35	15.9%

	MSC094420	Remedy Skin Repair Cream, with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin with dimethicone. Non-greasy, petrolatum-free. Ideal as a daily moisturizer from face to toe. Ideal to prevent stir tears, helps reduce bruises. Recommended for diabetic patients	12/cs, 32 oz	374.36	\$ 355.64	255	242.25	31.9%
	MSC095362	Soothe & Cool moisturizing Lotion, with Aloe and vitamins, mild and gentle for delicate skin.	12/cs, 8 oz	23.76	\$ 22.57	17.65	16.77	25.7%
	MSC095364	Soothe & Cool moisturizing Lotion, with Aloe and vitamins, mild and gentle for delicate skin.	4/cs, 128 oz	65.00	\$ 61.75	42.36	40.24	34.8%
	MSC095368	Soothe & Cool moisturizing Lotion, with Aloe and vitamins, mild and gentle for delicate skin.	48/cs, 4 oz	75.93	\$ 72.14	35.65	33.87	53.1%
	MSC094514	Remedy Dimethicoen Moisture Barrier Cream, with nutrients: amino acids, vitamins, antioxidants and MSM. With organic Aloe and essential oils, all vital ingredients in cell reconstruction. Moisturizes and protects the skin. Non-greasy, petrolatum-free.	12/cs, 4 oz	86.07	\$ 81.76	43.25	41.09	49.7%
<b>Brand: Medline Industries, Inc</b>								
<b><u>Perineal Solution with Aloe Vera</u></b>								
Convenient, easy to use product for care of incontinent patient. Mild to 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.	MSC095320	Soothe & Cool no-rinse perineal wash, with aleio and vitamins, fragrance and dye free, for delicate skin	12/cs, 8 oz	40.76	\$ 38.72	20.14	19.13	50.6%
	MSC095322	Soothe & Cool no-rinse perineal wash, with aleio and vitamins, fragrance and dye free, for delicate skin	4/cs, 128 oz	77.07	\$ 73.21	41.23	39.17	46.5%
	MSC096440	Soothe & Cool Herbal No-rinse shampoo/b wash, can be used in perineal area. With natural extracts to condition skin	12/cs, 8 oz	33.49	\$ 31.81	26.32	25.00	21.4%
	MSC094108	Remedy 4-in-1 Body Cleanser, foam, can be used as a no-rinse or rinse-off. With phospholipids, soap-free. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe	12/cs, 9 oz	103.40	\$ 98.23	67.51	64.13	34.7%
	MSC094308	Remedy 4-in-1 Cleansing Lotion, cleanses with phospholipids (soap-free, surfactant-free), moisturizes with natural oils and protects with dimethicone. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe. Can be used as a no-rinse or rinse-off product.	12/cs, 8 oz	104.40	\$ 99.18	71.2	67.64	31.8%

	MSC094320	Remedy 4-in-1 Cleansing Lotion, cleanses with phospholipids (soap-free, surfactant-free), moisturizes with natural oils and protects with dimethicone. Contains nutrients for skin cells: amino acids, vitamins, antioxidants & MSM, all vital components in cell reconstruction. With organic Aloe. Can be used as a no-rinse or rinse-off product.	12/cs, 32 oz	278.22	\$ 264.31	172.36	163.74	38.0%
	MSC095206	Medline Perineal Wash, with Aloe, it can be used as a rinse-free or rinse-off alternative	12/cs, 8 oz	104.31	\$ 99.10	42.22	40.11	59.5%
	MSC095200	Medline Perineal Wash, with Aloe, it can be used as a rinse-free or rinse-off alternative	4/cs, 128 oz	63.82	\$ 60.63	39.88	37.89	37.5%

Brand: Medline Industries, Inc

**Antifungal Barrier Ointment**

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	MSC094604	Remedy Antifungal Cream, with 2% miconazole nitrate and nutrients" amino acids, vitamins, antioxidants & MSM. Contain cetyl dimethicone to help maintain product in place. Breathable. Petrolatum free	12/cs, 4 oz	113.40	\$ 107.73	82.1	78.00	27.6%
	MSC095632	Soothe & Cool INZO ANTIFUNGAL cream, with miconazole nitrate at 2% and zinc oxide, dimethicone and petrolatum. May be applied thin (rubs in clear) or thick	24/cs, 2 oz	161.24	\$ 153.18	101.59	96.51	37.0%
	MSC095635	Soothe & Cool INZO ANTIFUNGAL cream, with miconazole nitrate at 2% and zinc oxide, dimethicone and petrolatum. May be applied thin (rubs in clear) or thick	12/cs, 5 oz	131.20	\$ 124.64	91.56	86.98	30.2%

Brand: Medline Industries, Inc

**NOTE TO CUSTOMER:**

Vendor has provided these Additional Manufacturer's Description and Brand Names below and a discount. **THESE PRODUCTS ARE LISTED FOR INFORMATIONAL PURPOSES ONLY, AND ARE NOT CONSIDERED A PART OF THIS STATE PURCHASING AGREEMENT. YOU MAY NEGOTIATE WITH THE VENDOR TO RECEIVE THE SAME OR GREATER DISCOUNT LISTED FOR THIS VENDOR ON THEIR SAVINGS/PRICE REDUCTIONS PAGE.**

**MEDLINE INDUSTRIES**

Product Name & Description	Reorder Number	Description	Pack & Size	List Price 1-49 Cs	List Price 50+ Cs	SPA Price 1-49 Cs	SPA Price 50+ Cs	Percent Discount
REMEDY ANTIFUNGAL POWDER	MSC094603	Remedy Antifungal POWDER, with nutrients that are vital to skin cells reconstruction: amino acids, vitamins, MSM and antioxidants. Talc-free product, does not cake and it does absorb moisture.	12/cs, 3 oz	79.76	\$ 75.77	65.23	61.97	18.2%

Brand: Medline Industries, Inc

**VENDOR NAME: Osceola Supply, Inc.**

**PRICE SHEET (EXHIBIT A)**  
**for**  
**SKIN & HAIR CARE PRODUCTS 2006-2007**

**Please complete the following section in addition to the pricing:**

**Effective Date** of prices quoted in this response: December 15, 2006 \_\_\_\_\_

Installation Charges, ***if applicable***, for your response to this equote: \_\_\_\_\_

How Long has Your Company been Providing these Products/Services: \_\_\_\_\_ 15  
Months Years

According to the District/Region/Section Map, Vendor will provide service coverage Statewide or these Districts/Sections:

Statewide     Western     Northern     Central     Southern

**NOTE TO CUSTOMER:** Awarded Vendor has used the *following link* to view the MAP and respond to the above:

[http://dms.myflorida.com/business\\_operations/state\\_purchasing/vendor\\_information/state\\_contracts\\_agreements\\_and\\_price\\_lists/state\\_purchasing\\_agreements/batteries\\_automotive\\_truck\\_and\\_marine\\_types\\_with\\_recycled\\_content/regional\\_county\\_map](http://dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/state_purchasing_agreements/batteries_automotive_truck_and_marine_types_with_recycled_content/regional_county_map)

To follow the above-link, please press the Control Key on your keyboard, and then Click the link.

<b>Product Name &amp; Description</b>	<b>Product/ Reorder Number</b>	<b>Pack &amp; Size</b>	<b>List Price <u>1-</u> 49 Cs</b>	<b>List Price <u>50+</u> Cs</b>	<b>SPA Price <u>1-</u> 49 Cs</b>	<b>SPA Price <u>50+</u> Cs</b>	<b>Percent Discount</b>
<b><u>Commodity No. 095-200</u></b>							
<b><u>HAIR &amp; BODY CLEANSERS</u></b>							
<b><u>Hair &amp; Body Shampoo – PINK</u></b>	4211-48	48x8 oz	\$95.50	\$86.90	\$68.80	\$62.60	28%
	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. May also be used as no-rinse bed bath.	4211-66	4x2000ml	\$81.65	\$68.20	\$58.85	\$49.15	28%
	4211-4	4/1 gal	\$66.80	\$59.35	\$48.10	\$42.80	28%
	4211-4F	4/1 gal	\$66.80	\$59.5	\$48.10	\$42.80	28%
Brand: Osceola Supply, Inc.							

<b>Product Name &amp; Description</b>	<b>Product/ Reorder Number</b>	<b>Pack &amp; Size</b>	<b>List Price <u>1-</u> 49 Cs</b>	<b>List Price <u>50+ Cs</u></b>	<b>SPA Price <u>1-</u> 49 Cs</b>	<b>SPA Price <u>50+ Cs</u></b>	<b>Percent Discount</b>
<b><u>Body Wash &amp; Shampoo</u></b>	<b>4205-48</b>	<b>48x8 oz</b>	<b>\$91.00</b>	<b>\$82.75</b>	<b>\$65.55</b>	<b>\$59.60</b>	<b>28%</b>
A pH balanced total body wash with Aloe Vera & Lanolin. Cleanses & deodorizes without drying the skin.	<b>4205-37</b>	<b>12x1000ml</b>	<b>\$84.75</b>	<b>\$77.15</b>	<b>\$61.05</b>	<b>\$55.60</b>	<b>28%</b>
	<b>4205-4</b>	<b>4/1 gal</b>	<b>\$55.80</b>	<b>\$49.40</b>	<b>\$40.20</b>	<b>\$35.55</b>	<b>28%</b>
	<b>4205-4F</b>	<b>4/1 gal</b>	<b>\$55.80</b>	<b>\$49.40</b>	<b>\$41.20</b>	<b>\$35.55</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Mellow Breeze Body Wash &amp; Shampoo Soft Care Body Wash</u></b>							
Enriched skin cleanser for complete hair & body bathing. Product rinses freely, leaves the skin soft and supple. Designed for no-rinse bed bathing of patients. Aloe Vera, Lanolin, Vitamin E are left on the skin to moisturize & revitalize dry, damaged skin.	<b>4470-4</b>	<b>4/1 gal</b>	<b>\$66.70</b>	<b>\$63.90</b>	<b>\$48.00</b>	<b>\$46.00</b>	<b>28%</b>
	<b>4150-48</b>	<b>48x8 oz</b>	<b>\$92.80</b>	<b>\$84.35</b>	<b>\$66.85</b>	<b>\$60.75</b>	<b>28%</b>
	<b>4150-4</b>	<b>4/1 gal</b>	<b>\$64.00</b>	<b>\$60.80</b>	<b>\$46.10</b>	<b>\$43.80</b>	<b>28%</b>
	<b>4150-4F</b>	<b>4/1 gal</b>	<b>\$64.00</b>	<b>\$60.80</b>	<b>\$46.10</b>	<b>\$43.80</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Blue Foam Soap</u></b>							
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.	<b>58220</b>	<b>8/1 liter</b>	<b>\$78.65</b>	<b>\$74.65</b>	<b>\$56.65</b>	<b>\$53.75</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Commodity No. 435-120</u></b>							
<b><u>SURGICAL SCRUBS &amp; ANTIMICROBIAL SOAPS</u></b>							
<b><u>Medi-Clean Surgical Soap w/ Triclosan</u></b>	<b>4920-K</b>	<b>12x800 ml</b>	<b>\$72.50</b>	<b>\$64.80</b>	<b>\$52.15</b>	<b>\$46.65</b>	<b>28%</b>
	<b>4920-37</b>	<b>12x1000ml</b>	<b>\$87.10</b>	<b>\$79.80</b>	<b>\$62.75</b>	<b>\$57.45</b>	<b>28%</b>
Surgical hand scrub containing 3% Triclosan. Antimicrobial product helps prevent the spread of infection, while conditioners keep skin moisturized after frequent scrubbing.	<b>4920-33</b>	<b>8x1000ml</b>	<b>\$84.45</b>	<b>\$70.60</b>	<b>\$60.85</b>	<b>\$50.85</b>	<b>28%</b>
	<b>4920-66</b>	<b>4x2000ml</b>	<b>\$84.45</b>	<b>\$70.60</b>	<b>\$60.82</b>	<b>\$50.85</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							

<b>Product Name &amp; Description</b>	<b>Product/ Reorder Number</b>	<b>Pack &amp; Size</b>	<b>List Price 1- 49 Cs</b>	<b>List Price 50+ Cs</b>	<b>SPA Price 1- 49 Cs</b>	<b>SPA Price 50+ Cs</b>	<b>Percent Discount</b>
<b><u>Medicated Soap with Aloe Vera</u></b>							
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.	<b>4330-48</b>	<b>48x8 oz</b>	<b>\$105.10</b>	<b>\$100.05</b>	<b>\$75.70</b>	<b>\$72.10</b>	<b>28%</b>
	<b>4330-27</b>	<b>12x27 oz</b>	<b>\$79.30</b>	<b>\$72.10</b>	<b>\$57.10</b>	<b>\$51.95</b>	<b>28%</b>
	<b>4300-37</b>	<b>12x1000ml</b>	<b>\$84.35</b>	<b>\$77.45</b>	<b>\$60.90</b>	<b>\$55.75</b>	<b>28%</b>
	<b>4330-32</b>	<b>12x1 qt</b>	<b>\$61.75</b>	<b>\$55.80</b>	<b>\$44.45</b>	<b>\$40.20</b>	<b>28%</b>
	<b>4330-4</b>	<b>4/1 gal</b>	<b>\$58.30</b>	<b>\$52.50</b>	<b>\$42.00</b>	<b>\$37.85</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Green Antibacterial Foam Soap</u></b>							
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.	<b>57250</b>	<b>8/1 liter</b>	<b>\$81.35</b>	<b>\$77.35</b>	<b>\$58.60</b>	<b>\$55.70</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Broad-Cide</u></b>							
A neutral ph, bulk packaged antimicrobial soap for multiple applications. Tested effective against HIV-1, HIV-2, HBV, MRSA, VRE, and VISA. Turquoise color, pleasant fragrance.	<b>9270-4</b>	<b>4/1 gal</b>	<b>\$69.90</b>	<b>\$55.00</b>	<b>\$50.35</b>	<b>\$39.60</b>	<b>28%</b>
	<b>9270-5</b>	<b>5 gal</b>	<b>\$86.85</b>	<b>\$72.10</b>	<b>\$62.30</b>	<b>\$51.90</b>	<b>28%</b>
	<b>9270-55</b>	<b>55 gal</b>	<b>\$875.00</b>	<b>\$710.00</b>	<b>\$635.00</b>	<b>\$510.00</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Broad-Cide Plus</u></b>							
An economical, neutral ph antimicrobial soap. Packaged in gallons, pails, and drums. Effective against HIV-1, HIV-2, HBV, HCV, MRSA, VRE, and VISA. Turquoise color, pleasant fragrance.	<b>9170-4</b>	<b>4/1 gal</b>	<b>\$60.55</b>	<b>\$50.65</b>	<b>\$43.65</b>	<b>\$36.45</b>	<b>28%</b>
	<b>9170-5</b>	<b>5 gal</b>	<b>\$71.40</b>	<b>\$59.25</b>	<b>\$42.80</b>	<b>\$42.84</b>	<b>28%</b>
	<b>9170-55</b>	<b>55 gal</b>	<b>\$735.00</b>	<b>\$615.00</b>	<b>\$530.00</b>	<b>\$445.00</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							

<b>Product Name &amp; Description</b>	<b>Product/ Reorder Number</b>	<b>Pack &amp; Size</b>	<b>List Price 1- 49 Cs</b>	<b>List Price 50+ Cs</b>	<b>SPA Price 1- 49 Cs</b>	<b>SPA Price 50+ Cs</b>	<b>Percent Discount</b>
<b><u>Commodity No. 279-720</u></b>							
<b><u>WHIRLPOOL BATH ADDITIVE &amp; SKIN CONDITIONER</u></b>							
Disperses completely in bath water forming a stable emulsion for effective conditioning & thorough cleaning. 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.	<b>23011</b>	<b>4/1 gal</b>	<b>\$156.00</b>	<b>\$130.00</b>	<b>\$112.30</b>	<b>\$93.60</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Commodity No. 485-870</u></b>							
<b><u>WATERLESS HAND SANITIZER</u></b>							
<b><u>Sani-Gel Instant Hand Sanitizer</u></b>							
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.	<b>4710-44</b>	<b>24/4 oz</b>	<b>\$43.40</b>	<b>\$39.45</b>	<b>\$31.30</b>	<b>\$28.40</b>	<b>28%</b>
	<b>4710-24</b>	<b>24/8 oz</b>	<b>\$65.30</b>	<b>\$59.35</b>	<b>\$47.00</b>	<b>\$42.75</b>	<b>28%</b>
	<b>4710-33</b>	<b>8x1000ml</b>	<b>\$96.00</b>	<b>\$80.00</b>	<b>\$69.10</b>	<b>\$57.60</b>	<b>28%</b>
	<b>4710-27</b>	<b>12x27 oz</b>	<b>\$91.85</b>	<b>\$83.60</b>	<b>\$66.15</b>	<b>\$60.20</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							

<b>Product Name &amp; Description</b>	<b>Product/ Reorder Number</b>	<b>Pack &amp; Size</b>	<b>List Price <u>1-</u> 49 Cs</b>	<b>List Price 50+ Cs</b>	<b>SPA Price <u>1-</u> 49 Cs</b>	<b>SPA Price 50+ Cs</b>	<b>Percent Discount</b>
<b><u>Commodity No. 279-720</u></b>							
<b><u>SKIN CARE &amp; INCONTINENT CARE PRODUCTS</u></b>							
Productive Ointment with Zinc Oxide barrier cream with Zinc Oxide conditioners and protects the skin by repelling moisture and contaminants. Helps 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.	<b>4700-12</b>	<b>12/8 oz</b>	<b>\$86.75</b>	<b>\$69.80</b>	<b>\$62.50</b>	<b>\$50.30</b>	<b>28%</b>
	<b>4700-14</b>	<b>12/4 oz</b>	<b>\$60.05</b>	<b>\$54.55</b>	<b>\$43.25</b>	<b>\$39.30</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Aloe Vera Protective Ointment</u></b>							
Barrier cream and skin conditioner that effectively protects the skin by repelling moisture and contaminants. 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.	<b>4707-12</b>	<b>12/8 oz</b>	<b>\$81.20</b>	<b>\$65.35</b>	<b>\$58.50</b>	<b>\$47.10</b>	<b>28%</b>
	<b>4707-14</b>	<b>12/4 oz</b>	<b>\$56.20</b>	<b>\$51.10</b>	<b>\$40.50</b>	<b>\$36.80</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Aloe Vera Protection Skin Cream</u></b>							
Refreshing, non-greasy protection that moisturizes, conditions, and softens the skin. Combines Vitamin E and Aloe Vera to condition & revitalize dry, damaged skin. Does not deteriorate latex gloves.	<b>4100-72</b>	<b>72-4 oz</b>	<b>\$101.10</b>	<b>\$89.95</b>	<b>\$72.75</b>	<b>\$64.70</b>	<b>28%</b>
	<b>4100-48</b>	<b>48/8 oz</b>	<b>\$97.10</b>	<b>\$86.45</b>	<b>\$70.35</b>	<b>\$62.30</b>	<b>28%</b>
	<b>4100-4</b>	<b>4/1 gal</b>	<b>\$54.85</b>	<b>\$48.75</b>	<b>\$39.55</b>	<b>\$35.15</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							

<b>Product Name &amp; Description</b>	<b>Product/ Reorder Number</b>	<b>Pack &amp; Size</b>	<b>List Price <u>1-</u> 49 Cs</b>	<b>List Price 50+ Cs</b>	<b>SPA Price <u>1-</u> 49 Cs</b>	<b>SPA Price 50+ Cs</b>	<b>Percent Discount</b>
<b><u>Perineal Solution with Aloe Vera</u></b>							
Convenient, easy to use product for care of incontinent patient. Mild to 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.	<b>4481-48</b>	<b>48/8 oz</b>	<b>\$101.80</b>	<b>\$91.70</b>	<b>\$73.35</b>	<b>\$66.00</b>	<b>28%</b>
	<b>4481-4</b>	<b>4/1 gal</b>	<b>\$56.50</b>	<b>\$50.25</b>	<b>\$40.75</b>	<b>\$36.20</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							
<b><u>Antifungal Barrier Ointment</u></b>							
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.	<b>594507</b>	<b>12x3.5 oz</b>	<b>\$149.35</b>	<b>\$132.65</b>	<b>\$107.55</b>	<b>\$95.50</b>	<b>28%</b>
Brand: Osceola Supply, Inc.							

# SAVINGS/PRICE REDUCTIONS

## SKIN & HAIR CARE PRODUCTS 2006-2007

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 12/12/2006

COMPETITIVE PRICES OFFERED AVERAGE 50% % 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)?

Please visit our website, [www.medline.com](http://www.medline.com), where you can click on the products tab and see list pricing  
For additional information about the products, please go to [www.medline.com/woundcare](http://www.medline.com/woundcare) and select  
REMEDY (on the left – tab)

AUTHORIZED SIGNATURE: \_\_\_\_\_  
(optional)

RESPONDENT NAME: Maria Miller  
(typed or printed)

COMPANY NAME: Medline Industries, Inc  
(typed or printed)

TELEPHONE NUMBER: 847-949-2278

EMAIL ADDRESS: mmiller@medline.com

Do Not Write in Area Below:

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

The average cost was achieved by dividing the total of comparable line items by their total line item count of 24 resulting in \$56.06. Savings percentage was achieved by dividing the total of low comparable line items by their total line item count of 12.

WHAT WERE THE RESULTS? 36%

PURCHASING ANALYST/SPECIALIST/AGENT: Kimberly Jones

## Ordering Instructions

**VENDOR/COMPANY NAME:** Medline Industries, Inc

**SPURS VENDOR NUMBER(FEIN/FEID):** 36-2596612-001

### 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:** Phillip Meyers

**Title:** Advanced Skin and Wound Care Specialist

**Street Address, City, State, Zip:** One Medline Place, Mundelein, IL, 60060

**Email Address:** pmeyers@medline.com

**Phone Number(s):** 813-210-3387

**Fax Number:** 813-909-1848

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

**Name:** Maria Miller

**Title:** Senior Product Manager, Skin Care

**Street Address, City, State, Zip:** One Medline Place, Mundelein, IL, 60060

**Email Address:** mmiller@medline.com

**Phone Number(s):** 847-949-2278

**Fax Number:** 847-949-3012

### 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:** 1200 Townline Rd

**City, State, Zip:** Mundelein, IL, 60060

**Phone Number:** 1-800-MEDLINE

**Toll Free Number:** 1-800-MEDLINE

**Ordering Fax Number:** TBD

**Internet Address:** www.medline.com

**Federal ID Number:** 36-2596612

**Remit Address:** 1200 Townline Rd

**City, State, Zip:** Mundelein, IL, 60060

**Email Address:** TBD

YES

**WILL ACCEPT THE STATE OF FLORIDA PURCHASING CARD (VISA)**

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



## **EMERGENCY SITUATIONS**

Emergency situations, resulting from events such as natural disasters, may require immediate supply of commodities and services to various government entities.

If your firm is capable and willing to supply item(s) offered in this solicitation during an emergency, please complete the following:

AGREEMENT TITLE SKIN & HAIR CARE  
PRODUCTS 2006-2007

CONTACT PERSON (24 HOURS) Phillip Meyers

EMERGENCY TELEPHONE NUMBER 813-210-3387

PAGER TELEPHONE NUMBER \_\_\_\_\_

CELLULAR TELEPHONE NUMBER 813-210-3387

ANSWERING SERVICE / AFTER HOURS TELEPHONE NUMBER \_\_\_\_\_

The above information will be used by this office should the State of Florida determine an emergency situation exists.

VENDOR COMPANY NAME: Medline Industries, Inc

# SAVINGS/PRICE REDUCTIONS

## SKIN & HAIR CARE PRODUCTS 2006-2007

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 December 15, 2006

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)?

AUTHORIZED SIGNATURE: \_\_\_\_\_  
(optional)

RESPONDENT NAME: Steve Hittinger  
(typed or printed)

COMPANY NAME: Osceola Supply, Inc.  
(typed or printed)

TELEPHONE NUMBER: 850-580-9800

EMAIL ADDRESS: steveh@osceolasupply.com

Do Not Write in Area Below:

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

The average cost was achieved by dividing the total of comparable line items by their total line item count of 24 resulting in \$47.29. Savings percentage was achieved by dividing the total of low comparable line items by their total line item count of 12.

WHAT WERE THE RESULTS? 28%

PURCHASING ANALYST/SPECIALIST/AGENT: Kimberly Jones

## Ordering Instructions

**VENDOR/COMPANY NAME:** Osceola Supply, Inc.

**SPURS VENDOR NUMBER(FEIN/FEID):** 59-3181370-008

### 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:** Operational Manager  
**Street Address, City, State, Zip:** 915 Commerce Blvd, Midway, FL 32343  
**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 equote is different from the person identified above, please provide the same information for that person.**

**Name:** \_\_\_\_\_  
**Title:** \_\_\_\_\_  
**Street Address, City, State, Zip:** \_\_\_\_\_  
**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:** 915 Commerce Blvd.  
**City, State, Zip:** Midway, FL 32343  
**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:** dhittinger@osceolasupply.com

Yes

**WILL ACCEPT THE STATE OF FLORIDA PURCHASING CARD (VISA)**

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



## **EMERGENCY SITUATIONS**

Emergency situations, resulting from events such as natural disasters, may require immediate supply of commodities and services to various government entities.

If your firm is capable and willing to supply item(s) offered in this solicitation during an emergency, please complete the following:

**AGREEMENT TITLE** SKIN & HAIR CARE  
PRODUCTS 2006-2007

**CONTACT PERSON (24 HOURS)** Steve Hittinger

**EMERGENCY TELEPHONE NUMBER** 850-599-5985

**PAGER TELEPHONE NUMBER** \_\_\_\_\_

**CELLULAR TELEPHONE NUMBER** 850-599-5985

**ANSWERING SERVICE / AFTER HOURS TELEPHONE NUMBER** 850-599-5985

The above information will be used by this office should the State of Florida determine an emergency situation exists.

**VENDOR COMPANY NAME:** Osceola Supply, Inc.