

Janitorial Cleaning Products Bid

Background

The County uses certified green cleaning products in order to help create a healthy work environment for janitorial staff and building occupants. We require that products be certified to one of the following third-party green cleaning standards: [EcoLogo](#) (now part of UL Environment), [Green Seal](#), and the U.S. Environmental Protection Agency's [Design for the Environment \(DfE\) program](#). This provides us assurance that we receive products that perform well and achieve their claims of being environmentally preferable. We structure the bid as a Request for Proposal (RFP) so that we are able to evaluate the vendors based on best value. Some of the criteria we evaluate in the RFP are product effectiveness (as field tested by our janitors), dispensing systems, customer service, and training plan.

Bid Details

Bid Type: Request for Proposal (RFP)

Bid Number: 900686

Contract Start Date: March 1, 2011

Contract Duration: Three years with the option of two one-year renewals

Products Awarded: General purpose and restroom cleaners; glass cleaner; carpet and hard floor care; metal and furniture polish; disinfectant

Vendor: JC Paper Company, (925) 989-3111; CleanSource, (408) 324-3259

Pricing: See page 23 of this document

More Information: For more information, or for a copy of the bid, contract or award summary, call the Alameda County General Services Agency Purchasing Department at (510) 208-9623.

Disclaimer

This document provides an excerpt of the environmental specifications from this bid. It is compiled from the original bid and all addendums issued during the procurement process. It may not include all of the product or service specifications, e.g., those unrelated to environmentally preferable purchasing. It is provided for informational purposes only. Agencies interested in evaluating this bid for a piggybacking opportunity should obtain a full copy of the bid and other relevant documents as they require.

Environmental Specifications Excerpt: RFI-PQ No. 900683

II. STATEMENT OF WORK

A. INTENT

It is the intent of these specifications, terms and conditions to describe environmentally preferable janitorial cleaning products required by the Alameda County General Services Building Maintenance Department (GSA-BMD), Sheriff's Department and Probation Department.

The County intends to award a three (3) year contract (with option to renew) to the bidder(s) selected as the most responsible bidder(s) whose response conforms to the RFP and meets the County's requirements.

It is the intent of these specifications, terms and conditions to procure the most environmentally preferable products with equivalent or higher performance and at equal or lower cost than traditional products. Specific requirements from the County's Sustainability Program related to this Bid are included in the appropriate Bid sections.

B. SPECIFIC REQUIREMENTS

1. Product Requirements:

a. Dispensers:

- (1) Dispensers will be required for some of the cleaning products, while for other products, it will be a desirable specification (please see Exhibit O – Products Specifications and Requirements). If none is stated, a dispenser is not desired by the County
- (2) All dispensers for the cleaning products must be closed dilution-control system dispensers, which automatically dilute concentrated products using water directly from the water pipes and prevent the concentrated product from being accessed by users.
- (3) All dispensers will be provided to the County at no additional cost.
- (4) Most dispensers will be installed by the General Services Agency (GSA) Building Maintenance Building (BMD). If installation is required by the vendor(s), this will be provided to the County at no additional cost.

b. Department Requirements

- (1) Sheriff's Department/Probation Department requires that:
 - (a) All cleaning products be in a tamper proof dispenser
 - (b) All dispensers be secured with a padlock in order to keep the cleaning products locked up and under control.
 - (c) All cleaning products be colored and be delivered with a corresponding colored rag/towel that is to be used with the product.

c. All product requirements, specifications and any additional documentation are included in Exhibit O – Product Requirements and Specifications. The products included in this bid are divided into 8 product groups that are discussed in general terms in Exhibit O. Within

each group there are specific cleaning products that the County uses for custodial purposes. **Bidders must bid all the products within a given Group, as specified, to be compliant with the bid requirements. In the case of carpet care and hard floor care, bidders must bid a comprehensive cleaning system to meet the County's needs. Bidders may choose to bid one or more groups of products.** A high level summary of the product groupings and the requirements for bid are presented in Table 1 for clarification purposes on page 9 and 10.

Table 1. Janitorial Cleaning Product Specification and Summary

Product Types		Specification *
Group 1: General Purpose and Restroom Cleaners – Environmentally Preferable		
1	General Purpose Cleaner	GS-37 ¹ Certified, CCD-146 ⁶ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
2	Restroom Cleaner	GS-37 ¹ Certified, CCD-146 ⁶ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
3	Glass Cleaner	GS-37 ¹ Certified, CCD-146 ⁶ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
4	Heavy Duty Cleaner	GS-37 ¹ Certified or CCD-146 ⁶ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
5	Liquid Hand Soap – Not Antimicrobial	GS-41 ³ Certified or CCD-104 ⁴ Certified
6	Foam Soap (Not Antimicrobial)	GS-41 ³ Certified or CCD-104 ⁴ Certified
7	Hand Sanitizer	See Exhibit O - Product Specifications and Requirements
Group 2: General Purpose and Restroom Cleaners – Traditional		
8	Furniture Polish	See Exhibit O - Product Specifications and Requirements
9	Abrasive Cleaner	See Exhibit O - Product Specifications and Requirements
10	Enzymatic Cleaner/Digester	See Exhibit O - Product Specifications and Requirements
11	Disinfectant/Sanitizer	See Exhibit O - Product Specifications and Requirements
12	Metal Polish	See Exhibit O - Product Specifications and Requirements
Group 3: Carpet Care – Environmentally Preferable (If bidding this group, must bid each product in Group, or a complete carpet care solution)		
13	Carpet - Shampoo	GS-37 ¹ Certified, CCD-148 ⁸ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
14	Carpet - Wet Extraction Cleaner	GS-37 ¹ Certified, CCD-148 ⁸ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
15	Carpet - Defoamer	GS-37 ¹ Certified, CCD-148 ⁸ Certified or DfE-SSCP ¹⁰ Certified with proof of audit

16	Host Chemical (Dry Carpet Cleaner)	See Exhibit O - Product Specifications and Requirements
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Table 1. Janitorial Cleaning Product Specification and Summary (cont.)

Product Types		Specification *
Group 4: Hard Floor Care – Environmentally Preferable (If bidding this group, must bid each product in Group, or a complete hard floor care solution)		
17	Hard Floor Care – Neutral Cleaner	GS-37 ¹ Certified, CCD-146 ⁶ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
18	Hard Floor Care – Concrete/Terrazzo Finish	GS-40 ² Certified, CCD-147 ⁷ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
19	Hard Floor Care – Finish	GS-40 ² Certified, CCD-147 ⁷ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
20	Hard Floor Care – Buff/Burnish/Restorer	GS-40 ² Certified, CCD-147 ⁷ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
21	Hard Floor Care – Stripper	GS-40 ² Certified, CCD-147 ⁷ Certified or DfE-SSCP ¹⁰ Certified with proof of audit
Group 5: Hard Floor Care – Traditional (If bidding this group, must bid each product in Group, or a complete hard floor care solution)		
22	Hard Floor Care – Concrete/Terrazzo Finish	See Exhibit O - Product Specifications and Requirements
23	Hard Floor Care – Finish	See Exhibit O - Product Specifications and Requirements
24	Hard Floor Care – Buff/Burnish/Restorer	See Exhibit O - Product Specifications and Requirements
25	Hard Floor Care – Stripper	See Exhibit O - Product Specifications and Requirements
Group 6: Detention Cleaning Products (If bidding this group, must bid each product in Group)		
26	Disinfectant/Sanitizer Detergent	See Exhibit O - Product Specifications and Requirements
27	Cleaner Delimer	See Exhibit O - Product Specifications and Requirements

*All products bid must be California OSHA compliant and meet VOC standards as outlined in the CCR. See Exhibit P for details on certification requirements and footnotes.

d. Environmental Certifications:

For purposes of this RFP, the minimum standards established for the performance of environmentally preferable cleaning products are based on Green Seal and/or EcoLogo standards relevant to that category of products as specified under each product category listed in Exhibit O. The County strongly encourages vendors to offer products that also

meet the desired specifications as listed under each product category. Products that meet the U.S. Environmental Protection Agency's (EPA) Design for the Environment program will also meet the minimum environmental standard provided that the product has passed the third party audit process and can provide documentation as such at the time of bid submission.

Green Seal and the EcoLogo Program are independent organizations that strive to achieve a healthier and cleaner environment by identifying, certifying and promoting products and services that cause less toxic pollution and waste, conserve resources and habitats, and minimize global warming and ozone depletion. Design for the Environment (DfE) is a U.S. EPA program that utilizes scientific review teams to screen each ingredient for potential human health and environmental effects and allows for display of DfE logo on products that—based on currently available information, EPA predictive models, and expert judgment—contain only those ingredients that pose the least concern among chemicals in their class. The Green Seal, EcoLogo and Design for the Environment evaluations are based on state-of-the-art science and information using internationally recognized methods and procedures. For more details about the certification standards referenced in this RFP, see Exhibit P. For more information about the Green Seal, EcoLogo or Design for the Environment programs, visit their websites at www.greenseal.org/about.htm, <http://www.ecologo.org/en/>, and <http://www.epa.gov/dfe/>.

e. Samples:

The bidders may be requested to furnish 5 gallon sized, in a ready-to-use dilution, sample of product(s) bid for examination by the County. Any product(s) so requested shall be furnished within five (5) business days from the date of request and furnished at no cost to the County and sent to the GSA-Purchasing Department.

f. Off/Non Contract Items:

Off-contract products are those products without fixed contract pricing. There are two (2) separate categories contained in Exhibit B2 for off-contract products linked to similar product categories contained in Bid Form Exhibit B and Exhibit B1. For example, if a bidder provides contract pricing for Exhibit B, Paper Products, then the same bidder is obligated to provide a guaranteed minimum fixed discount off of the bidder's catalog(s) prices stated for Paper Products that are not on-contract. This discount must be valid for the duration of any agreement, and will apply to any and all Coarse Paper Products and/or Liners ordered from the Contractor's catalog(s) whether they be in print form or items available for ordering online. Contractor shall provide County the maximum discount possible from their catalog list price to match or improve on competitor's

retail prices for same exact product required by County. The primary objective is for each Contractor to provide its entire catalog(s) of products for the specific bid category they are awarded so that County agencies may order a broad range of products as appropriate for their needs with exceptions noted as excluded items.

C. DELIVERABLES/REPORTS

2. Training:

a. The product manufacturer, their distributor, or a third party must offer onsite training and training materials in the proper dilution and use of products as well as the proper disposal of unused product. Specific attention will be paid to safety issues, emergency procedures, and how chemicals may or may not work together. Initial training and additional training during the contract term will be offered at no additional cost to the County. Components of the training program will include but not be limited to:

- (1) On-site initial training, up to thirty (30) hours, for use of products including field demonstrations for approximately 20 staff including Janitorial Supervisors, Leads, and other staff.
- (2) On-site training on an as needed basis, with specific staff, for the purposes of trouble-shooting particular issues. This training may need to occur in the evenings or early morning.
- (3) Training materials for Janitor Supervisors and Leads to train janitorial line staff. There are approximately 200 line staff janitors. Training material will be picture-based with English text. A description of the training approach and materials should be included in the bid response. Examples of training materials may be included.
- (4) Written instructions on the use of products and equipment. Instruction on how to properly maintain equipment will be addressed.
- (5) Training materials should include step-by-step instructions for the proper dilution, use, and disposal, and the proper use of dispensing equipment, if applicable.
- (6) On-going training, as needed, either on-site or at designated sites within the County.

3. Reports:

Contractor shall provide electronic quarterly usage reports to the GSA Sustainability Department and to the Purchasing Department Procurement Specialist for Janitorial Cleaning products at no cost to the County. **These reports shall be submitted in a Microsoft Excel electronic file and be formatted in such a way as to be sortable.**

The County will work with the Vendor(s) to finalize the format of these reports upon contract award. The County reserves the right to make changes to the report and to request additional information if deemed necessary. These reports will be issued within three weeks of the close of the previous quarter. Electronic and/or hard copies of these reports shall be sent to additional County business units upon request. Ad hoc reports shall be provided by the Contractor as required at no additional cost. Below is a description of the minimum information that will be included in the report and the formatting requirements.

g. Detailed Quarterly Usage Report Formatting

- (1) Information provided in one worksheet (not multiple tabs or worksheets)
- (2) Formatted to sort chronologically by purchase date and by key categories as defined below
- (3) Each horizontal line to contain the data for a single transaction including item, quantity, unit cost, and total cost of transaction

h. Key Categories

- (1) Purchase date
- (2) Customer Number (provide key)
- (3) Item part number
- (4) Item description (e.g., brand, size, color, etc.)
- (5) Type of unit used for pricing (e.g., each, box)
- (6) Number of individual pieces per unit
- (7) Units purchased (i.e., order quantity)
- (8) Shipped quantity (if not same as order quantity)
- (9) Unit price (i.e., charge to customer)
- (10) Total order cost

- (11) Certification standard met by product, if any (e.g. Green Seal, EcoLogo or DfE- SSCP¹⁰).

Relevant Exhibits from Bid

Following are Exhibits O and P which describe the required and preferred environmental attributes of each product category.

Contract Pricing

This information is provided for informational purposes only and is current as of the contract start date listed in this document or otherwise stated in the following pages. Alameda County does not guarantee pricing or that you will be able to piggyback on any contract. If your agency wishes to piggyback, contact the vendor directly and work with your legal counsel to establish a separate contract apart from Alameda County.

- Pricing information follows after Exhibit O and Exhibit P -

EXHIBIT O COUNTY OF ALAMEDA

RFP No. 900686

for

Environmentally Preferable Janitorial Cleaning Products

PRODUCT SPECIFICATIONS AND REQUIREMENTS

GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
1	General Purpose & Restroom Cleaners	ENVIRONMENTALLY PREFERABLE	1	General Purpose Cleaner	<ul style="list-style-type: none"> Routine cleaning of hard surfaces including impervious flooring such as concrete or tile. Routine cleaning of offices, institutions, warehouses, and industrial facilities and not of households, or food preparation operations. Cleaners must remove rust, mineral deposits, or odors Does not include products to strip, polish, or wax floors Does not include any products requiring registration under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), such as those making claims as sterilizers, disinfectants, or sanitizers. 	<ul style="list-style-type: none"> Must meet the Green Seal standard for <i>Industrial and Institutional Cleaners</i> (hereafter referred to as GS-37¹) and must be Green Seal certified at the time of bid submission <p>OR</p> <ul style="list-style-type: none"> Must meet Ecologo standard for <i>Hard Surface Cleaners</i> (hereafter referred to as CCD-146⁶) and must be EcoLogo certified at the time of bid submission <p>OR</p> <ul style="list-style-type: none"> Must meet U.S. EPA's Design for the Environment <i>Standard for Safer Cleaning Products</i> (hereafter referred to as DfE-SSCP¹⁰) and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. <p>AND</p> <ul style="list-style-type: none"> Must meet industry acceptable performance standards Must be compliant with California OSHA requirements. Products bid for use in adult detention facilities must have hazard ratings of 0 or 1 for health, flammability, and reactivity for ready-to-use product. No methylene chloride, perchloroethylene, or trichloroethylene is allowed in product under the California Code of Regulations (Article 2 Section 94509, Title 17) A Closed-Dilution Control System is required 	<ol style="list-style-type: none"> If certified by Green Seal, it is preferable that the certification be based on the 2008 standard or later. Alameda County will give preference to products that are effective for use in multiple product categories. 	<ol style="list-style-type: none"> Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-37¹, CCD-146⁶ or DfE-SSCP¹⁰ standards Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower

**For Environmental Certification, please refer to Exhibit P for additional information

GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
1	General Purpose & Restroom Cleaners	ENVIRONMENTALLY PREFERABLE	2	Restroom Cleaner	<ul style="list-style-type: none"> Must clean hard surfaces in a bathroom such as counters, walls, floors, fixtures, basins, tubs, and tile. 	<ul style="list-style-type: none"> Must meet GS-37¹ and must be Green Seal certified at the time of bid submission OR <ul style="list-style-type: none"> Must meet CCD-146⁶ and must be EcoLogo certified at time of bid submission OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. AND <ul style="list-style-type: none"> Must meet industry acceptable performance standards. Must be compliant with California OSHA requirements. Products bid for use in adult detention facilities must have hazard ratings of 0 or 1 for health, flammability, and reactivity for ready-to-use product. No methylene chloride, perchloroethylene, or trichloroethylene is allowed in product under the California Code of Regulations (Article 2 Section 94509, Title 17) A Closed-Dilution Control System is required 	1) If certified by Green Seal, it is preferable that the certification be based on the 2008 standard or later. 2) Alameda County will give preference to products that are effective for use in multiple product categories.	1) Copy of Green Seal, Ecologo, or DfE-SSCP ¹⁰ certification at the time of submission. If certified by DfE-SSCP ¹⁰ , also include documentation verifying product has passed the audit process. 2) Bidders may quote for multiple products within product category 3) The County will not evaluate products to assess compliance with GS-37 ¹ , CCD-146 ⁶ or DfE-SSCP ¹⁰ standards 4) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower
			3	Glass Cleaner	<ul style="list-style-type: none"> Must clean windows, glass, and polished surfaces. Stainless steel fixtures and dining tables may be cleaned with this cleaner Does not include any products requiring registration under FIFRA, such as those making claims as sterilizers, disinfectants, or sanitizers. 	<ul style="list-style-type: none"> Must meet GS-37¹ and must be Green Seal certified at time of bid submission OR <ul style="list-style-type: none"> Must meet CCD-146⁶ and must be EcoLogo certified at time of bid submission OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. AND <ul style="list-style-type: none"> Must meet industry acceptable performance standards. Must be compliant with California OSHA requirements. Products bid for use in adult detention facilities must have hazard ratings of 0 or 1 for health, flammability, and reactivity for ready-to-use product. A Closed-Dilution Control System is required 		

**For Environmental Certification, please refer to Exhibit P for additional information

GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
1	General Purpose & Restroom Cleaners	ENVIRONMENTALLY PREFERABLE	4	Heavy Duty Cleaner	<ul style="list-style-type: none"> Products may be used to clean hard surfaces and tough dirt in residential detention facilities such as on walls, floors, baseboards, and equipment in inmate living quarters, kitchens, recreational and dining areas. Suitable agents do not include those for specialized cleaning/degreasing operations such as removal of paints, sealants, rust, and adhesives; hand wiping parts; preparation of surfaces for electroplating, organic coatings, and parts testing; or the cleaning of hydraulic components, medical supplies, electronics and optics. 	<ul style="list-style-type: none"> Must meet GS-37¹ and must be Green Seal certified at time of bid submission. OR <ul style="list-style-type: none"> Must meet CCD-146⁶ or CCD-110⁵ and must be EcoLogo certified at time of bid submission. OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. AND <ul style="list-style-type: none"> No aerosol products allowed to decrease exposure to potentially harmful chemicals Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. No methylene chloride, perchloroethylene, or trichloroethylene is allowed in product under the California Code of Regulations (Article 2 Section 94509, Title 17). A Closed-Dilution Control System is required. 	1) Alameda County will give preference to products that are effective for use in multiple product categories.	<ol style="list-style-type: none"> Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-37¹, CCD-146⁶ or DfE-SSCP¹⁰ standards Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower.
			5	Liquid Hand Soap (Not Antimicrobial)	<ul style="list-style-type: none"> Liquid hand soaps are used throughout the County in most lavatories and other areas requiring hand washing. Some hand washing standards may require the use of antimicrobial soaps. Soaps in this category are not intended for use for grease removal such as at motor vehicle shops or for use in medical facilities for antimicrobial cleaning. 	<ul style="list-style-type: none"> Must meet GS-41³ and must be Green Seal certified at time of bid submission OR <ul style="list-style-type: none"> Must meet CCD-104⁴ and must be EcoLogo certified at time of bid submission AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. 	1) It is desirable that products have a pH between 6 and 8.5 and be free of fragrance.	<ol style="list-style-type: none"> Copy of Green Seal or Ecologo certification at the time of submission. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-41³ or CCD-104⁴ standards Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower Bidders must submit documentation showing the product pH is between 6 and 8.5 and whether the product is fragrance free if applicable.

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
1	General Purpose & Restroom Cleaners	ENVIRONMENTALLY PREFERABLE	6	Foam Soap (Not Antimicrobial)	<ul style="list-style-type: none"> Liquid hand soaps are used throughout the County in most lavatories and other areas requiring hand washing. Some hand washing standards may require the use of antimicrobial soaps. Soaps in this category are not intended for use for grease removal such as at motor vehicle shops or for use in medical facilities for antimicrobial cleaning. 	<ul style="list-style-type: none"> Must meet GS-41³ and must be Green Seal certified at time of bid submission OR <ul style="list-style-type: none"> Must meet CCD-104⁴ and must be EcoLogo certified at time of bid submission AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements, 	1) It is desirable that products have a pH between 6 and 8.5 and be free of fragrance.	<ol style="list-style-type: none"> Copy of Green Seal or Ecologo, at the time of submission. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-41³ or CCD-104⁴ standards Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower Bidders must submit documentation showing the product pH is between 6 and 8.5 and whether the product is fragrance free.
			7	Hand Sanitizer	<ul style="list-style-type: none"> Hypoallergenic Disinfectant that kills 99.9% of germs Leaves hands feeling soft and smooth with moisturizers 	<ul style="list-style-type: none"> Product must not contain any quaternary ammonium compounds Alcohol-based sanitizers must contain a minimum of 60% alcohol Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements 	1) It is desirable that the product meets CCD-170 ⁹ and be certified at the time of bid submission.	<ol style="list-style-type: none"> Copy of Ecologo certification at the time of submission. The County will not evaluate products to assess compliance with CCD-170⁹ standards
2	General Purpose & Restroom Cleaners	TRADITIONAL	8	Furniture Polish	<ul style="list-style-type: none"> Furniture polish is used to polish wood surfaces or office furniture. 	<ul style="list-style-type: none"> No aerosol products allowed to decrease exposure to potentially harmful chemicals Maximum allowable VOC content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for this product category is 3% for non-aerosol products. 	1) All specification requirements are met under the mandatory requirements section above. There are no additional desirable specifications.	<ol style="list-style-type: none"> County reserves the right to request and require 3rd Party documentation verifying products meet VOC requirements as determined by CARB Method 310.

**For Environmental Certification, please refer to Exhibit P for additional information

GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
2	General Purpose & Restroom Cleaners	TRADITIONAL	9	Abrasive Cleaner	<ul style="list-style-type: none"> Used for spot cleaning hard surfaces to remove pencil, ink, and other markings. 	<ul style="list-style-type: none"> Must be cream based (non-powder) to avoid inhalation of particulates. Cleaners should not contain chlorine-based bleaching agents. Must be compliant with California OSHA requirements. Meet industry acceptable performance standards. Must not leave a residue. 	1) It is desirable that the product does not contain ammonia.	1) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower
			10	Enzymatic Cleaner/ Digester	<ul style="list-style-type: none"> Agents are used to counteract odor. Typically used in restrooms to digest the organic material in urine that is a source of odor. 	<ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. 	1) All specification requirements are met under the mandatory requirements section above. There are no additional desirable specifications.	1) Bidders may quote for multiple products within product category 2) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower
			11	Disinfectant/ Sanitizer	<ul style="list-style-type: none"> Disinfectants are used to destroy/ irreversibly inactivate infectious fungi, viruses and bacteria, but not necessarily their spores. Sanitizers are used to reduce, but not necessarily eliminate, microorganisms to levels considered safe by public health codes or regulations. Used for food service cleaning applications. Used to fight germs on hard surfaces such as bathroom fixtures and toilet seats and bowls. Used in health clinics located in County detention facilities and public health facilities Must destroy or irreversibly inactivate Influenza-A, MRSA, and tuberculosis 	<ul style="list-style-type: none"> Product active ingredient must be hydrogen peroxide, Thymol, and/or Citric Acid based Product performance should meet industry acceptable performance standards. Prohibited active ingredients include: Chlorinated compounds (e.g., Sodium hypochlorite (Bleach), HCl, Triclosan, Benzalkonium chloride and other quaternary ammonium chloride compounds), Brominated compounds, Silver ions.. Product must be registered with the U.S. Environmental Protection Agency under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA) Product must be registered by the California Department of Pesticide Registration All products must be compliant with California OSHA requirements, Products bid for use in adult detention facilities must have hazard ratings of 0 or 1 for health, flammability, and reactivity for ready-to-use product. No aerosol products allowed to decrease exposure to potentially harmful chemicals Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for this product category is 1% for non-aerosol products. Product performance should meet industry acceptable performance standards. A Closed-Dilution Control System is required 	1) All specification requirements are met under the mandatory requirements section above. There are no additional desirable specifications.	1) Bidders may quote for multiple products within product category. 2) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower. 3) County reserves the right to request and require 3 rd Party documentation verifying products meet VOC requirements as determined by CARB Method 310. 4) Bidders must provide documentation of U.S. EPA registration under FIFRA.

**For Environmental Certification, please refer to Exhibit P for additional information

GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
2	General Purpose & Restroom Cleaners	TRADITIONAL	12	Metal Polish	<ul style="list-style-type: none"> • Metal polish is used to polish metal surfaces such as door handles, railings, elevator doors, and stainless chrome in lavatories. • Must leave metal surfaces with a shine 	<ul style="list-style-type: none"> • No aerosol products allowed to decrease exposure to potentially harmful chemicals • Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for this product category is 30% • Products included in the Bidder's response must, at a minimum, meet this VOC requirement. • Product performance should meet industry acceptable performance standards. • All products must be compliant with California OSHA requirements. 	<p>1) It is desirable that the products bid have a VOC limit significantly below the maximum allowable level outlined in the Mandatory Specification.</p>	<p>1) Bidders may quote for multiple products within product category</p> <p>2) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower</p> <p>3) County reserves the right to request and require 3rd Party documentation verifying products meet VOC requirements as determined by CARB Method 310.</p>
3	Carpet Care	ENVIRONMENTALLY PREFERABLE	13	Carpet Care - Shampoo	<ul style="list-style-type: none"> • Rotary shampooing is one of two methods at the County used for deep cleaning carpets. • Used in rotary cleaning • Used for top scrub cleaning which is accomplished using a bonnet shampoo system. • Mini shampooers are used for spot cleaning. • Shampoo must have low suds • Must contain defoamer 	<ul style="list-style-type: none"> • Products must meet GS-37¹ and must be Green Seal certified at the time of bid submission <p>OR</p> <ul style="list-style-type: none"> • Products must meet CCD-148⁸ and must be EcoLogo certified at the time of bid submission. <p>OR</p> <ul style="list-style-type: none"> • Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. <p>AND</p> <ul style="list-style-type: none"> • Product performance should meet industry acceptable performance standards. • All products must be compliant with California OSHA requirements. • No methylene chloride, perchloroethylene, or trichloroethylene is allowed in product under the California Code of Regulations (Article 2 Section 94509, Title 17). 	<p>1) If certified by Green Seal, it is preferable that the certification be based on the 2008 standard or later.</p> <p>2) Alameda County will give preference to products that are effective for use in multiple product categories.</p>	<p>1) Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process.</p> <p>2) Bidders may quote for multiple products within product category</p> <p>3) The County will not evaluate products to assess compliance with GS-37¹, CCD-148⁸ or DfE-SSCP¹⁰ standards</p> <p>4) Bidder must provide quotes for a complete system of carpet care to meet the County's needs</p> <p>5) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower</p>

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
3	Carpet Care	ENVIRONMENTALLY PREFERABLE	14	Carpet Care - Wet Extraction Cleaner	<ul style="list-style-type: none"> Used at the County for deep cleaning carpets. Used in conjunction with a defoamer. Low suds formula 	<ul style="list-style-type: none"> Products must meet GS-37¹ and must be Green Seal certified at the time of bid submission OR <ul style="list-style-type: none"> Products must meet CCD-148⁸ and must be EcoLogo certified at the time of bid submission. OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. 	<ol style="list-style-type: none"> If certified by Green Seal, it is preferable that the certification be based on the 2008 standard or later. 	<ol style="list-style-type: none"> Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-37¹, CCD-148⁸ or DfE-SSCP¹⁰ standards Bidder must provide quotes for a complete system of carpet care to meet the County's needs Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower
			15	Carpet Care - Defoamer	<ul style="list-style-type: none"> Used in conjunction with a wet extraction cleaner for the deep cleaning of carpets. 	AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. No methylene chloride, perchloroethylene, or trichloroethylene is allowed in product under the California Code of Regulations (Article 2 Section 94509, Title 17). 	<ol style="list-style-type: none"> Alameda County will give preference to products that are effective for use in multiple product categories. 	
			16	Host Chemical (Dry Carpet Cleaner)	<ul style="list-style-type: none"> Dry extraction carpet cleaning Removes dry dirt Lifts the pile Deep cleans carpet Removes spots, spills, dust mites and other allergens 	<ul style="list-style-type: none"> Products must meet GS-37¹ and must be Green Seal certified at the time of bid submission OR <ul style="list-style-type: none"> Products must meet CCD-148⁸ and must be EcoLogo certified at the time of bid submission. OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. 	<ol style="list-style-type: none"> All specification requirements are met by products meeting the mandatory specification. There are no additional desirable specifications. 	

**For Environmental Certification, please refer to Exhibit P for additional information

GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
4	Hard Floor Care	ENVIRONMENTALLY PREFERRED	17	Hard Floor Care - Neutral Cleaner	<ul style="list-style-type: none"> Used by the County on a daily basis to clean day-to-day dirt build up on hard floors. Either water or a pH neutral cleaner is used to mop down the floors each evening. 	<ul style="list-style-type: none"> Products must meet GS-37¹ and must be Green Seal certified at the time of bid submission OR <ul style="list-style-type: none"> Products must meet CCD-146⁶ and must be EcoLogo certified at the time of bid submission. OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for floor maintenance products is 1% as of 12/31/2010. Due to the length of this contract, all products bid must have not exceed the maximum allowable VOC content of 1% that will be required after 12/31/2010. A Closed-Dilution Control System is required 	<ol style="list-style-type: none"> If certified by Green Seal, it is preferable that the certification be based on the 2008 standard or later. Alameda County will give preference to products that are effective for use in multiple product categories. 	<ol style="list-style-type: none"> Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-37¹, CCD-146⁶ or DfE-SSCP¹⁰ standards Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower County reserves the right to request and require 3rd Party documentation verifying products meet VOC requirements as determined by CARB Method 310.
			18	Hard Floor Care - Concrete/ Terrazzo Finish	<ul style="list-style-type: none"> Used to polish, protect, or enhance floor surfaces by leaving a protective wax polymer or resin coating that is designed to be periodically removed (stripped) and reapplied. Should increase stain and water resistance and make cleaning easier. Used on concrete and terrazzo flooring. 	<ul style="list-style-type: none"> Products must meet GS-40² and must be Green Seal certified at the time of bid submission OR <ul style="list-style-type: none"> Products must meet CCD-147⁷ and must be EcoLogo certified at the time of bid submission. OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for floor finishes is 7% (1% as of 12/31/2010) for flexible flooring and 10% (1% as of 12/31/2010) for non-resilient flooring. Due to the length of this contract, all products bid must have not exceed the maximum allowable VOC content of 1% that will be required after 12/31/2010. 	<ol style="list-style-type: none"> All specification requirements are met by products meeting the mandatory specification. There are no additional desirable specifications. 	<ol style="list-style-type: none"> Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process. Bidders may quote for multiple products within product category The County will not evaluate products to assess compliance with GS-40², CCD-147⁷ or DfE-SSCP¹⁰ standards Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower County reserves the right to request and require 3rd Party documentation verifying products meet VOC requirements as determined by CARB Method 310.

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS	
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification		
4	Hard Floor Care	ENVIRONMENTALLY PREFERRED	19	Hard Floor Care - Finish	<ul style="list-style-type: none"> Used to polish, protect, or enhance floor surfaces by leaving a protective wax polymer or resin coating that is designed to be periodically removed (stripped) and reapplied Should increase stain and water resistance and make cleaning easier. 	<ul style="list-style-type: none"> Products must meet GS-40² and must be Green Seal certified at the time of bid submission OR <ul style="list-style-type: none"> Products must meet CCD-147⁷ and must be EcoLogo certified at the time of bid submission. OR <ul style="list-style-type: none"> Must meet DfE-SSCP¹⁰ and must be certified by EPA and have verification that it has passed the audit process at the time of bid submission. 	1) All specification requirements are met by products meeting the mandatory specification. There are no additional desirable specifications.	<ul style="list-style-type: none"> 6) Copy of Green Seal, Ecologo, or DfE-SSCP¹⁰ certification at the time of submission. If certified by DfE-SSCP¹⁰, also include documentation verifying product has passed the audit process. 7) Bidders may quote for multiple products within product category 8) The County will not evaluate products to assess compliance with GS-40², CCD-147⁷ or DfE-SSCP¹⁰ standards 9) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower 10) County reserves the right to request and require 3rd Party documentation verifying products meet VOC requirements as determined by CARB Method 310. 	
			20	Hard Floor Care - Buff/ Burnish/ Restorer	<ul style="list-style-type: none"> Used to maintain the floor's finish and to reduce the frequency of stripping and finishing floors. Give the floor a wet look or shine but also provide a safe walking surface. 				AND <ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for floor finishes is 7% (1% as of 12/31/2010) for flexible flooring and 10% (1% as of 12/31/2010) for non-resilient flooring. Due to the length of this contract, all products bid must have not exceed the maximum allowable VOC content of 1% that will be required after 12/31/2010.
			21	Hard Floor Care - Stripper	<ul style="list-style-type: none"> Used to remove finishes for a thorough cleaning of the floor surface. Should remove floor finish through the breakdown of the finish polymer or by dissolving or emulsifying the finish, polish, or wax Should not damage the floor surface itself. 				

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
5	Hard Floor Care	TRADITIONAL	22	Hard Floor Care – Concrete/ Terrazo Finish	<ul style="list-style-type: none"> Used to polish, protect, or enhance floor surfaces by leaving a protective wax polymer or resin coating that is designed to be periodically removed (stripped) and reapplied. Should increase stain and water resistance and make cleaning easier. Will be used on concrete and terrazzo flooring Give the floor a wet look or shine but also provide a safe walking surface. 	<ul style="list-style-type: none"> Meet industry acceptable performance standards. Must be compliant with California OSHA requirements. Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for floor finishes is 7% (1% as of 12/31/2010) for flexible flooring and 10% (1% as of 12/31/2010) for non-resilient flooring. Due to the length of this contract, all products bid must have not exceed the maximum allowable VOC content of 1% that will be required after 12/31/2010. 	All specification requirements are met by products meeting the mandatory specification. There are no additional desirable specifications.	<ol style="list-style-type: none"> Bidders may quote for multiple products within product category Bidder must provide quotes for a complete system of hard floor care to meet the County's needs The County will consider documentation submitted showing environmental preference as defined by GS-37¹ Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower Bidder must provide 3rd Party documentation showing the VOC content of products being bid as determined by CARB Method 310.
			23	Hard Floor Care - Finish	<ul style="list-style-type: none"> Used to polish, protect, or enhance floor surfaces by leaving a protective wax polymer or resin coating that is designed to be periodically removed (stripped) and reapplied. Should increase stain and water resistance and make cleaning easier. 			
			24	Hard Floor Care - Buff/ Burnish/ Restorer	<ul style="list-style-type: none"> Used to maintain the floor's finish and to reduce the frequency of stripping and finishing floors. Give the floor a wet look or shine but also provide a safe walking surface. 			

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
5	Hard Floor Care	TRADITIONAL	25	Hard Floor Care - Stripper	<ul style="list-style-type: none"> Used to remove finishes for a thorough cleaning of the floor surface. Should remove floor finish through the breakdown of the finish polymer or by dissolving or emulsifying the finish, polish, or wax. Should not damage the floor surface itself. 	<ul style="list-style-type: none"> Meet industry acceptable performance standards Must be compliant with California OSHA requirements. May not be dispensed in aerosol container. Maximum allowable Volatile Organic Compound content, under the California Code of Regulations (Article 2 Section 94509, Title 17) for floor wax strippers is 3% for non-aerosol as-used for light or medium build-up or 12% for non-aerosol as-used for heavy build-up. 	All specification requirements are met by products meeting the mandatory specification. There are no additional desirable specifications.	<ol style="list-style-type: none"> Bidders may quote for multiple products within product category Bidder must provide quotes for a complete system of hard floor care to meet the County's needs The County will consider documentation submitted showing environmental preference as defined by GS-37¹ Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower Bidder must provide 3rd Party documentation showing the VOC content of products being bid as determined by CARB Method 310.

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
6	Detention Cleaning Products	TRADITIONAL	26	Disinfectant/ Sanitizer Detergent	<ul style="list-style-type: none"> Used to destroy or irreversibly inactivate infectious fungi, viruses and bacteria, but not necessarily their spores. Need to kill 100% of the organisms they come in contact with to be effective. Sanitizers are used to reduce, but not necessarily eliminate, microorganisms to levels considered safe by public health codes or regulations. Sanitizers are considered low-level antimicrobial agents and are commonly used for food service cleaning applications. Sanitizer need not eliminate 100% of all organisms to be effective. Used these products to fight germs on hard surfaces such as bathroom fixtures and toilet seats and bowls. Health clinics located in County detention facilities and public health facilities use these products. These products are used on non-porous surfaces such as floors, walls, metal, porcelain and plastic. 	<ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. In addition to the criteria outlined above, products bid for use in adult detention facilities must have hazard ratings of 0 or 1 for health, flammability, and reactivity for ready-to-use product. A Closed-Dilution Control System is required 	1) All specification requirements are met by products meeting the mandatory specification. There are no additional desirable specifications.	<ol style="list-style-type: none"> Bidders may quote for multiple products within product category All products must be compliant with American Correctional Association (ACA) requirements for flammable, toxic and caustic materials. The ACA requires that ready-to-use products have NGPA rating of 0 or 1 for health hazard, fire hazard and reactivity hazard⁴) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower

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GROUP #	PRODUCT GROUP	PRODUCT TYPE	ITEM #	PRODUCT CATEGORIES	PRODUCT SPECIFICATION			REQUIRED BID SUBMITTALS
					Intended Use	Environmental Certification Standards and Mandatory Specification**	Desirable Specification	
6	Detention Cleaning Products	TRADITIONAL	27	Cleaner Delimer	<ul style="list-style-type: none"> Used in the Santa Rita Jail facility. Used primarily to clean and delime sinks, toilets, urinals, tiles, and showers where water deposits build up due to the high mineral content in the water Used on a routine basis. 	<ul style="list-style-type: none"> Product performance should meet industry acceptable performance standards. All products must be compliant with California OSHA requirements. In addition to the criteria outlined above, products bid for use in adult detention facilities must have hazard ratings of 0 or 1 for health, flammability, and reactivity for ready-to-use product. A Closed-Dilution Control System is required 	<p>1) It is desirable that Bidders provide products with the lowest feasible VOC level.</p>	<p>1) Bidders may quote for multiple products within product category</p> <p>2) All products must be compliant with American Correctional Association (ACA) requirements for flammable, toxic and caustic materials. The ACA requires that ready-to-use products have NGPA rating of 0 or 1 for health hazard, fire hazard and reactivity hazard4) Bidders must provide Material Safety Data Sheets (MSDSs) for all products bid for both concentrate, if provided in concentrated form, and ready-to-use product. MSDS must be at least 1 point or lower</p>

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EXHIBIT P

RFP No. 900686

for

Environmentally Preferable Janitorial Cleaning Products

Environmental Certification Standards

¹**GS-37** refers to Green Seal's standard for *Industrial and Institutional Cleaning Products*. A copy of the most recent standard is available at http://www.greenseal.org/certification/standards/GS-37_Industrial_and_Institutional_Cleaners_Standard.pdf. A list of products that are certified under GS-37 can be found at www.greenseal.org/findaproduct/i&icleaners.cfm. The County has set our minimum requirement as certified under the 2006 version of this standard. However, the County prefers products certified under the revised version in August 2008 (Fourth Edition) or August 2009 (Fifth Edition).

²**GS-40** is Green Seal's standard for *Industrial and Institutional Floor Care Products*, which covers Floor Polish, Restorers and Strippers. It was issued in November 2004. It is available at <http://www.greenseal.org/certification/standards/gs-40.pdf> and a list of GS-40-certified products can be found at www.greenseal.org/findaproduct/floor_care.cfm.

³**GS-41** is Green Seal's standard for *Industrial and Institutional Hand Soaps and Hand Cleaners*. A copy of this standard is available at www.greenseal.org/certification/standards/industrial_institutional_hand_cleaners_soaps_GS_41.pdf. A list of GS-41-certified products can be found at www.greenseal.org/findaproduct/hand_cleaners.cfm.

⁴**CCD-104** is EcoLogo's standard for *Hand Cleaners*, which was last updated in June 2006. A summary of this standard and a list of certified products can be found at www.ecologo.org/en/seeourcriteria/details.asp?ccd_id=329. A copy of this standard can be found at www.ecologo.org/common/assets/criterias/CCD-104.pdf.

⁵**CCD-110** is EcoLogo's standard for *Biologically-based Cleaning and Degreasing Compounds*. A summary of this standard and list of certified products can be found at www.ecologo.org/en/seeourcriteria/details.asp?ccd_id=335. A copy of the standard is posted at www.ecologo.org/common/assets/criterias/CCD-110.pdf.

⁶**CCD-146** is EcoLogo's standard for *Hard Surface Cleaners*. It was issued in November 2005 by Environmental Choice in Canada and is currently being revised. A summary of the standard can be found at www.ecologo.org/en/seeourcriteria/details.asp?ccd_id=371 and a copy of the standard can be found at www.ecologo.org/common/assets/criterias/CCD-146.pdf. A list of CCD-146-certified products can be found at www.ecologo.org/en/certifiedgreenproducts/category.asp?category_id=21.

⁷**CCD-147** is EcoLogo's standard for *Hard Floor Care Products*, which covers Floor Polish, Restorers and Strippers. It was published in June 2003 and last revised in February 2007. A summary of this standard and a list of certified products can be found at http://www.terrachoice-certified.com/en/seeourcriteria/details.asp?ccd_id=372. A copy of this standard is available at <http://www.terrachoice-certified.com/common/assets/criterias/CCD-147.pdf>. The County will only accept products for consideration under this RFP that are certified under the most recent revision.

⁸**CCD-148** is EcoLogo's standard for *Carpet and Upholstery Cleaning Products*. A summary of the standard and list of certified products can be found at http://www.terrachoice-certified.com/en/seeourcriteria/details.asp?ccd_id=373; the standard itself is posted at <http://www.terrachoice-certified.com/common/assets/criterias/CCD-148.pdf>.

⁹**CCD-170** is EcoLogo's standard for *Instant Hand Antiseptic Products*. A summary of the standard and a list of certified products can be found at http://www.ecologo.org/en/criteria/subpage.asp?page_id=197; the standard itself is posted at <http://www.ecologo.org/common/assets/Final%20CCD-170%20Instant%20Hand%20Antiseptic%20Products-%20February%2010%202010.pdf>.

¹⁰**DfE-SSCP** is U.S. EPA's Design for the Environment *Standard for Safer Cleaning Products*, which was enhanced in June 2009 to include 3rd party auditing requirements among other changes. A summary of the standard and a list of certified products can be found at <http://www.epa.gov/dfe/pubs/projects/formulat/formpart.htm>; the standard itself is posted at http://www.epa.gov/dfe/pubs/projects/formulat/dfe_criteria_for_cleaning_products_10_09.pdf. The County will only accept products for consideration under this RFP that have passed audit and can provide proof of audited compliance by the time of bid submission.

¹¹**CCR Article2 Section 94509, Title 17** is the California Code of Regulations section that sets limits on the volatile organic compounds allowed in consumer products manufactured, supplied or offered for sale in the State. The regulation is found in Title 17-Public Health, Division 3-Air Resources, Chapter 1-Air Resources Board, Subchapter 8.5-Consumer Products, Article 2 Consumer Products. A description of the regulations can be found at <http://www.arb.ca.gov/consprod/regs/regs.htm> and the regulations themselves can be found by searching the titles online at <http://www.oal.ca.gov/ccr.htm>.

**EXHIBIT B
 PAYMENT TERMS**

1. County will pay Contractor upon successful completion and acceptance of the following products listed below, within thirty (30) days, upon receipt of invoice.

Item No.	Product Description	Product Name/ Brand #	Concentrated Volume	Rqd Amt of Water for Dilution	Quantity/ Case	Concentrated Product Cost (Per Case)		
						YEAR 1	YEAR 2	YEAR 3
Group 1: General Purpose and Restroom Cleaners – Environmentally Preferable								
1	General Purpose Cleaner	Evolvo or #116	0.8 oz	1280 oz.	4 Gallons	\$75.20	\$75.20	\$75.20
2	Restroom Cleaner	Evolvo	0.8 oz	1280 oz.	4 Gallons	\$75.20	\$75.20	\$75.20
3	Glass Cleaner	Evolvo	0.8 oz	1280 oz.	4 Gallons	\$75.20	\$75.20	\$75.20
4	Heavy Duty Cleaner	Chlorox HD Cleaner 30419	2 oz	128 oz	2 Gallons	\$30.94	\$30.94	\$30.94
5	Liquid Hand Soap (Not Antimicrobial)	Softcare	1.5 ml		12 Each; 600 ml/case	\$68.16	\$68.16	\$68.16
6	Foam Soap (Not Antimicrobial)	GoJo	.7 ml		3 each; 1250 ml/case	\$36.75	\$36.75	\$36.75
7	Hand Sanitizer	GoJo	.7 ml		2 each; 1200 ml/case	\$40.60	\$40.60	\$40.60
Group 2: General Purpose and Restroom Cleaners – Traditional								
8	Furniture Polish	Net 811	19 oz		12 each; 19 oz/case	\$2.352	\$2.484	\$2.616
9	Abrasive Cleaner	Ajax	21 oz		30 each; 21 oz/case	\$1.38	\$1.47	\$1.53
10	Enzymatic/Cleaner/Digester	Big D	2 oz	128 oz	4 Gallons	\$34.92	\$34.92	\$34.92
11	Disinfectant/Sanitizer	Chlorox Disinfectant 30423	1 oz	128 oz	2 Gallons	\$33.80	\$33.80	\$33.80
12	Metal Polish	Evolvo	.8 oz	128 oz	4 Gallons	\$75.20	\$75.20	\$75.20
Group 3: Carpet Care – Environmentally								
13	Carpet Care - Shampoo	Evolvo	8 oz	128 oz	4 Gallons	\$75.20	\$75.20	\$75.20
14	Carpet Care - Wet Extraction Cleaner	Evolvo	8 oz	128 oz	4 Gallons	\$75.20	\$75.20	\$75.20
15	Carpet Care - Defoamer	FLT	30 oz	128 oz	4 Gallons	\$8.43	\$8.43	\$8.43
16	Host Carpet Cleaner (Dry)	HOST	30 packages		30 packages	\$76.88	\$76.88	\$76.88
Group 4: Hard Floor Care – Environmentally Preferable								
17	Hard Floor Care - Neutral Cleaner	Stride	2 oz	128 oz	4 Gallons	\$97.40	\$102.52	\$107.92

Item No.	Product Description	Product Name/ Brand #	Concentrated Volume	Rqd Amt of Water for Dilution	Quantity/ Case	Concentrated Product Cost (Per Case)		
						YEAR 1	YEAR 2	YEAR 3
Group 4: Hard Floor Care – Environmentally Preferable								
18	Hard Floor Care - Concrete/ Terrazzo Finish	Plaza Plus	128 oz		4 Gallons	\$76.16	\$78.80	\$82.96
19	Hard Floor Care - Finish	Aquaria	128 oz		4 Gallons	\$73.88	\$77.76	\$81.84
20	Hard Floor Care - Buff/Burnish/ Restorer	Revive	128 oz		4 Gallons	\$58.64	\$61.72	\$64.96
21	Hard Floor Care - Stripper	Freedom	8.5 oz	128 oz	4 Gallons	\$76.16	\$80.16	\$84.36
Group 5: Hard Floor Care – Traditional								
22	Hard Floor Care - Concrete/ Terrazzo Finish	Plaza Plus	128 oz		4 Gallons	\$74.88	\$78.80	\$82.96
23	Hard Floor Care - Finish	Aquaris	128 oz		4 Gallons	\$73.88	\$77.76	\$81.84
24	Hard Floor Care - Buff/Burnish/ Restorer	Revive	128 oz		4 Gallons	\$58.64	\$61.72	\$64.96
25	Hard Floor Care - Stripper	Freedom	8.5 oz	128 oz	4 Gallons	\$76.16	\$80.16	\$84.36

- Total payment under the terms of this Agreement will not exceed the total amount of \$1,170,000. This cost includes all taxes and all other charges.
- Invoices will be approved by the County, depending on the agency or department to whom the invoice is issued. Please see the mailing addresses below:

DEPT/AGENCY	ADDRESS	ADDRESS	CITY, ZIP	CONTACT
GSA-Building Maintenance	1401 Lakeside Drive	6 th Floor	Oakland, CA 94612	Dernetha Hale
Probation Department	400 Broadway		Oakland, CA 94612	Virgilio Lacap
Sheriff's Office	5325 Broder Blvd.		Dublin, CA 94568	David Lucero

- Upon award of this Agreement by County, County and Contractor shall forthwith jointly create a schedule governing the timely delivery of Contractor's products hereunder. The agreed upon schedule shall be incorporated into this Agreement upon its adoption by the parties and thereafter Contractor shall perform all services under this Agreement in conformance with the schedule.

**EXHIBIT B-1
OFF CONTRACT DISCOUNT**

This discount will be valid for the duration of any agreement, and will apply to any and all janitorial cleaning products ordered from the Contractor's catalog(s) whether they be in print form or items available for ordering online. Contractor will provide the County with the maximum discount possible from their catalog list price to match or improve on competitor's retail prices for same exact product required by County.

Group #	Group	Environmentally Preferable/ Traditional	Discount off List Price
1	General Purpose & Restroom Cleaner	Environmentally Preferable	35%
2	General Purpose & Restroom Cleaner	Traditional	35%
3	Carpet Care	Environmentally Preferable	35%
4	Hard Floor Care	Environmentally Preferable	35%
5	Hard Floor Care	Traditional	35%
6	Detention Cleaning Products	Traditional	35%

**EXHIBIT B
 PAYMENT TERMS**

- County will pay Contractor upon successful delivery and acceptance of the following goods listed below, within thirty (30) days, upon receipt of invoice.

Item No.	Product Description	Product Name/ Brand #	Concentrated Unit Volume	Rqd Amt of Water for Dilution	Concentrated Product Cost		
					YEAR 1	YEAR 2	YEAR 3
Group 1: General Purpose and Restroom Cleaners – Environmentally Preferable							
1	General Purpose Cleaner	Betco GE Peroxide Cleaner 33647	2 Gallons	124 Gallons	\$30.41	\$32.01	\$33.73
2	Restroom Cleaner	Betco GE Peroxide Cleaner 33647	2 Gallons	124 Gallons	\$30.41	\$32.01	\$33.73
3	Glass Cleaner	Betco GE Glass Cleaner 53547	2 Gallons	124 Gallons	\$27.52	\$29.19	\$30.72
Group 6: Detention Cleaning Chemicals							
22	Disinfectant/ Sanitizer/Detergent	Betco GE Daily Disinfectant 53704	0.5 oz	127.5 oz	\$39.37	\$41.43	\$43.61
23	Cleaner Delimer	Betco AF 7933147	1 oz	127 oz	\$27.71	\$29.17	\$30.71

- Total payment under the terms of this Agreement will not exceed the total amount of \$80,000. This cost includes all taxes and all other charges.
- Invoices will be approved by the County, depending on the agency or department to whom the invoice is issued. Please see the mailing addresses below:

DEPT/AGENCY	ADDRESS	ADDRESS	CITY, ZIP	CONTACT
GSA-Building Maintenance	1401 Lakeside Drive	6 th Floor	Oakland, CA 94612	Dernetha Hale
Probation Department	400 Broadway		Oakland, CA 94612	Virgilio Lacap
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- Upon award of this Agreement by County, County and Contractor shall forthwith jointly create a schedule governing the timely delivery of Contractor's products hereunder. The agreed upon schedule shall be incorporated into this Agreement upon its adoption by the parties and thereafter Contractor shall perform all services under this Agreement in conformance with the schedule.

EXHIBIT B-1
OFF CONTRACT DISCOUNT

This discount will be valid for the duration of any agreement, and will apply to any and all janitorial cleaning products ordered from the Contractor's catalog(s) whether they be in print form or items available for ordering online. Contractor will provide the County with the maximum discount possible from their catalog list price to match or improve on competitor's retail prices for same exact product required by County.

Group #	Group	Environmentally Preferable/ Traditional	Discount off List Price
1	General Purpose & Restroom Cleaner	Environmentally Preferable	30%
2	General Purpose & Restroom Cleaner	Traditional	30%
3	Carpet Care	Environmentally Preferable	30%
4	Hard Floor Care	Environmentally Preferable	30%
5	Hard Floor Care	Traditional	30%
6	Detention Cleaning Products	Traditional	35%