



State Industrial Products  
 5915 Landerbrook Drive, Suite 300  
 Mayfield Heights, OH 44124  
 To Order Call: 1-866-747-2229  
 Fax: 1-888-771-9670  
 agreementmaintenance@stateindustrial.com

# Contract Supply Agreement

Care for Work Environments®

<b>Customer #:</b>		<b>Sales Code:</b>	
<b>Customer Name:</b>		<b>Contact:</b>	
<b>Address:</b>		<b>Telephone:</b>	
<b>City, State, Zip:</b>		<b>Customer email:</b>	

## Agreement

This Agreement, between the "Customer" named above and State Industrial Products Corp. (State), is effective for \_\_\_\_ months from the date of acceptance by State. This Agreement will automatically renew for successive \_\_\_\_ month periods following the initial period unless terminated as set forth below.

- 1) Customer shall be responsible for the proper storage and maintenance of materials and dispenser equipment provided under this Agreement. Damaged or lost dispenser equipment provided under this Agreement will be charged to the Customer at the then current list prices. Defective dispenser equipment will be repaired or replaced by State, at State's sole discretion.
- 2) State will provide limited service on all dispensers, including replacement of wearable parts, dispenser installation, set-up and dispenser maintenance during the term of this Agreement.
- 3) The price for products purchased by Customer shall be based on the current state contract identified as \_\_\_\_\_ ("Contract"). Prices will change only if changed under the terms of the Contract. Customer is responsible for any applicable taxes. Payment terms of sale shall be net 30 days from date of invoice by State.
- 4) The Agreement includes only the dispensers, products and services listed on the included Program Equipment and Program Products lists. Additional dispensers, products and services must be purchased separately. Outside of included Equipment Kit Spray Bottles provided by State, Customer will purchase additional spray bottles.
- 5) This Agreement may be discontinued by either party with 30 days advance written notice. In the event this Agreement is discontinued prior to the midpoint of the initial term, customer will be billed by State \$\_\_\_\_\_ for installed dispensers listed on the included Program Equipment list.
- 6) Customer agrees to only utilize State's products in dispenser equipment provided by State if applicable.
- 7) This Agreement reflects all of the agreements, understandings, representations, conditions and warranties by and between the parties whether oral or written. This Agreement may not be modified or amended except in writing by both parties. This Agreement is subject to acceptance by State Industrial Products.
- 8) This Agreement shall be deemed to have been entered into in Cleveland, Ohio. Any dispute arising under this Agreement shall be subject to the laws of the state of Ohio. Venue and jurisdiction for resolution of any dispute shall be any court in Northeastern Ohio.

## Acceptance

Note: Must be signed by both State and Customer

	Accepted by State	Accepted by Customer
<b>Accepted by (signature)</b>		
<b>Printed Name</b>		
<b>Title</b>		
<b>Acceptance Date</b>		



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# Supply Agreement

Care for Work Environments®

## Program Equipment

Part #	Name	Quantity	Price	Extended Price
Equipment Total			\$	

## Program Products

Note: For initial order, indicate quantity needed

Part #	Name	Quantity	Price	Extended Price
Initial Order Total			\$	

## Additional Information

Note: If ordering One Solution units, attach One Solution Order Form.



4/30/2013

Madison County

Canton, MS

Attention: Barry Parker

## Housekeeping and Sanitation Proposal

Thank you for the opportunity to propose a comprehensive cleaning program for Madison County. After reviewing your current product, equipment, and process we have constructed a customized program for your facility custodial and maintenance needs. A detailed proposal is attached.

At State we believe that regular documented service, employee training, quality products, knowledgeable representation, and corporate lab and troubleshooting support are vital to the cleanliness and overall appearance of your buildings. Our goal is to help you achieve that all while improving operations, increasing employee safety, and reducing costs.

Your State Sanitation and Maintenance program will help you achieve key corporate objectives:

**Reduce & Control Cost**  
**Increase Sustainability**  
**Improve Worker Safety**  
**Consolidate Vendor & Product**  
**Vendor Support - Service & Training**

### About State Industrial Products

State Industrial Products has an established reputation as a leading manufacturer of specialty chemical products for cleaning and maintenance markets. For over a century the company has been committed to solving maintenance and cleaning problems with high quality products and personal service. The company has invested heavily in technology to be of the highest value to our customers. Our R&D, regulatory and laboratory staff continuously test every product, review regulations and rigorously subject products to meet environmental standards. All State Industrial products are produced in company owned facilities with ISO9001 quality registration and ISO14001 environmental registration. In October 2009 State Industrial announced the acquisition of a new 195,000 square foot manufacturing facility in Columbus, Ohio.

## Sustainability

Many companies today are implementing sustainability initiatives. These efforts integrate economic, environmental and social considerations into business decisions and benefit the company, its people and the planet. State supports these initiatives by providing programs that are safe for the environment, safe for end users and building occupants, and tested to work as well, if not outperform, traditional products.

Our environmentally preferred products are certified by third party organizations like Green Seal, Ecologo, and the EPA's Design for the Environment. Such organizations evaluate ingredients, packaging and efficacy.



State green products are non-toxic, biodegradable, non-carcinogenic, contain no or low VOC's, have minimal or no fragrance, and are less irritating to the skin and eyes.

## Cost Savings

Based on the completed survey, it is predicted Madison County will save \$1,140.82 or 46.59 % by converting to our program. You will consolidate from eleven products to six State products. You will reduce seven manufacturers down to just one. See attached cost save analysis for details.

## Service and Training Overview

A minimum of monthly service from a qualified State Industrial representative will be provided. Activities will include equipment installation, preventative equipment maintenance, inventory management and control, bottle re-filling, product and dilution adjustments and monthly documentation and reporting.

Employee training will be provided for all necessary personnel. Training includes, but is not limited to, initial equipment and product training, Green 101 education, safety training and specialty on-site clinics. Training is also available online in the form of short webinars ideal for follow-up and new hire orientations. All programs come with color-coded product application wall charts and standard operating procedure manuals complete with Material Safety Data Sheets.

## Equipment

### One Solution Dilution System

Primary custodial products will dispense through State's One Solution™ Dilution System. Dilution rates will be customized and set on-site and can be adjusted based on employee feedback and management approval. This closed loop dispensing system ensures chemical will be consistently and accurately dispensed, making the program virtually error and tamper proof. All packaging and secondary containers are color-coded, available in English, Spanish and French and are OSHA compliant. By using the One Solution™ Dilution System, you will reduce both chemical and labor costs. You have eliminated the need to ship water, thus reducing end-use-cost and freight charges. Typical ready-to-use products in the marketplace range in price from \$3.00 - \$20.00 per quart. End-use-cost utilizing the State program is pennies per quart.

Details regarding all recommended equipment are included in the attached document.

## Product

State Industrial's extensive product line capabilities allow for facility customization.

### Recommended Products:

Product	Description
Ecolution Bio Floor Cleaner	Floor Care
Ecolution Odor Remover - Crisp Linen	Air Freshener
Ecolution Pro All Purpose Cleaner	All Purpose Cleaner
Ecolution Pro Bath and Bowl Cleaner	Bathroom & Bowl Cleaner
Ecolution Pro Glass Cleaner	Glass Cleaner
NDC Neutral Cleaner Morning Fresh	Disinfectant

## Value Add Opportunities

### Green Marketing:

We will work with you to create awareness around your facility concerning your efforts to go green. Popular tools include:

Press Releases



Window Clings



Table Toppers



## **Bottle Recovery Program:**

### *Why it Works*

The classic approach to a dispensing system installation is to include all products available for every dispenser. This type of installation increases inventory cost, adds complexity and requires extra employee training. By implementing a State Bottle Recovery Program, we can ensure:

- ✓ Lower start-up costs
- ✓ Improved quart bottle retention rate
- ✓ Less money tied into chemical inventory
- ✓ Sustainability in the work place
- ✓ Increased worker efficiency and safety

### *How it Works*

We install a One Solution™ dilution system in a central/main custodial closet that is convenient for all who will be using it. This system will house all bottle fill and bucket fill chemicals. Additionally, we will install smaller dilution systems in secondary closets for bucket fill use only.

We will provide a “Bottle Recovery Bin” for the agreed upon closets. At the central location we will fill bottles and stock the closets and shelves with ready-to-use products.

As the staff finishes quart bottles of product, they toss their empty bottles into the “Bottle Recovery Bin” in their closet, grab a pre-filled bottle of product off the shelf and are ready to resume cleaning.

On a routine basis, your State account manager will collect the empty quart bottles, refill with diluted, ready to use product and stock the shelves. This is a continuous process.

## **Business Reviews:**

State will commit to a minimum of an annual business review with you. During this time, we will provide or discuss:

- Cost savings – predicted spend vs. actual spend
- Total product usage and spend
- Product usage and spend by facility
- Current service program and future needs
- Current training program and future needs
- Overall program feedback
- Future projects

## Proposal Summary

At State Industrial Products, our priorities are aligned with yours. Our programs are designed to optimize cost savings and improve safety and appearance within your facility. In this partnership:

Predicted annual cost savings	\$1,140.82
Predicted product consolidation	11 products to 6 products
Predicted manufacturer consolidation	7 manufacturers to 1 manufacturer
3 year commitment from both parties	
Equipment Service and employee training extended at no charge	
Product Ordered as needed - no minimums	

Sincerely,

Brittany A Jenkins  
Account Manager  
State Industrial Products  
(440) 565-5555  
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