



State of New Hampshire

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street – Room 100
Concord, New Hampshire 03301
(603) 271-3201 Office@das.nh.gov

186

MAC

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

December 20, 2023

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Administrative Services to enter into a contract with W.B. Mason Co., Inc., (VC#174526), Brockton, Massachusetts in an amount up to and not to exceed \$703,735.28 for supply and delivery of janitorial chemicals, with the option to renew for an additional two-year period, effective upon Governor and Executive Council approval for the period February 1, 2024 through January 31, 2028.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

EXPLANATION

The Department of Administrative Services through the Bureau of Purchase and Property (BoPP) issued a request for bid (RFB#2807-24) on August 28, 2023 with responses due on October 5, 2023. This RFB reached 164 vendors through the NIGP electronic sourcing platform with an additional 6 vendors sourced directly. There was one compliant response received, with three no-bid responses and one late bid received from Next Gen Supply, which indicated their pricing to be \$54,815 higher than the low bid received. With pricing of like items in the single compliant bid demonstrating an increase of \$59,872 over current pricing, the BoPP issued a best and final offer (BAFO) to the vendor, which resulted in a cost reduction of \$31,999 annually or \$127,996 over the proposed contract term.

This contract, upon approval, will enable State agencies to purchase janitorial chemicals as needed, including chemicals that meet or exceed Joint Commission accreditation requirements for hospitals and healthcare facilities. Due to the vast range of janitorial chemicals used throughout the various agencies, the offer section of this RFB captured only the most often purchased janitorial chemicals, with pricing for those chemicals increasing by 25.7% on average. Due to the continued volatile market, pricing increases in the amount of 25.7% (or \$35,970.71 per year) for those most often purchased janitorial chemical products, along with contract usage reports were used in determining the recommended price limitation for the requested contract.

Contract financials		
Anticipated annual spend	\$	175,933.82
Anticipated term spend (4 year)	\$	703,735.28
Recommended price limitation	\$	703,735.28

Based on the foregoing, I am respectfully recommending approval of the contract with W.B. Mason Co., Inc.

Respectfully submitted,



Charles M. Arlinghaus
Commissioner



Division of Procurement Support Services
Bureau of Purchase Property

Gary S. Lunetta
Director
(603) 271-2201

RFB Bid Summary

Bid	Janitorial Chemicals	Agency	DAS
RFB#	2807-24	Requisition#	N/A
Agent Name	Jesse Wilcox	Bid Closing	10/05/2023 @ 01:30-PM

Est Annual Qty	Product Description	W.B. Mason Co., Inc.		Expiring Contract (Contract #8002823)		Unit cost delta	
		Unit cost	Extended cost	Unit cost	Extended cost	Dollar amount	Percentage
Section A: Hospital Grade Janitorial Chemicals							
14	Diversey 4512767, 4/1 Gal	\$90.48	\$1,266.72	-	-	-	-
68	Diversey 3323981, #5 Raindance, 2/1.5 Gal	\$125.00	\$8,500.00	-	-	-	-
6	Ecolab 6110625 Oasis 115XP, 2.5 Gal	\$148.00	\$888.00	-	-	-	-
16	Diversey 04965, 2/2.5 Ltr	\$76.31	\$1,220.96	-	-	-	-
15	Spartan 1204 Super HDQ, 4/1 Gal	\$119.00	\$1,785.00	-	-	-	-
350	Clorox 30966, 3/121 oz	\$9.99	\$3,496.50	\$12.68	\$4,438.00	(\$2.69)	-26.9%
29	Diversey 100925283 Crew Non-Acid Disinfectant, 12/32 oz	\$24.01	\$696.29	-	-	-	-
160	Diversey 04329 Virex II 256 One-Step Disinfectant, 2/2.5 Ltr	\$53.22	\$8,515.20	-	-	-	-
66	Diversey 4291150 #38 Breakdown, 2.5 Gal	\$118.75	\$7,837.50	-	-	-	-
210	Diversey Clinging Crew 04578, 12/32 oz	\$30.18	\$6,337.80	-	-	-	-
22	Diversey 5892221 Spitfire, 2/2.5 Ltr	\$89.42	\$1,967.24	-	-	-	-
Section B: Industrial Grade Janitorial Chemicals							
28	Visions #0502, 5 Gal	\$48.78	\$1,365.84	\$37.71	\$1,055.88	\$11.07	22.7%
5	Nature's Solution #1800, 5 Gal	\$36.45	\$182.25	\$27.28	\$136.40	\$9.17	25.2%
35	Balance #0573, 5 Gal	\$63.72	\$2,230.20	\$40.23	\$1,408.05	\$23.49	36.9%
13	Vivid #0528, 4/1 Gal	\$29.45	\$368.13	\$22.48	\$281.00	\$6.97	23.7%
30	Visions #0502, 5 Gal	\$48.78	\$1,463.40	\$37.71	\$1,131.30	\$11.07	22.7%
200	Kleer Brite #1303, 12/32 oz	\$25.45	\$5,090.00	\$16.78	\$3,356.00	\$8.67	34.1%
44	Kleer Brite #1303, 12/32 oz	\$25.45	\$1,119.80	\$16.78	\$738.32	\$8.67	34.1%
13	Nature's Solution #1801, 12/32 oz	\$35.78	\$465.14	\$22.49	\$292.37	\$13.29	37.1%
70	Fortress #2004, 12/15 oz	\$41.85	\$2,915.55	\$30.49	\$2,124.14	\$11.36	27.1%
57	Kleer Brite #1303, 12/32 oz	\$25.45	\$1,442.17	\$16.78	\$950.87	\$8.67	34.1%



Division of Procurement Support Services
Bureau of Purchase Property

Gary S. Lunetta
Director
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RFB Bid Summary

23	Glimmer #2006, 12/18 oz	\$34.98	\$816.20	\$25.50	\$595.00	\$9.48	27.1%
44	Bathroom Plus #1720, 12/32 oz	\$22.45	\$987.80	\$14.04	\$617.76	\$8.41	37.5%
57	P&G 31973, 12/27 oz	\$35.00	\$1,995.00	\$30.00	\$1,710.00	\$5.00	14.3%
13	Nature's Solution #1801, 12/32 oz	\$35.78	\$465.14	\$22.59	\$293.67	\$13.19	36.9%
170	Bathroom Plus #1720, 12/32 oz	\$22.45	\$3,816.50	\$14.04	\$2,386.80	\$8.41	37.5%
2	Spit Shine #0575, 4/1 Gal	\$35.00	\$56.88	\$28.30	\$45.99	\$6.70	19.1%
120	Vivid #0528, 4/1 Gal	\$29.45	\$3,534.00	\$22.48	\$2,697.60	\$6.97	23.7%
17	Dual Blend #20 Bathroom Plus Concentrate #5080, 4/80 oz	\$86.27	\$1,475.35	\$64.60	\$1,104.76	\$21.67	25.1%
20	Clorox Lestoil 33910, 12/28 oz	\$41.11	\$822.20	\$35.02	\$700.40	\$6.09	14.8%
152	Dual Blend #19 Lavender 256 Disinfectant #5079, 4/80 oz	\$98.66	\$14,946.99	\$73.84	\$11,186.76	\$24.82	25.2%
15	Bare Bones Low Odor #1051, 4/1 Gal	\$51.64	\$757.39	\$38.17	\$559.83	\$13.47	26.1%
8	Edge Plus #0660, 4/1 Gal	\$30.36	\$227.70	\$20.58	\$154.35	\$9.78	32.2%
3	ASAP #1062, 4/1 Gal	\$39.96	\$129.87	\$27.12	\$88.14	\$12.84	32.1%
3	Expose #1050, 5 Gal	\$23.45	\$70.35	\$18.23	\$54.69	\$5.22	22.3%
6	Enhance #0935, 4/1 Gal	\$22.04	\$132.24	\$17.05	\$102.30	\$4.99	22.6%
Total Cost			\$89,387.29				
Estimated contract line item annual spend		\$89,387.29	Average unit cost increase		\$10.26	25.7%	
Total annual estimated spend		\$175,933.82	Expiring contract annual spend		\$139,963.26		
Estimated term spend		\$703,735.28	Expiring contract term spend*		\$559,853.04		
Cost increase \$		\$143,882.24	Cost increase %		25.7%		

Indicates Award

Statewide Contract or Amendment	Yes
Term of Contract	2/1/2024 through 1/31/2028
Price Limitation	\$703,735.28
Number of Solicitations Received	1
Number of LATE BID Solicitations Received	1
Number of NO BID Responses Received	3
Number of Sourced bidders	6
Number of NIGP Vendors Sourced	164
Number of non-responsive bidders	165
P-37 Checklist Complete	Yes



Division of Procurement Support Services
Bureau of Purchase Property

Gary S. Lunetta
Director
(603) 271-2201

RFB Bid Summary

D&B Report Attached	No		
Method of Payment (P-card/ACH)	P-card/ACH		
FOB Delivered	Yes		
Total Cost increase (\$/%)	\$143,882.24	25.7%	Increase

Special Notes: The Dept. of Administrative Services issued RFB 2807-24 on August 28, 2023 with responses due on October 5, 2023 and received one compliant response. There were 3 no bid responses due to vendors not being able provide some products and/or not having a distribution network to supply agencies in northern New Hampshire. With pricing on the single compliant bid indicating a price increase of \$59,872 annually over the current pricing, the department issued a best and final offer (BAFO) to the vendor, which resulted in a annual cost reduction of \$31,999. The items included in this bid represent only the most often purchased chemicals, which have increased in price by 25.7% on average over the previous contract.

**Current contract is a 3 year term which has been mathematically adjusted to a 4 year term for ease of comparison*

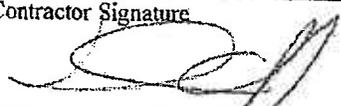
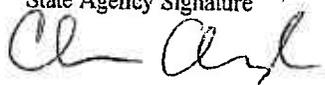
Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

I. IDENTIFICATION.

1.1 State Agency Name Department of Administrative Services Bureau of Purchase and Property		1.2 State Agency Address 25 Capitol Street, Room 102 Concord, NH 03301	
1.3 Contractor Name W.B. Mason Co., Inc.		1.4 Contractor Address 59 Centre Street, Brockton, MA, 02303	
1.5 Contractor Phone Number 888-926-2766	1.6 Account Unit and Class Various	1.7 Completion Date January 31, 2028	1.8 Price Limitation \$703,735.28
1.9 Contracting Officer for State Agency Gary S. Lunetta		1.10 State Agency Telephone Number 603-271-3606	
1.11 Contractor Signature  Date: 11/7/23		1.12 Name and Title of Contractor Signatory Daniel Orr Jr. - Senior V.P.	
1.13 State Agency Signature  Date: 11/22/23		1.14 Name and Title of State Agency Signatory Charles M. Arlinghaus, Commissioner	
1.15 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.16 Approval by the Attorney General (Form, Substance and Execution) (if applicable) By: <u>Mary A. Trick</u> On: 11/29/23			
1.17 Approval by the Governor and Executive Council (if applicable) G&C Item number: _____ G&C Meeting Date: _____			

2. SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 ("State"), engages contractor identified in block 1.3 ("Contractor") to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT B which is incorporated herein by reference ("Services").

3. EFFECTIVE DATE/COMPLETION OF SERVICES.

3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.13 ("Effective Date").

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed.

3.3 Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.

Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds. In no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds by any state or federal legislative or executive action that reduces, eliminates or otherwise modifies the appropriation or availability of funding for this Agreement and the Scope for Services provided in EXHIBIT B, in whole or in part, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to reduce or terminate the Services under this Agreement immediately upon giving the Contractor notice of such reduction or termination. The State shall not be required to transfer funds from any other account or source to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/ PAYMENT.

5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT C which is incorporated herein by reference.

5.2 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8. The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of

whatever nature incurred by the Contractor in the performance hereof and shall be the only and the complete compensation to the Contractor for the Services.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 The State's liability under this Agreement shall be limited to monetary damages not to exceed the total fees paid. The Contractor agrees that it has an adequate remedy at law for any breach of this Agreement by the State and hereby waives any right to specific performance or other equitable remedies against the State.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all applicable statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal employment opportunity laws and the Governor's order on Respect and Civility in the Workplace, Executive order 2020-01. In addition, if this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all federal executive orders, rules, regulations and statutes, and with any rules, regulations and guidelines as the State or the United States issue to implement these regulations. The Contractor shall also comply with all applicable intellectual property laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of age, sex, sexual orientation, race, color, marital status, physical or mental disability, religious creed, national origin, gender identity, or gender expression, and will take affirmative action to prevent such discrimination, unless exempt by state or federal law. The Contractor shall ensure any subcontractors comply with these nondiscrimination requirements.

6.3 No payments or transfers of value by Contractor or its representatives in connection with this Agreement have or shall be made which have the purpose or effect of public or commercial bribery, or acceptance of or acquiescence in extortion, kickbacks, or other unlawful or improper means of obtaining business.

6.4 The Contractor agrees to permit the State or United States access to any of the Contractor's books, records and accounts for the purpose of ascertaining compliance with this Agreement and all rules, regulations and orders pertaining to the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 The Contracting Officer specified in block 1.9, or any successor, shall be the State's point of contact pertaining to this Agreement.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

- 8.1.1 failure to perform the Services satisfactorily or on schedule;
- 8.1.2 failure to submit any report required hereunder; and/or
- 8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) calendar days from the date of the notice; and if the Event of Default is not timely cured, terminate this Agreement, effective two (2) calendar days after giving the Contractor notice of termination;

8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;

8.2.3 give the Contractor a written notice specifying the Event of Default and set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 give the Contractor a written notice specifying the Event of Default, treat the Agreement as breached, terminate the Agreement and pursue any of its remedies at law or in equity, or both.

9. TERMINATION.

9.1 Notwithstanding paragraph 8, the State may, at its sole discretion, terminate the Agreement for any reason, in whole or in part, by thirty (30) calendar days written notice to the Contractor that the State is exercising its option to terminate the Agreement.

9.2 In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall, at the State's discretion, deliver to the Contracting Officer, not later than fifteen (15) calendar days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. In addition, at the State's discretion, the Contractor shall, within fifteen (15) calendar days of notice of early termination, develop and submit to the State a transition plan for Services under the Agreement.

10. PROPERTY OWNERSHIP/DISCLOSURE.

10.1 As used in this Agreement, the word "Property" shall mean all data, information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

10.2 All data and any Property which has been received from the State, or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

10.3 Disclosure of data, information and other records shall be governed by N.H. RSA chapter 91-A and/or other applicable law. Disclosure requires prior written approval of the State.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS.

12.1 Contractor shall provide the State written notice at least fifteen (15) calendar days before any proposed assignment, delegation, or other transfer of any interest in this Agreement. No such assignment, delegation, or other transfer shall be effective without the written consent of the State.

12.2 For purposes of paragraph 12, a Change of Control shall constitute assignment. "Change of Control" means (a) merger, consolidation, or a transaction or series of related transactions in which a third party, together with its affiliates, becomes the direct or indirect owner of fifty percent (50%) or more of the voting shares or similar equity interests, or combined voting power of the Contractor, or (b) the sale of all or substantially all of the assets of the Contractor.

12.3 None of the Services shall be subcontracted by the Contractor without prior written notice and consent of the State.

12.4 The State is entitled to copies of all subcontracts and assignment agreements and shall not be bound by any provisions contained in a subcontract or an assignment agreement to which it is not a party.

13. INDEMNIFICATION. The Contractor shall indemnify, defend, and hold harmless the State, its officers, and employees from and against all actions, claims, damages, demands, judgments, fines, liabilities, losses, and other expenses, including, without limitation, reasonable attorneys' fees, arising out of or relating to this Agreement directly or indirectly arising from death, personal injury, property damage, intellectual property infringement, or other claims asserted against the State, its officers, or employees caused by the acts or omissions of negligence, reckless or willful misconduct, or fraud by the Contractor, its employees, agents, or subcontractors. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph 13. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the State's sovereign immunity, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and continuously maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 commercial general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate or excess; and

14.1.2 special cause of loss coverage form covering all Property subject to subparagraph 10.2 herein, in an amount not less than 80% of the whole replacement value of the Property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or any successor, a certificate(s) of insurance for all insurance required under this Agreement. At the request of the Contracting Officer, or any successor, the Contractor shall provide certificate(s) of insurance for all renewal(s) of insurance required under this Agreement. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("*Workers' Compensation*").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A; Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. The Contractor shall furnish the Contracting Officer identified in block 1.9, or any successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. **WAIVER OF BREACH.** A State's failure to enforce its rights with respect to any single or continuing breach of this Agreement shall not act as a waiver of the right of the State to later enforce any such rights or to enforce any other or any subsequent breach.

17. **NOTICE.** Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. **AMENDMENT.** This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire unless no such approval is required under the circumstances pursuant to State law, rule or policy.

19. CHOICE OF LAW AND FORUM.

19.1 This Agreement shall be governed, interpreted and construed in accordance with the laws of the State of New Hampshire except where the Federal supremacy clause requires otherwise. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

19.2 Any actions arising out of this Agreement, including the breach or alleged breach thereof, may not be submitted to binding arbitration, but must, instead, be brought and maintained in the Merrimack County Superior Court of New Hampshire which shall have exclusive jurisdiction thereof.

20. **CONFLICTING TERMS.** In the event of a conflict between the terms of this P-37 form (as modified in EXHIBIT A) and any other portion of this Agreement including any attachments thereto, the terms of the P-37 (as modified in EXHIBIT A) shall control.

21. **THIRD PARTIES.** This Agreement is being entered into for the sole benefit of the parties hereto, and nothing herein, express or implied, is intended to or will confer any legal or equitable right, benefit, or remedy of any nature upon any other person.

22. **HEADINGS.** The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

23. **SPECIAL PROVISIONS.** Additional or modifying provisions set forth in the attached EXHIBIT A are incorporated herein by reference.

24. **FURTHER ASSURANCES.** The Contractor, along with its agents and affiliates, shall, at its own cost and expense, execute any additional documents and take such further actions as may be reasonably required to carry out the provisions of this Agreement and give effect to the transactions contemplated hereby.

25. **SEVERABILITY.** In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

26. **ENTIRE AGREEMENT.** This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings with respect to the subject matter hereof.

EXHIBIT A - SPECIAL PROVISIONS

There are no special provisions of this contract.

Contractor Initials

Date 11/7/23

EXHIBIT B - SCOPE OF SERVICES

1. INTRODUCTION:

W.B. Mason Co., Inc. (hereinafter referred to as the "Contractor") hereby agrees to provide the State of New Hampshire (hereinafter referred to as the "State"), Department of Administrative Services, with janitorial chemicals in accordance with the bid submission in response to State Request for Bid 2807-24 and as described herein.

2. CONTRACT DOCUMENTS:

This Contract consists of the following documents ("Contract Documents"):

- State of New Hampshire Terms and Conditions, General Provisions Form P-37
- EXHIBIT A Special Provisions
- EXHIBIT B Scope of Services
- EXHIBIT C Method of Payment
- EXHIBIT D RFB 2807-24
- EXHIBIT E Contractor's Bid Response

In the event of any conflict among the terms or provisions of the documents listed above, the following order of priority shall indicate which documents control: (1), Form Number P-37 as modified by EXHIBIT A "Special Provisions, (2) EXHIBIT B "Scope of Services," (3) EXHIBIT C "Method of Payment," (4) EXHIBIT D "RFB 2807-24" and (5) EXHIBIT E "Contractor's Bid Response."

3. TERM OF CONTRACT:

The term of the contract shall commence on February 1, 2024, or upon approval of the Governor and Executive Council, whichever is later, through January 31, 2028, a period of approximately four (4) years.

The Contract may be extended for up to an additional two (2) years thereafter upon the same terms, conditions and pricing structure with the approval of the Governor and Executive Council.

The maximum term of the Contract (including all extensions) cannot exceed six (6) years.

4. SCOPE OF WORK:

The contractor shall deliver the requested amount of janitorial chemicals to the ordering agency without delay or substitution.

Except as otherwise provided in this Scope of Services, all services performed under this Contract shall be performed between the hours of 8:00 A.M. and 3:30 P.M. unless other arrangements are made in advance with the State. Any deviation in work hours shall be pre-approved by the Contracting Officer. The State requires ten-day advance knowledge of said work schedules to provide security and access to respective work areas.

The State shall require correction of any defective work and the repair of any damages to any part of a building or its appurtenances caused by the Contractor or its employees, subcontractors, equipment or supplies. The Contractor shall correct, repair, or replace all defective work, as needed, to complete said work in satisfactory condition, and damages so caused in order to restore the building and its appurtenances to their previous condition. Upon failure of the Contractor to proceed promptly with the necessary corrections or repairs, the State may withhold any amount necessary to correct all defective work or repair all damages from payments to the Contractor.

Neither the Contractor nor its employees or subcontractors shall represent themselves as employees or agents of the State.

While on State property the Contractor, its employees, and its sub-contractors shall be subject to the authority and control of the State, but under no circumstances shall such persons be deemed to be employees of the State.

All personnel shall observe all regulations or special restrictions in effect at any State agency location at which services are to be provided.

The Contractor's personnel shall be allowed only in areas where services are to be provided. The use of State telephones by the Contractor, its employees, or its sub-contractors is prohibited.

If sub-contractors are to be utilized, Contractor shall provide information regarding the proposed sub-contractors including the name of the company, their address, contact person and three references for clients they are currently servicing. Approval by the State must be received prior to a sub-contractor starting any work.

5. DELIVERY TIME:

The contractor shall be required to accomplish delivery of any in-stock item ordered under the contract within five (5) business days from the placement of the order. It is the contractor's responsibility to inform the using agency of backorders and out-of-stock items, such backordered or out-of-stock items may be cancelled by the using agency.

6. EQUIPMENT:

The contractor shall be responsible for replacing and servicing any and all equipment needed for their product lines, i.e. dispensers, etc., at no additional cost. All dispensers shall be serviced at no additional cost when needed. Pricing for services shall be included in the contractors pricing entered in the offer section of RFB 2807-24.

7. USAGE REPORTING:

The Contractor shall submit a quarterly and annual usage report for analysis for each state agency or eligible participant. Reports are due no later than 30 days after the end of each calendar quarter to the Bureau of Purchase and Property, Jesse Wilcox and sent electronic to Jesse.G.Wilcox@DAS.NH.Gov. At a minimum, the Report shall include:

- Contract Number
- Utilizing Agency and Eligible Participant
- Services/Products Purchased (showing the manufacturer, item, part number, and the final cost.)
- Recycling documentation with respect to content used in the manufacture, development and distribution process of goods and services sold. This report shall include but not be limited to:
 - Percentage of recycled materials contained within finished products
 - Percentage of waste recycled throughout the manufacturing process
 - Types and volume of packaging used for transport
 - Any associated material avoided and/or recycled as applicable under contract
 - A standardized reporting form will be provided after contract award
- Total Cost of all Services/Products Purchased. Ability to sort by agency/eligible participant.
- Preferred in Excel format

8. ESTABLISHMENT OF ACCOUNTS:

Each State of New Hampshire agency shall have its own individual customer account number. There may also be instances where divisions or bureaus within an agency will need their own individual customer account numbers. Should any State of New Hampshire agency place an order under the contract, the contractor agrees to establish an account within three business days from the date the order is placed. However, there shall be no delay in any shipment; the agency shall receive the items ordered in accordance with the delivery time required under this contract, as if an account already exists for the agency.

9. AUDITS AND ACCOUNTING:

The contractor shall allow representatives of the State of New Hampshire to have complete access to all records for the purpose of determining compliance with the terms and conditions of this contract and in determining the award and for monitoring any resulting contract. At intervals during the contract term, and prior to the termination of the

contract, the contractor may be required to provide a complete and accurate accounting of all products and quantities ordered by each agency and institution and by political sub-divisions and authorized non-profit organizations.

10. ELIGIBLE PARTICIPANTS:

Political sub-divisions (counties, cities, towns, school districts, special district or precinct, or any other governmental organization), or any nonprofit agency under the provisions of section 501c of the federal internal revenue code, are eligible to participate under this contract whenever said sub-division or nonprofit agency so desires. These entities are autonomous and may participate at their sole discretion. In doing so, they are entitled to the prices established under the contract. However, they are solely responsible for their association with the contractor. The State of New Hampshire assumes no liability between the contractor and any of these entities.

11. OBLIGATIONS AND LIABILITY OF THE CONTRACTOR:

The Contractor shall provide all janitorial chemicals strictly pursuant to, and in conformity with, the specifications described in State RFB #2807-24 as described herein, and under the terms of this Contract.

It is the responsibility of the Contractor to maintain this contract and New Hampshire Vendor Registration with up to date contact information.

Contract specific contact information (Sales contact, Contractor contract manager, etc.) shall be sent to the State's Contracting Office listed in Box 1.9 of Form P-37.

Additionally, all updates i.e., telephone numbers, contact names, email addresses, W9, tax identification numbers are required to be current through a formal electronic submission to the Bureau of Purchase and Property at:

[https://das.nh.gov/purchasing/vendorregistration/\(S\(q0fzev55qhaeqs45jpyq5i45\)\)/welcome.aspx](https://das.nh.gov/purchasing/vendorregistration/(S(q0fzev55qhaeqs45jpyq5i45))/welcome.aspx).

The Contractor shall agree to hold the State of NH harmless from liability arising out of injuries or damage caused while performing this work. The Contractor shall agree that any damage to building(s), materials, equipment or other property during the performance of the service shall be repaired at its own expense, to the State's satisfaction.

12. DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION LOWER TIER COVERED TRANSACTIONS:

The Contractor certifies, by signature of this contract, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal Department or Agency.

13. CONFIDENTIALITY & CRIMINAL RECORD:

If requested by the using agency, the Contractor and its employees, and Sub-Contractors (if any), shall be required to sign and submit a Confidential Nature of Department Records Form and a Criminal Authorization Records Form. These forms shall be submitted to the individual using agency prior to the start of any work.

EXHIBIT C - METHOD OF PAYMENT

14. CONTRACT PRICE:

The Contractor hereby agrees to provide Janitorial Chemicals in complete compliance with the terms and conditions specified in Exhibit B for an amount up to and not to exceed a price of \$703,735.28; this figure shall not be considered a guaranteed or minimum figure; however, it shall be considered a maximum figure from the effective date through the expiration date as indicated in Form P-37 Block 1.7.

Prices shall be in US dollars and shall include delivery and all other costs required by this contract. Special charges, surcharges (including credit card transaction fees), or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges shall be built into your price at the time of the bid. Unless otherwise specified, prices shall be F.O.B. DESTINATION, (included in the price), which means delivered to a state agency's receiving dock or other designated point as specified in this contract or subsequent purchase orders without additional charge. Shipments shall be made in order to arrive at the destination at a satisfactory time for unloading during receiving hours.

15. PRICE ADJUSTMENTS:

Prices shall remain firm for the first two (2) years of the contract term and may be adjusted biennially thereafter. On the biennial anniversary on this contract, the contractor may request price adjustment, either upward or downward, keyed to the industry changes or general trade. The biennial increase for any item shall not exceed 5% and in no case shall in exceed the documented percentage of increase levied on the contractor by the manufacturer. Written notice of an impending price increase, including substantiation for it, must be submitted in writing to Bureau of Purchase & Property, 25 Capitol Street, Rm. 102, Concord, NH 03301, no less than thirty(30) days prior to the effective date of said price increase. The State reserves the right to reject any price increases it deems unreasonable. If parties to the contract cannot agree on renewal terms, it is hereby understood that the contract will be rebid.

16. PRICING STRUCTURE:

Section A: Hospital Grade Janitorial Chemicals		
Product Type	PRODUCT BRAND / ITEM NUMBER, CASE PACKAGING	DELIVERED CASE PRICE
Rubber Floor Cleaner	Diversey 4512767, 4/1 Gal	\$90.48
No-rinse Neutral Floor Cleaner	Diversey 3323981, #5 Raindance, 2/1.5 Gal	\$125.00
HD Floor Cleaner / Stripper	Ecolab 6110625 Oasis 115XP, 2.5 Gal	\$148.00
General Purpose Floor Cleaner	Diversey 04965, 2/2.5 Ltr	\$76.31
Neutral Disinfectant	Spartan 1204 Super HDQ, 4/1 Gal	\$119.00
Disinfectant Bleach	Clorox 30966, 3/121 oz	\$9.99
Non-Acid Disinfectant Cleaner	Diversey 100925283 Crew Non-Acid Disinfectant, 12/32 oz	\$24.01
Quaternary Disinfectant	Diversey 04329 Virex II 256 One-Step Disinfectant, 2/2.5 Ltr	\$53.22
Odor Eliminating Cleaner	Diversey 4291150 #38 Breakdown, 2.5 Gal	\$118.75
Heavy Duty Bowl Cleaner	Diversey Clinging Crew 04578, 12/32 oz	\$30.18
Heavy Duty Degreaser	Diversey 5892221 Spitfire, 2/2.5 Ltr	\$89.42

Contractor Initials

Date 11/7/03

Section B: Industrial Janitorial Chemicals

Product Type	PRODUCT BRAND / ITEM NUMBER, CASE PACKAGING	DELIVERED CASE PRICE
Low Maintenance Floor Finish	Visions #0502, 5 Gal	\$48.78
Multi Purpose Cleaner	Nature's Solution #1800, 5 Gal	\$36.45
Floor Finish	Balance #0573, 5 Gal	\$63.72
Floor Finish Restorer	Vivid #0528, 4/1 Gal	\$29.45
Floor Finish, 20.5% solids	Visions #0502, 5 Gal	\$48.78
Non-Aerosol Glass Cleaner	Kleer Brite #1303, 12/32 oz	\$25.45
All Purpose Spray and Glass Cleaner	Kleer Brite #1303, 12/32 oz	\$25.45
Bacteria Digester and Deodorizer	Nature's Solution #1801, 12/32 oz	\$35.78
Aerosol Disinfectant	Fortress #2004, 12/15 oz	\$41.85
All Purpose Spray and Glass Cleaner	Kleer Brite #1303, 12/32 oz	\$25.45
Stainless Steel Cleaner - Aerosol	Glimmer #2006, 12/18 oz	\$34.98
Toilet Bowl Cleaner	Bathroom Plus #1720, 12/32 oz	\$22.45
All Purpose Powder Floor Cleaner	P&G 31973, 12/27 oz	\$35.00
Bacteria Digester and Deodorizer	Nature's Solution #1801, 12/32 oz	\$35.78
Non Acidic Bath Disinfectant Cleaner	Bathroom Plus #1720, 12/32 oz	\$22.45
Flooring Finish Restorer	Spit Shine #0575, 4/1 Gal	\$35.00
Flooring Finish Restorer	Vivid #0528, 4/1 Gal	\$29.45
Bathroom Disinfectant Cleaner	Dual Blend #20 Bathroom Plus Concentrate #5080, 4/80 oz	\$86.27
HD Multipurpose Cleaner	Clorox Lestoil 33910, 12/28 oz	\$41.11
Quaternary Disinfectant	Dual Blend #19 Lavender 256 Disinfectant #5079, 4/80 oz	\$98.66
Floor Stripper - Low Odor	Bare Bones Low Odor #1051, 4/1 Gal	\$51.64
HD Carpet Cleaner	Edge Plus #0660, 4/1 Gal	\$30.36
Floor Stripper - Emulsifier	ASAP #1062, 4/1 Gal	\$39.96
Linoleum Floor Stripper	Expose #1050, 5 Gal	\$23.45
No-rinse Floor Cleaner	Enhance #0935, 4/1 Gal	\$22.04

Section C: Balance of Product Line Discount

BALANCE OF PRODUCT LINE - DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE:	50%
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17. BALANCE OF PRODUCT LINE ITEMS:

The items in the Pricing Structure include the items most commonly purchased by State of New Hampshire agencies, and shall be used for award purposes. During the term of contract, the State may purchase other items that relate to the product/categories represented herein from the successful contractor's Balance of Product Line. All items ordered shall include all shipping/charges as specified above in "Contract Price".

18. INVOICE:

Itemized invoices shall be submitted to the individual agency after the completion of the job/services and shall include a brief description of the work done along with the location of work.

Contractor shall be paid within 30 days after receipt of properly documented invoice and acceptance of the work to the State's satisfaction.

The invoice shall be sent to the address of the using agency under agreement.

19. PAYMENT:

Payments may be made via ACH or P-Card. Use the following link to enroll with the State Treasury for ACH payments: <https://www.nh.gov/treasury>.

EXHIBIT D - RFB 2807-24

RFB #2807-24 is incorporated here within.

Contractor Initials *AK*

Date 11/7/23

EXHIBIT E - CONTRACTOR'S BID

Contractor's bid is incorporated here within.

Contractor Initials MA

Date 11/7/13

State of New Hampshire

Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that W. B. MASON CO., INC. is a Massachusetts Profit Corporation registered to transact business in New Hampshire on December 05, 2002. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: **420277**

Certificate Number: **0006338139**



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 25th day of October A.D. 2023.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State

Certificate of Authority # 1

(Corporation, Non-Profit Corporation)

Corporate Resolution

I, Steve Greene, hereby certify that I am duly elected Clerk/Secretary/Officer of W.B. Mason Co. Inc.. I hereby certify the following is a true copy of a vote taken at a meeting of the Board of Directors/shareholders, duly called and held on January 15, 2021, at which a quorum of the Directors/shareholders were present and voting.

VOTED: That Daniel Orr Jr. - Senior V.P. is

duly authorized to enter into contracts or agreements on behalf of

W.B. Mason Co. Inc. with the State of New Hampshire and any of

its agencies or departments and further is authorized to execute any documents which may in his/her judgment be desirable or necessary to effect the purpose of this vote.

I hereby certify that said vote has not been amended or repealed and remains in full force and effect as of the date of the contract to which this certificate is attached. This authority **remains valid for thirty (30) days** from the date of this Corporate Resolution. I further certify that it is understood that the State of New Hampshire will rely on this certificate as evidence that the person(s) listed above currently occupy the position(s) indicated and that they have full authority to bind the corporation. To the extent that there are any limits on the authority of any listed individual to bind the corporation in contracts with the State of New Hampshire, all such limitations are expressly stated herein.

DATED: 11/14/23

ATTEST: Steve Greene
(Name & Title)

Steve Greene-Secretary



CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)
09/28/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Aon Risk Services Northeast, Inc. Boston MA Office 53 State Street Suite 2201 Boston MA 02109 USA	CONTACT NAME: PHONE (A/C. No. Ext): (866) 283-7122 FAX (A/C. No.): (800) 363-0105		
	E-MAIL ADDRESS:		
INSURED W.B. MASON CO., INC. 59 Centre Street Brockton MA 02301 USA	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: Hartford Fire Insurance Co.		19682
	INSURER B: Starr Indemnity & Liability Company		38318
	INSURER C:		
	INSURER D:		
	INSURER E:		
INSURER F:			

Holder Identifier :

COVERAGES **CERTIFICATE NUMBER:** 570101890768 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. **Limits shown are as requested**

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			08CSES39805	09/30/2023	09/30/2024	EACH OCCURRENCE	\$1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$1,000,000
							MED EXP (Any one person)	Excluded
							PERSONAL & ADV INJURY	\$1,000,000
							GENERAL AGGREGATE	\$2,000,000
							PRODUCTS - COMP/OP AGG	\$2,000,000
							Gen Agg Cap Limit	\$10,000,000
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			08 CSE S39802	09/30/2023	09/30/2024	COMBINED SINGLE LIMIT (Ea accident)	\$2,000,000
							BODILY INJURY (Per person)	
							BODILY INJURY (Per accident)	
							PROPERTY DAMAGE (Per accident)	
							Uninsured Motorist	\$300,000
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION			1000589559231	09/30/2023	09/30/2024	EACH OCCURRENCE	\$5,000,000
							AGGREGATE	\$5,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		Y/N N	08WNS39800	09/30/2023	09/30/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	
							E.L. EACH ACCIDENT	\$1,000,000
							E.L. DISEASE-EA EMPLOYEE	\$1,000,000
							E.L. DISEASE-POLICY LIMIT	\$1,000,000

Certificate No : 570101890768

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 State of New Hampshire is included as Additional Insured in accordance with the policy provisions of the General Liability policy.

CERTIFICATE HOLDER State of New Hampshire Administrative Services Bureau of Purchase and Property 25 Capitol St., Room 102 Concord NH 03301 USA	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Aon Risk Services Northeast Inc.</i>
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**STATE OF NEW HAMPSHIRE
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398**

Date of Change: September 29, 2023

ADDENDUM # 02 TO BID INVITATION 2807-24

DATE AND TIME OF BID CLOSING: 10/5/2023 1:30 PM

FOR: CONTRACT: Janitorial Chemicals

Bid Currently Reads: On page 5,

BID PRICES:

Bid prices shall remain firm for the entirety of the contract term. Prices shall be in US dollars and shall include delivery and all other costs required by this bid invitation. Special charges, surcharges (including credit card transaction fees), or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges shall be built into your bid price at the time of the bid. Unless otherwise specified, prices shall be F.O.B. DESTINATION, (included in the price bid), which means delivered to a state agency's receiving dock or other designated point as specified in this contract or subsequent purchase orders without additional charge. Shipments shall be made in order to arrive at the destination at a satisfactory time for unloading during receiving hours.

Change Bid to Read: On page 5,

BID PRICES:

Bid prices shall remain firm for the first two (2) years of the contract term and may be adjusted biennially thereafter. Prices shall be in US dollars and shall include delivery and all other costs required by this bid invitation. Special charges, surcharges (including credit card transaction fees), or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges shall be built into your bid price at the time of the bid. Unless otherwise specified, prices shall be F.O.B. DESTINATION, (included in the price bid), which means delivered to a state agency's receiving dock or other designated point as specified in this contract or subsequent purchase orders without additional charge. Shipments shall be made in order to arrive at the destination at a satisfactory time for unloading during receiving hours.

PRICE ADJUSTMENTS:

On the biennial anniversary on this contract, the successful vendor may request price adjustment, either upward or downward, keyed to the industry changes or general trade. The biennial increase for any item shall not exceed 5% and in no case shall in exceed the documented percentage of increase levied on the contractor by the manufacturer. Written notice of an impending price increase, including substantiation for it, must be submitted in writing to Bureau of Purchase & Property, 25 Capitol Street, Rm. 102, Concord, NH 03301, no less than thirty(30) days prior to the effective date of said price increase. The State reserves the right to reject any price increases it deems unreasonable. If parties to the contract cannot agree on renewal terms, it is hereby understood that the contract will be rebid.

PURCHASING AGENT: JESSE WILCOX

Email: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS AND MUST BE SUBMITTED WITH THE BID. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

RESPONDENT BUSINESS NAME: W.B. Mason Co. Inc.

ADDRESS: 8001 S. Willow St. Manchester, NH 03103

PRINT NAME: Daniel Orr Jr.

SIGNATURE: 

TEL. NO. 888-926-2766

EMAIL ADDRESS: luke.bergeron@wbmason.com

Please visit: <https://das.nh.gov/purchasing/vendorresources.aspx> (click on "Bid and Proposals") for complete bid and addendums.



STATE OF NEW HAMPSHIRE
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
 BUREAU OF PURCHASE AND PROPERTY
 STATE HOUSE ANNEX
 25 CAPITOL STREET
 CONCORD, NEW HAMPSHIRE 03301-6398

Date of Change: October 3, 2023

ADDENDUM # 03 TO BID INVITATION 2807-24

DATE AND TIME OF BID CLOSING: 10/5/2023 1:30 PM

FOR: CONTRACT: Janitorial Chemicals

Question 1: Both of the following items on your State of NH Bid (2807-24) in Section A are discontinued by the manufacturer. How would you like me to proceed?

7	36	Non-Acid Disinfectant Cleaner	Diversey 4278763 Floor and Surface Crew, 2/2.5 Ltr	DILUTION SYSTEM
10	65	Quaternary Disinfectant	Diversey 3164449 Triad III Disinfectant Cleaner, 2/2.5 Ltr	CONCENTRATED

State's Response:

The state was unaware these two products had been discontinued by the manufacturer. In attachment 1: Offer Sheet, Section A, these two discontinued products have been removed from the Offer Sheet. PLEASE SEE THE UPDATED ATTACHMENT 1: OFFER SHEET.

7	36	Non-Acid Disinfectant Cleaner	Diversey 4278763 Floor and Surface Crew, 2/2.5 Ltr	DILUTION SYSTEM
10	65	Quaternary Disinfectant	Diversey 3164449 Triad III Disinfectant Cleaner, 2/2.5 Ltr	CONCENTRATED

PURCHASING AGENT: JESSE WILCOX

Email: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS AND MUST BE SUBMITTED WITH THE BID. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

RESPONDENT BUSINESS NAME: W.B. Mason Co. Inc.

ADDRESS: 8001 S. Willow St. Manchester, NH 03103

PRINT NAME: Daniel Orr Jr.

SIGNATURE: 

TEL. NO. 888-926-2766

EMAIL ADDRESS: luke.bergeron@wbmason.com

Please visit: <https://das.nh.gov/purchasing/vendorresources.aspx> (click on "Bid and Proposals") for complete bid and addendums.



**STATE OF NEW HAMPSHIRE
DIVISION OF PROCUREMENT AND SUPPORT SERVICES
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX
25 CAPITOL STREET
CONCORD, NEW HAMPSHIRE 03301-6398**

Date of Change: September 20, 2023

ADDENDUM # 01 TO BID INVITATION 2807-24

DATE AND TIME OF BID CLOSING: 10/5/2023 1:30 PM

FOR: CONTRACT: Janitorial Chemicals

Question 1: How many delivery locations does this bid have?

State Response: As eligible participants are allowed to purchase from the resulting contract of this RFB, that cannot be determined. There are State Agencies located in all of New Hampshire's 10 Counties that would require deliveries.

Question 2: Based on previous ordering history and purchase orders, about how often do you place orders (monthly, quarterly or other) and what is an approximate case order?

State Response: Orders could occur daily; individual agencies are responsible for placing orders as needed. There is no minimum order required by the resultant contract, the approximate case order would vary by agency.

Timeline Currently Reads: On page 2,

TIMELINE:

The timeline below is provided as a general guideline and is subject to change. Unless stated otherwise, consider the dates below a "no later than" date.

08/28/2023 Bid Solicitation distributed on or by
09/11/2023 Last day for questions, clarifications, and/or requested changes to bid
09/21/2023 1:30 PM (EST) Bid Closing

Timeline Changed to Read: On page 2,

TIMELINE:

The timeline below is provided as a general guideline and is subject to change. Unless stated otherwise, consider the dates below a "no later than" date.

08/28/2023 Bid Solicitation distributed on or by
09/28/2023 Last day for questions, clarifications, and/or requested changes to bid
10/05/2023 1:30 PM (EST) Bid Closing

PURCHASING AGENT: JESSE WILCOX

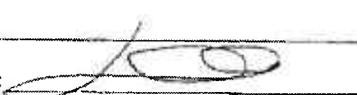
Email: NH.Purchasing@das.nh.gov

NOTE: ALL CHANGES TO BID SOLICITATION NOTED IN ADDENDUMS WILL SUPERSEDE PREVIOUSLY SUBMITTED DOCUMENTS AND MUST BE SUBMITTED WITH THE BID. ALL OTHER SPECIFICATIONS REMAIN UNCHANGED AND VALID.

RESPONDENT BUSINESS NAME: W.B. Mason Co. Inc.

ADDRESS: 8001 S. Willow St. Manchester, NH 03103

PRINT NAME: Daniel Orr Jr.

SIGNATURE: 

TEL. NO. 888-926-2766

EMAIL ADDRESS: luke.bergeron@wbmason.com

Please visit: <https://das.nh.gov/purchasing/vendorresources.aspx> (click on "Bid and Proposals") for complete bid and addendums.

STATE OF NEW HAMPSHIRE TRANSMITTAL LETTER

Date: 9/19/23

Company Name: W.B. Mason Co. Inc.

Address: 8001 S. Willow St.

Manchester, NH 03103

To: Point of Contact: Jesse Wilcox
Telephone: (603)-271-3146
Email: NH.Purchasing@das.nh.gov

RE: Bid Invitation Name: Contract: Janitorial Chemicals
Bid Number: 2807-24
Bid Posted Date (on or by): 08/28/2023
Bid Closing Date and Time: 09/21/2023 @ 1:30 PM (EST)
Dear Mr. Wilcox:

[Insert name of signor] Daniel Orr Jr., on behalf of W.B. Mason Co. Inc. [insert name of entity submitting bid (collectively referred to as "Vendor")] hereby submits an offer as contained in the written bid submitted herewith ("Bid") to the State of New Hampshire in response to BID # 2807-24 for JANITORIAL CHEMICALS at the price(s) quoted herein in complete accordance with the bid.

Vendor attests to the fact that:

1. The Vendor has reviewed and agreed to be bound by the Bid.
2. The Vendor has not altered any of the language or other provisions contained in the Bid document.
3. The Bid is effective for a period of 180 days from the Bid Closing date as indicated above.
4. The prices Vendor has quoted in the Bid were established without collusion with other vendors.
5. The Vendor has read and fully understands this Bid.
6. Further, in accordance with RSA 21:111-e, the undersigned Vendor certifies that neither the Vendor nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association)
 - a. Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
 - b. Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
 - c. Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing of bid, proposal, or quotation;
 - d. Is currently debarred from performing work on any project of the federal government or the government of any state;
 - e. Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
 - f. Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
 - g. Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
 - h. Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section:
 - i. Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment; or
 - j. Has been placed on the debarred parties list described in RSA 21:111-e within the past year.

This document shall be signed by a person who is authorized to legally obligate the responding Vendor. A signature on this document indicates that all State of New Hampshire terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to State of New Hampshire terms and conditions as stated on the reverse of the purchase order.

Authorized Signor's Signature 

Authorized Signor's Title Senior V.P.

Form P57-A

Contractor Initials DOJ
Date 9/19/23

**REQUEST FOR BID FOR CONTRACT: JANITORIAL CHEMICALS FOR
THE STATE OF NEW HAMPSHIRE**

PURPOSE:

The purpose of this bid invitation is to establish a contract for supply and delivery of JANITORIAL CHEMICALS to the State of New Hampshire with product list and requirements indicated in the SCOPE OF WORK and OFFER sections of this bid invitation, in accordance with the requirements of this bid invitation and any resulting contract.

INSTRUCTIONS TO VENDOR:

Read the entire bid invitation prior to filling it out. Complete the pricing information in the "Offer" section (detailed information on how to fill out the pricing information can be found in the "Offer" section); complete the "Vendor Contact Information" section; and finally, fill out, sign, and notarize page one of the bid invitation.

BID SUBMITTAL:

All bids shall be submitted on this form (or an exact copy), shall be typed or clearly printed in ink, and shall be received on or before the date and time specified on page 1 of this bid under "Bid Closing". Interested parties may submit a bid to the State of New Hampshire Bureau of Purchase and Property by email to NH.Purchasing@DAS.NH.Gov. All bids shall be clearly marked with bid number, date due and purchasing agent's name.

IF YOU ARE EXPERIENCING DIFFICULTIES EMAILING YOUR BID OR YOU WISH TO VERIFY THAT YOUR BID RESPONSE HAS BEEN RECEIVED, PLEASE CALL (603) 271-2201.

BID INQUIRIES:

Any questions, clarifications, and/or requested changes shall be submitted by an individual authorized to commit their organization to the Terms and Conditions of this bid and shall be received in writing at the Bureau of Purchase and Property no later than 4:00 PM on the date listed in the timeline below. Questions shall not be submitted to anyone other than the Purchasing Agent or his/her representative. Bidders that submit questions verbally or in writing to any other State entity or State personnel shall be found in violation of this part and may be found non-compliant.

Questions shall be submitted by E-mail to JESSE WILCOX at the following address: JESSE.G.WILCOX@DAS.NH.GOV

Submissions shall clearly identify the bid Number, the Vendor's name and address and the name of the person submitting the question.

BID DUE DATE:

All bid submissions shall be received at the Bureau of Purchase and Property no later than the date and time shown on the transmittal letter of this bid. Submissions received after the date and time specified shall be marked as "Late" and shall not be considered in the evaluation process.

All offers shall remain valid for a period of one hundred eighty (180) days from the bid due date. A vendor's disclosure or distribution of bids other than to DAS, Bureau of Purchase and Property may be grounds for disqualification.

ADDENDA:

In the event it becomes necessary to add to or revise any part of this bid prior to the scheduled submittal date, the NH Bureau of Purchase and Property shall post on our web site any Addenda. Before your submission and periodically prior to the RFB closing, Vendors are required to check the site for any addenda or other materials that may have been issued affecting the bid. The web site address is:

<https://apps.das.nh.gov/bidscontracts/bids.aspx>

TIMELINE:

The timeline below is provided as a general guideline and is subject to change. Unless stated otherwise, consider the dates below a "no later than" date.

08/28/2023	Bid Solicitation distributed on or by
09/11/2023	Last day for questions, clarifications, and/or requested changes to bid
09/21/2023	1:30 PM (EST) Bid Closing
02/01/2024	Implementation of Contract

TERMS OF SUBMISSION:

All material received in response to this bid shall become the property of the State and shall not be returned to the Vendor. Regardless of the Vendors selected, the State reserves the right to use any information presented in a bid response. The content of each Vendor's bid shall become public information once a contract(s) has been awarded.

A responding bid that has been completed and signed by your representative shall constitute your company's acceptance of all State of New Hampshire terms and conditions and shall legally obligate your company to these terms and conditions.

A signed response further signifies that from the time the bid is published (bid solicitation date and time) until a contract is awarded, no bidder shall offer or give, directly or indirectly, any gift, expense reimbursement, or honorarium, as defined by RSA 15-B, to any elected official, public official, public employee, constitutional official, or family member of any such official or employee who shall select, evaluate, or award the RFB.

Furthermore, a signed response signifies that any terms and/or conditions that may be or have been submitted by the Vendor are specifically null and void and are not a part of this bid invitation or any awarded purchase order, even if said terms and/or conditions contain language to the contrary.

The form P-37 Contract attached hereto shall be part of this bid and the basis for the contract(s). The successful Vendor and the State, following notification, shall promptly execute this contract form, which is to be completed by incorporating the service requirements and price conditions established by the vendor's offer.

CHAPTER ADM 600 PROCUREMENT AND PROPERTY RULES APPLY TO AND ARE MADE A PART HEREOF.

Complete bids shall be filled out on the original documents and format that are a part of this bid invitation. Vendors may submit additional paperwork with pricing, but all pricing shall be on the documents provided with this bid invitation and in the State's format.

CONTRACT TERM:

The term of the contract shall commence on February 1, 2024 or upon approval of the Governor and Executive Council, whichever is later, through January 31, 2028, a period of approximately four (4) years.

The contract may be extended for up to an additional two (2) years thereafter under the same terms, conditions and pricing structure upon the mutual agreement between the successful Vendor and the State with the approval of the Commissioner of the Department of Administrative Services.

CONTRACT AWARD:

The award shall be made to the Vendor meeting the criteria established in this RFB and providing the lowest net cost in total. The State reserves the right to reject any or all bids or any part thereof and add/delete items/locations to the contract. All awards shall be in the form of a State of New Hampshire Contract.

The determination of lowest net cost in total will be based on the combined scoring of the attached offer section and balance of product line discount. The offer sections A and B will be worth 80% cumulatively and the corresponding Balance of Product Line from MSRP (section C) will be worth 20%.

Successful Vendor shall not be allowed to require any other type of order, nor shall the successful Vendor be allowed to require the filling out or signing of any other document by State of New Hampshire personnel.

NOTIFICATION AND AWARD OF CONTRACT(S):

Bid results shall not be given by telephone. For Vendors wishing to attend the bid closing, the names of the vendors submitting responses and pricing shall be made public. Other specific response information shall not be given out. Bid results shall be made public after final approval of the contract(s).

Bid results may also be viewed on our website at <https://apps.das.nh.gov/bidscontracts/bids.aspx>.

For Vendors wishing to attend the bid closing: Names of the Vendors submitting responses and pricing shall be made public. In lieu of in person public bid openings the State shall conduct openings via electronic means until further notice.

LIABILITY:

The State shall not be held liable for any costs incurred by Vendors in the preparation of bids or for work performed prior to contract issuance.

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Date 9/19/23

PUBLIC DISCLOSURE OF BID OR PROPOSAL SUBMISSIONS:

Generally, the full contents of any proposal (including all materials submitted in connection with it, such as attachments, exhibits, addenda, and vendor presentations) become public information upon completion of final contract or purchase order negotiations with the selected vendor. Certain information concerning proposals, including but not limited to scoring, is generally available to the public even before this time, in accordance with the provisions of NH RSA 21-G:37.

Confidential, commercial or financial information may be exempt from public disclosure under RSA 91-A:5, IV. Any and all information contained in or connected to a bid or proposal that a Bidder considers confidential shall be clearly designated in the following manner:

If the Bidder considers any portion of a submission confidential, they shall provide a separate copy of the full and complete document, fully redacting those portions by blacking them out and shall note on the applicable page or pages of the document that the redacted portion or portions are "confidential." Use of any other term or method, such as stating that a document or portion thereof is "proprietary", "not for public use", or "for client's use only", is not acceptable. In addition to providing an additional fully redacted copy of the bid submission to the person listed as the point of contact on Page one (1) of this document, the identified information considered to be confidential **must** be accompanied by a separate letter stating the rationale for each item designated as confidential. In other words, the letter must specifically state why and under what legal authority each redaction has been made. Submissions which do not conform to these instructions by failing to include a redacted copy (if required), by failing to include a letter specifying the rationale for each redaction, by failing to designate redactions in the manner required by these instructions, or by including redactions which are contrary to these instructions or operative law may be rejected by the State as not conforming to the requirements of the bid or proposal. Marking or designating an entire proposal, attachment or section as confidential shall neither be accepted nor honored by the State. Marking an entire bid, proposal, attachment or full sections thereof confidential without taking into consideration the public's right to know shall neither be accepted nor honored by the State.

Notwithstanding any provision of this request for submission to the contrary, proposed pricing shall be subject to public disclosure REGARDLESS of whether or not marked as confidential.

If a request is made to the State by any person or entity to view or receive copies of any portion of a proposal, the State will assess what information it believes is subject to release; notify the Bidder that the request has been made; indicate what, if any, portions of the proposal or related material shall be released; and notify the Bidder of the date it plans to release the materials. To halt the release of information by the State, a Bidder must initiate and provide to the State, prior to the date specified in the notice, a court action in the Superior Court of the State of New Hampshire, at its sole expense, seeking to enjoin the release of the requested information.

By submitting a proposal, Bidders acknowledge and agree that:

- The State may disclose any and all portions of the proposal or related materials which are not marked as confidential and/or which have not been specifically explained in the letter to the person identified as the point of contact for this RFP;
- The State is not obligated to comply with a Bidder's designations regarding confidentiality and must conduct an independent analysis to assess the confidentiality of the information submitted in your proposal; and
- The State may, unless otherwise prohibited by court order, release the information on the date specified in the notice described above without any liability to a Bidder.

TERMINATION:

The State of New Hampshire shall have the right to terminate the contract at any time with a thirty (30) day written notice to the successful Vendor.

VENDOR CERTIFICATIONS:

All Vendors shall be duly registered with the NH Bureau of Purchase and Property as State of New Hampshire vendors. All Vendors that are corporations, limited liability companies, or other limited liability business entities (this excludes sole proprietors and general partnerships) shall be duly registered with the New Hampshire Secretary of State to conduct business in the State of New Hampshire.

- **STATE OF NEW HAMPSHIRE VENDOR APPLICATION:** To be eligible for a contract award, a Vendor must have a completed Vendor Application Package on file with the NH Bureau of Purchase and Property. See the following website for information on obtaining and filing the required forms (no fee): <https://DAS.NH.Gov/Purchasing>
- **NEW HAMPSHIRE SECRETARY OF STATE REGISTRATION:** To be eligible for a contract award, a Vendor that is a corporation, limited liability company, or other limited liability business entity (this excludes sole proprietors and general partnerships) must be registered to conduct business in the State of New Hampshire **AND** in good standing with the NH Secretary of State. Please visit the following website to find out more about the requirements for registration with the NH Secretary of State: <https://sos.nh.gov/corporation-division/>

- **CONFIDENTIALITY & CRIMINAL RECORD:** If Applicable, any employee or approved subcontractor of the Vendor who will be accessing or working with records of the State of New Hampshire shall be required to sign a Confidentiality and Non-Disclosure Agreement and a Release of Criminal Record Authorization Form. These forms shall be returned to the designated State agency prior to commencing any work.
- **CERTIFICATE OF INSURANCE:**
Prior to being awarded a contract the Vendor shall be required to submit proof of comprehensive general liability insurance coverage prior to performing any services for the State. The coverage shall insure against all claims of bodily injury, death or property damage in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate. Coverage shall also include State of New Hampshire workers' compensation insurance to the extent required by RSA Chapter 281-A.

BID PRICES:

Bid prices shall remain firm for the entirety of the contract term. Prices shall be in US dollars and shall include delivery and all other costs required by this bid invitation. Special charges, surcharges (including credit card transaction fees), or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges shall be built into your bid price at the time of the bid. Unless otherwise specified, prices shall be F.O.B. DESTINATION, (included in the price bid), which means delivered to a state agency's receiving dock or other designated point as specified in this contract or subsequent purchase orders without additional charge. Shipments shall be made in order to arrive at the destination at a satisfactory time for unloading during receiving hours.

Per Administrative Rule 606.01(e) "if there is a discrepancy between the unit price and the extension price in a response to an RFP, RFB or RFQ, the unit price shall be binding upon the vendor".

Price decreases shall become effective immediately as they become effective to the general trade
Updated Published Price List MUST be e-mailed to Jesse.G.Wilcox@das.nh.gov.

AUDITS AND ACCOUNTING:

The successful Vendor shall allow representatives of the State of New Hampshire to have complete access to all records for the purpose of determining compliance with the terms and conditions of this bid invitation and in determining the award and for monitoring any resulting contract.

At intervals during the contract term, and prior to the termination of the contract, the successful Vendor may be required to provide a complete and accurate accounting of all products and quantities ordered by each agency and institution and by political sub-divisions and authorized non-profit organizations.

ESTIMATED USAGE:

The quantities indicated in the offer section of this bid invitation are an estimate only for the State of New Hampshire's annual requirements. These quantities are indicated for informational purposes only and shall not be considered minimum or guaranteed quantities, nor shall they be considered maximum quantities. These quantities do not include any eligible participant usage.

USAGE REPORTING:

The successful Vendor shall be required to submit a quarterly and annual usage report for analysis for each state agency or eligible participant. Reports are due no later than 30 days after each end of each calendar quarter to The Bureau of Procurement & Support Services, Jesse Wilcox and sent electronic to Jesse.G.Wilcox@das.nh.gov. At a minimum, the Report shall include:

- Contract Number
- Utilizing Agency and Eligible Participant
- Services/Products Purchased (showing the manufacturer, item, part number, and the final cost.)
- Recycling documentation with respect to content used in the manufacture, development and distribution process of goods and services sold. This report shall include but not be limited to:
 - Percentage of recycled materials contained within finished products
 - Percentage of waste recycled throughout the manufacturing process
 - Types and volume of packaging used for transport
 - Any associated material avoided and/or recycled as applicable under contract
 - A standardized reporting form will be provided after contract award
- Total Cost of all Services/Products Purchased. Ability to sort by agency/eligible participant.
- Preferred in Excel format

ESTABLISHMENT OF ACCOUNTS:

Each State of New Hampshire agency shall have its own individual customer account number. There may also be instances where divisions or bureaus within an agency will need their own individual customer account numbers. Should any State of New Hampshire agency place an

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order under the contract, the successful Vendor agrees to establish an account within three business days from the date the order is placed. However, there shall be no delay in any shipment; the agency shall receive the items ordered in accordance with the delivery time required under this bid invitation, as if an account already exists for the agency.

ELIGIBLE PARTICIPANTS:

Political sub-divisions (counties, cities, towns, school districts, special district or precinct, or any other governmental organization), or any nonprofit agency under the provisions of section 501c of the federal internal revenue code, are eligible to participate under this contract whenever said sub-division or nonprofit agency so desires. These entities are autonomous and may participate at their sole discretion. In doing so, they are entitled to the prices established under the contract. However, they are solely responsible for their association with the successful Vendor. The State of New Hampshire assumes no liability between the successful Vendor and any of these entities.

PAYMENT:

Payment method (P-Card or ACH). Payments shall be made via ACH or Procurement Card (P-card = Credit Card) unless otherwise specified by the state of New Hampshire. Use the following link to enroll with the State Treasury for ACH payments: <https://www.nh.gov/treasury/state-vendors/index.html> Eligible participants shall negotiate their own payment methods with the successful Vendor.

INVOICING:

Invoices shall be submitted to the corresponding State agency after completion of work/acceptance of delivery.

TERMS OF PAYMENT:

Payment shall be made in full within thirty (30) days after receipt of the invoice and acceptance of the corresponding goods and/or services to the State's satisfaction.

VENDOR RESPONSIBILITY:

The successful Vendor shall be solely responsible for meeting all terms and conditions specified in the bid, and any resulting contract.

All State of New Hampshire bid invitations and addenda to such bid invitations are advertised on our website at:

<https://apps.das.nh.gov/bidscontracts/bids.aspx>

It is a prospective Vendor's responsibility to access our website to determine any bid invitation under which the Vendor desires to participate. It is also the Vendor's responsibility to access our website for any posted addenda.

The website is updated several times per day; it is the responsibility of the prospective Vendor to access the website frequently to ensure that no bidding opportunity or addendum is overlooked.

It is the prospective Vendor's responsibility to forward a signed copy of any addendum requiring the Vendor's signature to the Bureau of Purchase and Property with the bid response.

In preparation of a bid response, the prospective Vendor shall:

- Provide pricing information as indicated in the "Offer" section; and
- Provide all other information required for the bid response (if applicable); and
- Complete the "Vendor Contact Information" section; and
- Complete the company information on the "Transmittal Letter" page, and sign under penalty of unsworn falsification in the space provided on that page.

It is the responsibility of the Vendor to maintain this any awarded contract and New Hampshire Vendor Registration with up to date contact information.

Contract specific contact information (Sales contact, Contractor contract manager, etc.) shall be sent to the State's Contracting Office listed in Box 1.9 of Form P-37.

Additionally, all updates i.e., telephone numbers, contact names, email addresses, W9, tax identification numbers are required to be current through a formal electronic submission to the Bureau of Purchase and Property at:

<https://www.das.nh.gov/purchasing/vendorresources.aspx>

IF AWARDED A CONTRACT:

The successful Vendor shall complete the following sections of the attached Agreement State of New Hampshire Form #P-37:

- Section 1.3 Contractor Name
- Section 1.4 Contractor Address
- Section 1.11 Contractor Signature
- Section 1.12 Name & Title of Contractor Signatory (if Vendor is not a sole proprietor)

- Provide certificate of insurance indicating the coverage amounts required by Section 14 of the Form Number P-37.
- Provide proof of sufficient workers' compensation insurance coverage or evidence of exemption from RSA Chapter 81-A.
- If the successful Vendor is a corporation, limited liability company, or other limited liability business entity, then provide a certificate of good standing issued by the NH Secretary of State or for a newly incorporated, formed, or registered entity, a copy of the appropriate registration document certified by the NH Secretary of State.

EQUIPMENT: The successful Vendor will be responsible for replacing and servicing any and all equipment needed for their product line(s), i.e. dispensers, etc., at no additional cost. All dispensers shall be serviced at no additional cost when needed. Pricing for services shall be included in Vendor's pricing entered in the Offer Section.

SPECIFICATION COMPLIANCE:

Vendor's offer shall meet or exceed the required specifications as written. The State of New Hampshire shall be the sole determining factor of what meets or exceeds the required specifications.

Unless otherwise specified by the Bureau of Purchase and Property in this bid invitation document, all equipment/items offered by the Vendor shall be new (and of the current model year, if applicable); shall not be used, rebuilt, refurbished; shall not have been used as demonstration equipment, and shall not have been placed anywhere for evaluation purposes.

SPECIFICATION COMPLIANCE FOR SECTION A:

The product listed in section A of the attached offer sheet are Hospital Grade Janitorial Chemicals carrying certification from the CDC, FDA, Joint Commission, or other regulating body and may not be substituted with equivalent products from another brand. The listed brand and product are the only acceptable products to be bid in this section.

SPECIFICATION COMPLIANCE FOR SECTION B:

The products listed in section B of the attached offer sheet are general use industrial Janitorial Chemicals widely used in office building settings and are representative of the type and quality required. You may bid alternative manufacturers and products; however, your offer shall match or exceed the ones indicated and you shall demonstrate to the satisfaction of the purchasing Agency that they meet or exceed the minimum standards. Items that do not meet the minimum standards shall not be accepted. Product literature and specifications may be enclosed. Vendors may bid on any brand that meets or exceeds the specifications of the example brand.

WARRANTY REQUIREMENTS:

The successful Vendor shall be required to provide warranties on all equipment provided by the Vendor for a period of not less than one (1) year or the manufacturer's standard warranty period, whichever is greater, commencing on the date that the equipment is received, inspected, and accepted by the State of New Hampshire. The warranty shall cover 100% of repair or replacement costs, including all parts, shipping, labor, travel, lodging, and expenses.

NON-EXCLUSIVE CONTRACT

Any resulting Contract from this RFB will be a non-exclusive Contract. The State reserves the right, at its discretion, to retain other Contractors to provide any of the Services or Deliverables identified under this procurement or make an award by item, part or portion of an item, group of items, or total Proposal.

DELIVERY TIME:

The successful Vendor shall be required to accomplish delivery of any in-stock item ordered under the contract within five (5) business days from the placement of the order. It is the vendors responsibility to inform the using agency of backorders and out-of-stock items, such backordered or out-of-stock items may be cancelled by the using agency.

The use of a private carrier to make delivery does not relieve the successful Vendor from the responsibility of meeting the delivery requirement.

RETURNED GOODS:

The successful Vendor shall resolve all order and invoice discrepancies within five (5) business days from notification. Products returned due to quality issues, duplicate shipments, over-shipments, etc. shall be picked up by the successful Vendor within ten (10)

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business days of notification with no restocking or freight charges, and shall be replaced with specified products or the agency shall be refunded/credited for the full purchase price. Unauthorized substitutions for any products are not allowed.

Standard stock products ordered in error by the State of New Hampshire shall be returned for full credit within fifteen (15) business days of receipt. Products shall be in re-saleable condition (original container, unused) and there shall be no restocking fee charged for these products. The using agency shall be responsible for any freight charges to return these items to the successful Vendor.

OFFER:

The bidder offers to sell to the state of New Hampshire the commodities or services indicated at the price or prices quoted and in compliance with the requirements and specifications of the bid.

Please refer to Attachment 1 – Offer Sheet

There are three sections in the offer sheet and to be considered for this contract the vendor must complete all three sections and bid on all products. Please refer to the SPECIFICATION COMPLIANCE section on page 7 for further instructions about the offer sheet sections.

VENDOR'S BALANCE OF PRODUCT LINE ITEMS

The items in the Offer Section include the items most commonly purchased by State of New Hampshire agencies, and shall be used for award purposes. During the term of contract, the State may purchase other items that relate to the product/categories represented herein from the successful Vendor's Balance of Product Line. All items ordered shall include all shipping/charges as specified above in "Bid Prices".

VENDOR CONTACT INFORMATION:

Please provide contact information below for a person knowledgeable of and who can answer questions regarding this bid response.

<u>Luke Bergeron</u>	<u>888-926-2766</u>
Contact Person	Toll Free Telephone Number
<u>luke.bergeron@wbmason.com</u>	<u>www.wbmason.com</u>
E-mail Address	Company Website
<u>W.B. Mason Co. Inc.</u>	<u>8001 S. Willow St. Manchester, NH 03103</u>
Vendor Company Name	Vendor Address

ATTACHMENTS:

The following attachments are an integral part of this bid invitation:

- Attachment A: Sample P-37 Form
- Attachment I: RFB 2807-24 Offer Sheet

Note: To be considered, bid shall be signed and notarized on front cover sheet in the space provided.

The Bid Opening is open to the public online at the following:

Microsoft Teams meeting
Join on your computer, mobile app or room device
[Click here to join the meeting](#)
Meeting ID: 224 456 415 121
Passcode: GnX3or
[Download Teams](#) | [Join on the web](#)
Join with a video conferencing device
nhgov@m.webex.com
Video Conference ID: 119 664 839 4
[Alternate VTC instructions](#)
Or call in (audio only)
[+1 603-931-4944, 105091069#](#) United States, Concord
Phone Conference ID: 105 091 069#
[Find a local number](#) | [Reset PIN](#)
[Learn More](#) | [Meeting options](#)

Contractor Initials AGH
Date 01/06/2

ATTACHMENT A

SAMPLE FORM TO BE COMPLETED UPON AWARD

FORM NUMBER P-37 (version 2/23/2023)

Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION.

1.1 State Agency Name		1.2 State Agency Address	
1.3 Contractor Name		1.4 Contractor Address	
1.5 Contractor Phone Number	1.6 Account Unit and Class	1.7 Completion Date	1.8 Price Limitation
1.9 Contracting Officer for State Agency		1.10 State Agency Telephone Number	
1.11 Contractor Signature Date:		1.12 Name and Title of Contractor Signatory	
1.13 State Agency Signature Date:		1.14 Name and Title of State Agency Signatory	
1.15 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.16 Approval by the Attorney General (Form, Substance and Execution) (if applicable) By: _____ On: _____			
1.17 Approval by the Governor and Executive Council (if applicable) G&C Item number: _____ G&C Meeting Date: _____			

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Date 7/9/22

2. SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 ("State"), engages contractor identified in block 1.3 ("Contractor") to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT B which is incorporated herein by reference ("Services").

3. EFFECTIVE DATE/COMPLETION OF SERVICES.

3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.13 ("Effective Date").

3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed.

3.3 Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT.

Notwithstanding any provision of this Agreement to the contrary, all obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds. In no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds by any state or federal legislative or executive action that reduces, eliminates or otherwise modifies the appropriation or availability of funding for this Agreement and the Scope for Services provided in EXHIBIT B, in whole or in part, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to reduce or terminate the Services under this Agreement immediately upon giving the Contractor notice of such reduction or termination. The State shall not be required to transfer funds from any other account or source to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/ PAYMENT.

5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT C which is incorporated herein by reference.

5.2 Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8. The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance hereof, and shall be the only and the complete compensation to the Contractor for the Services.

5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.

5.4 The State's liability under this Agreement shall be limited to monetary damages not to exceed the total fees paid. The Contractor agrees that it has an adequate remedy at law for any breach of this Agreement by the State and hereby waives any right to specific performance or other equitable remedies against the State.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all applicable statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal employment opportunity laws and the Governor's order on Respect and Civility in the Workplace, Executive order 2020-01. In addition, if this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all federal executive orders, rules, regulations and statutes, and with any rules, regulations and guidelines as the State or the United States issue to implement these regulations. The Contractor shall also comply with all applicable intellectual property laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of age, sex, sexual orientation, race, color, marital status, physical or mental disability, religious creed, national origin, gender identity, or gender expression, and will take affirmative action to prevent such discrimination, unless exempt by state or federal law. The Contractor shall ensure any subcontractors comply with these nondiscrimination requirements.

6.3 No payments or transfers of value by Contractor or its representatives in connection with this Agreement have or shall be made which have the purpose or effect of public or commercial bribery, or acceptance of or acquiescence in extortion, kickbacks, or other unlawful or improper means of obtaining business.

6.4. The Contractor agrees to permit the State or United States access to any of the Contractor's books, records and accounts for the purpose of ascertaining compliance with this Agreement and all rules, regulations and orders pertaining to the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 The Contracting Officer specified in block 1.9, or any successor, shall be the State's point of contact pertaining to this Agreement.

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

- 8.1.1 failure to perform the Services satisfactorily or on schedule;
- 8.1.2 failure to submit any report required hereunder; and/or
- 8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) calendar days from the date of the notice; and if the Event of Default is not timely cured, terminate this Agreement, effective two (2) calendar days after giving the Contractor notice of termination;

8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor.

8.2.3 give the Contractor a written notice specifying the Event of Default and set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or

8.2.4 give the Contractor a written notice specifying the Event of Default, treat the Agreement as breached, terminate the Agreement and pursue any of its remedies at law or in equity, or both.

9. TERMINATION.

9.1 Notwithstanding paragraph 8, the State may, at its sole discretion, terminate the Agreement for any reason, in whole or in part, by thirty (30) calendar days written notice to the Contractor that the State is exercising its option to terminate the Agreement.

9.2 In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall, at the State's discretion, deliver to the Contracting Officer, not later than fifteen (15) calendar days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. In addition, at the State's discretion, the Contractor shall, within fifteen (15) calendar days of notice of early termination, develop and submit to the State a transition plan for Services under the Agreement.

10. PROPERTY OWNERSHIP/DISCLOSURE.

10.1 As used in this Agreement, the word "Property" shall mean all data, information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

10.2 All data and any Property which has been received from the State, or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

10.3 Disclosure of data, information and other records shall be governed by N.H. RSA chapter 91-A and/or other applicable law. Disclosure requires prior written approval of the State.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS.

12.1 Contractor shall provide the State written notice at least fifteen (15) calendar days before any proposed assignment, delegation, or other transfer of any interest in this Agreement. No such assignment, delegation, or other transfer shall be effective without the written consent of the State.

12.2 For purposes of paragraph 12, a Change of Control shall constitute assignment. "Change of Control" means (a) merger, consolidation, or a transaction or series of related transactions in which a third party, together with its affiliates, becomes the direct or indirect owner of fifty percent (50%) or more of the voting shares or similar equity interests, or combined voting power of the Contractor, or (b) the sale of all or substantially all of the assets of the Contractor.

12.3 None of the Services shall be subcontracted by the Contractor without prior written notice and consent of the State.

12.4 The State is entitled to copies of all subcontracts and assignment agreements and shall not be bound by any provisions contained in a subcontract or an assignment agreement to which it is not a party.

13. INDEMNIFICATION. The Contractor shall indemnify, defend, and hold harmless the State, its officers, and employees from and against all actions, claims, damages, demands, judgments, fines, liabilities, losses, and other expenses, including, without limitation, reasonable attorneys' fees, arising out of or relating to this Agreement directly or indirectly arising from death, personal injury, property damage, intellectual property infringement, or other claims asserted against the State, its officers, or employees caused by the acts or omissions of negligence, reckless or willful misconduct, or fraud by the Contractor, its employees, agents, or subcontractors. The State shall not be liable for any costs incurred by the Contractor arising under this paragraph 13. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the State's sovereign immunity, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and continuously maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 commercial general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate or excess; and

14.1.2 special cause of loss coverage form covering all Property subject to subparagraph 10.2 herein, in an amount not less than 80% of the whole replacement value of the Property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or any successor, a certificate(s) of insurance for all insurance required under this Agreement. At the request of the Contracting Officer, or any successor, the Contractor shall provide certificate(s) of insurance for all renewal(s) of insurance required under this Agreement. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference.

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("Workers' Compensation").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. The Contractor shall furnish the Contracting Officer identified in block 1.9, or any successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. A State's failure to enforce its rights with respect to any single or continuing breach of this Agreement shall not act

as a waiver of the right of the State to later enforce any such rights or to enforce any other or any subsequent breach.

17. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire unless no such approval is required under the circumstances pursuant to State law, rule or policy.

19. CHOICE OF LAW AND FORUM.

19.1 This Agreement shall be governed, interpreted and construed in accordance with the laws of the State of New Hampshire except where the Federal supremacy clause requires otherwise. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

19.2 Any actions arising out of this Agreement, including the breach or alleged breach thereof, may not be submitted to binding arbitration, but must, instead, be brought and maintained in the Merrimack County Superior Court of New Hampshire which shall have exclusive jurisdiction thereof.

20. CONFLICTING TERMS. In the event of a conflict between the terms of this P-37 form (as modified in EXHIBIT A) and any other portion of this Agreement including any attachments thereto, the terms of the P-37 (as modified in EXHIBIT A) shall control.

21. THIRD PARTIES. This Agreement is being entered into for the sole benefit of the parties hereto, and nothing herein, express or implied, is intended to or will confer any legal or equitable right, benefit, or remedy of any nature upon any other person.

22. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

23. SPECIAL PROVISIONS. Additional or modifying provisions set forth in the attached EXHIBIT A are incorporated herein by reference.

24. FURTHER ASSURANCES. The Contractor, along with its agents and affiliates, shall, at its own cost and expense, execute any additional documents and take such further actions as may be reasonably required to carry out the provisions of this Agreement and give effect to the transactions contemplated hereby.

25. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

26. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supercedes all prior agreements and understandings with respect to the subject matter hereof.

Contractor Initials AM
Date 9/19/23

RFB 2807-24 Janitorial Chemicals Attachment 1: Offer Sheet

Section A: Hospital Grade Janitorial Chemicals

The products listed in section A cannot be substituted with equivalent products.

#	EST. ANNUAL USAGE	Product Type	PRODUCT BRAND / ITEM NUMBER, CASE PACKAGING	FORMAT / TYPE	DELIVERED CASE PRICE	EXTENDED PRICE
1	14	Rubber floor Cleaner	Diversey 4512767, 4/1 Gal	CONCENTRATED	\$90.48	\$1,266.72
2	68	No-Rinse Neutral Floor Cleaner	Diversey 3323981, #5 Rinsance, 2/1.5 Gal	DILUTION SYSTEM	\$125.00	\$8,500.00
3	6	HD Floor Cleaner / Stripper	Ecotab 6110625 Oasis 115XP, 2.5 Gal	CONCENTRATED	\$148.00	\$888.00
4	16	General Purpose Floor Cleaner	Diversey 04965, 2/2.5 Ltr	DILUTION SYSTEM	\$76.31	\$1,220.96
5	15	Neutral Disinfectant	Spartan 1204 Super HDQ, 4/1 Gal	CONCENTRATED	\$119.00	\$1,785.00
6	350	Disinfectant Bleach	Clorox 30966, 3/121 oz	Ready to Use	\$9.99	\$3,498.50
7	36	Non-Acid Disinfectant Cleaner	Diversey 4278763 Floor and Surface Crew, 2/2.5 Ltr	DILUTION SYSTEM	\$0.00	\$0.00
8	29	Non-Acid Disinfectant Cleaner	Diversey 100925283 Crew Non-Acid Disinfectant, 12/32 oz	Ready to Use	\$24.01	\$696.29
9	160	Quaternary Disinfectant	Diversey 04329 Ynex II 256 One-Step Disinfectant, 2/2.5 Ltr	DILUTION SYSTEM	\$53.22	\$8,515.20
10	65	Quaternary Disinfectant	Diversey 3164449 Triad III Disinfectant Cleaner, 2/2.5 Ltr	CONCENTRATED	\$0.00	\$0.00
11	66	Odor Eliminating Cleaner	Diversey 4291150 #38 Breakdown, 2.5 Gal	CONCENTRATED	\$118.75	\$7,837.50
12	210	Heavy Duty Bowl Cleaner	Diversey Clinging Crew 04578, 12/32 oz	Ready to Use	\$30.18	\$6,337.80
13	22	Heavy Duty Degreaser	Diversey 5892221 Spitfire, 2/2.5 Ltr	DILUTION SYSTEM	\$89.42	\$1,967.24
SECTION A TOTAL:						\$42,511.21

Section B: Industrial Janitorial Chemicals

The products listed in Section B are representative of the type and quality required. You may bid different brands and models, however, your offer shall match or exceed the ones indicated below.

#	EST. ANNUAL USAGE	Product Type	PRODUCT BRAND / ITEM NUMBER, CASE PACKAGING	FORMAT / TYPE	OUNCES PER CASE	DILUTION RATIO (OZ PER GALLON)	TOTAL RTU* GAL PRODUCED	DESCRIPTION OF PRODUCT BRAND/ ITEM NUMBER/ GALLONS PER UNIT OR CASE	OUNCES PER CASE	RECOMMENDED MANUFACTURER RATIO (OZ PER GALLON)	TOTAL CASES NEEDED TO PRODUCE SAME RTU'S AS LISTED	DELIVERED CASE PRICE	EXTENDED PRICE
	1,000		EXAMPLE: Super Floor Stripper, 4/1 Gal	CONCENTRATED	512	.32	16000	EXAMPLE: Floor Eva #601A, 4/1 Gal	512	16	500	\$30.00	\$15,000.00
1	28	Low Maintenance Floor Finish	Equivalent functionality to 3M Scotchgard 59279, 2/2.5 Gal	Ready to Use	640	N/A	140	Visions #0502, 5 Gal	640	N/A	28	\$53.11	1487.08
2	5	Multi Purpose Cleaner	Equivalent functionality to Spartan 3097, 5 Gal	Ready to Use	640	N/A	.25	Nature's Solution #1800, 5 Gal	640	N/A	5	\$38.66	193.3
3	35	Floor Finish	Equivalent functionality to Diversey S105047, 5 Gal	Ready to Use	640	N/A	175	Balance #0573, 5 Gal	640	N/A	35	\$63.33	2216.55
4	10	Floor Finish Restorer	Equivalent functionality to Spartan 433005, 5 Gal	Ready to Use	640	N/A	50	Vivid #0528, 4/1 Gal	512	N/A	13	\$33.51	418.875
5	30	Floor Finish, 20.5% solids	Equivalent functionality to Spartan 401705, 5 Gal	Ready to Use	640	N/A	150	Visions #0502, 5 Gal	640	N/A	30	\$53.11	1593.3
6	200	Non-Aerosol Glass Cleaner	Equivalent functionality to Diversey "Windex" 90139, 12/32 oz	Ready to Use	384	N/A	600	Kleer Bite #1303, 12/32 oz	384	N/A	200	\$98.66	19732
7	66	All Purpose Spray and Glass Cleaner	Equivalent functionality to P & G 31240 Spic and Span, 8/32 oz	Ready to Use	256	N/A	132	Kleer Bite #1303, 12/32 oz	384	N/A	44	\$98.66	4341.04
8	13	Bacteria Digester and Deodorizer	Equivalent functionality to Spartan 3197 Bacteria Digester, 12/32 oz	Ready to Use	384	N/A	39	Nature's Solution #1801, 12/32 oz	384	N/A	13	\$129.60	1684.8
9	55	Aerosol Disinfectant	Equivalent functionality to Reckitt 95029 Disinfectant "Lysol", 12-19 oz	Ready to Use	228	N/A	98	Fortress #2004, 12/15 oz	180	N/A	70	\$50.70	3532.1
10	85	All Purpose Spray and Glass Cleaner	Equivalent functionality to P & G 31240 Spic and Span, 8/32 oz	Ready to Use	256	N/A	170	Kleer Bite #1303, 12/32 oz	384	N/A	57	\$98.66	5590.733333
11	28	Stainless Steel Cleaner - Aerosol	Equivalent functionality to Epic 1306, 12/15 oz	Ready to Use	180	N/A	39	Glimmer #2006, 12/18 oz	216	N/A	23	\$45.53	1062.366667
12	44	Toilet Bowl Cleaner	Equivalent functionality to Reckitt 74278, 12/32 oz	Ready to Use	384	N/A	132	Bathroom Plus #1720, 12/32 oz	384	N/A	44	\$24.99	1099.56
13	27	All Purpose Powder Floor Cleaner	Equivalent functionality to P&G 31973, 12/27 oz	Ready to Use	324	N/A	68			N/A	57	\$129.00	7353
14	13	Bacteria Digester and Deodorizer	Equivalent functionality to Spartan 3197 Bacteria Digester, 12/32 oz	Ready to Use	384	N/A	39	Nature's Solution #1801, 12/32 oz	384	N/A	13	\$129.60	1684.8

15	170	Non Acidic Bath Disinfectant Cleaner	Equivalent functionality to Spartan 7116, 12/32 oz	Ready to Use	384	N/A	510	Bathroom Plus #1720, 12/32 oz	384	N/A	170	\$24.90	4233
16	26	Flooring Finish Restorer	Equivalent functionality to Diversey 04134, 4/1 Gal	CONCENTRATED	512	32	416	Spit Shine #0575, 4/1 Gal	512	2	2	\$35.00	56,875
17	24	Flooring Finish Restorer	Equivalent functionality to Diversey 4033110, 4/1 Gal	CONCENTRATED	512	64	1920	Vivid #0528, 4/1 Gal	512	32	120	\$33.51	4021.2
18	17	Bathroom Disinfectant Cleaner	Equivalent functionality to 3M 4L, 6/2 Ltr	DILUTION SYSTEM	404	2.51	2736	Dual Blend #20 Bathroom Plus Concentrate #5080, 4/80 oz	320	2	17	\$86.27	1475.354462
19	50	HD Mul Purpose Cleaner	Equivalent functionality to Clorox Lesfol 33910, 12/28 oz	CONCENTRATED	336	2	8400	Dual Blend #19 Lavender 256 Disinfectant #5079, 4/80 oz	384	2	20	\$41.11	822.2
20	120	Quaternary Disinfectant	Equivalent functionality to 3M St, 6/2 Ltr	DILUTION SYSTEM	404	0.5	96960	Bare Bones Low Odor #1051, 4/1 Gal	320	0.5	152	\$98.66	14946.99
21	22	Floor Stripper - Low Odor	Equivalent functionality to Spartan 0061 Stripper L.O.E., 4/1 Gal	CONCENTRATED	512	12	939	Edge Plus #0660, 4/1 Gal	512	8	15	\$51.64	757.3866667
22	15	HD Carpet Cleaner	Equivalent functionality to Spartan 3096 Carpet Xtraction, 4/1 Gal	CONCENTRATED	512	2	3840	ASAP #1062, 4/1 Gal	512	8	3	\$39.96	129.87
23	13	Floor Stripper - Emulsifier	Equivalent functionality to Spartan 0084 EMF Stripper Shine&No, 4/1 Gal	CONCENTRATED	512	32	208	Expose #1050, 5 Gal	640	.8	3	\$27.83	83.49
24	12	Linoleum Floor Stripper	Equivalent functionality to Diversey 04188, 5 Gal	CONCENTRATED	640	32	240	Enhance #0935, 4/1 Gal	512	1	6	\$22.04	132.24
25	12	No-rinse Floor Cleaner	Equivalent functionality to Spartan 3016 No-rinse, 4/1 Gal	CONCENTRATED	512	2	3072						

SECTION B TOTAL: \$76,875.81

TOTAL COST: \$121,387.02

Section C: Balance of Product Line Discount

Please provide one firm discount percentage for other janitorial chemicals	
BALANCE OF PRODUCT LINE - PERCENTAGE OFF MANUFACTURER'S SUGGESTED RETAIL PRICE:	50%