



Dale Mrozinski  
GOVERNMENT SALES MANAGER

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Des Moines Independent Community School District  
Division of Purchasing  
Mark Mattiussi, Purchasing Agent  
1915 Prospect Road, Suite 1200  
Des Moines, Iowa 50310

March 31, 2017

**RE: Second Extension of Contract for B7145 Floor Finishes for Various District Surfaces and First Extension of Contract B7437 for Foaming Hand Soap**

Dear Mr. Mattiussi:

Ecolab is requesting a 1.5% price increase on Contract #B7145, Floor Finishes for Various District Surfaces, and Contract #7437, Foaming Hand Soap. We regret that we need to take this action but our material costs have increased over the term of the contract. We value your business and understand that price increases are not an easy addition so when we determine an increase we not only look at our material costs and our efficiencies but also assess the CPI index to make sure we are in line with the industry. The CPI increase for 2017 is at 2.5%.

Ecolab appreciates the relationship we have with Des Moines Public Schools and look forward to our continued partnership going forward. If you have any questions or concerns, please do not hesitate to contact me.

Thank you,

Dale Mrozinski  
Government Sales Manager

*[Faint, illegible handwritten notes or signature]*

**Kahler, Kathleen**

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**From:** Green JR, Melvin  
**Sent:** Thursday, April 6, 2017 10:17 AM  
**To:** Kahler, Kathleen  
**Subject:** RE: Bid Extensions

Yes

**From:** Kahler, Kathleen  
**Sent:** Thursday, April 6, 2017 9:36 AM  
**To:** Green JR, Melvin <Melvin.Green@dmschools.org>  
**Subject:** Bid Extensions

Mel,

Please see the attached information from Ecolab regarding the bid extensions for 2017/18, and their projected price increases for the Ecolab products.

I will also attach a usage recap report that includes total product bought/sold by the district for the B7437 Hand Soap, and the B7145 Floor Finish Products.

Let me know if you approve these price increases for 2017/18.

Kathy Kahler  
Purchasing Specialist  
DMPS  
515-242-7699



Des Moines Independent Community School District  
Division of Purchasing  
1915 Prospect Road  
Suite 1200  
Des Moines, Iowa 50310  
Phone (515)242-7751  
Fax (515)242-7550

Buckeye International  
2700 Wagner Place,  
Maryland Heights, MO 63043 USA  
Mr. Josh Davison  
Regional Field Sales Manager: Upper Mid-West

June 3, 2016

Re: B7437 Foaming Hand Soap

Dear Mr. Davison:

In response to your email to our superintendent, Dr. Ahart dated May 27, 2016 we would like to update you with our review of your concerns. As you may recall during our discussion with Buckeye and First Choice our Custodial Service director, Mr. Mel Green, detailed our quality issues with the Symmetry product from Buckeye as well as the cost premium the district would absorb if we continued with this product. At that time you presented information regarding your concerns with our intent to award this bid to Ecolab for their Nexa Concentrates System.

Our Custodial staff did a thorough review of the Nexa system, and felt that the information you presented was somewhat dated and not germane to the bid solicitation. Based on our investigation of the Nexa System, it meets or exceeds the United States Pharmacopeia (USP) preservation criteria, and has a more stringent test requirement based on the USP Chapter 51. This system is also produced according to Food & Drug Administration (FDA) guidelines and manufactured in FDA regulated facilities, and it is a "closed system" as required by the bid solicitation.

After review by our Administration, Custodial Services and Purchasing departments we feel this issue is now closed and intend to proceed with our award to Ecolab. Thank you for your past service and your concerns for the district.

Sincerely

Mark Mattiussi

Des Moines Public Schools

Purchasing Department

CC: Dr. Ahart Superintendent

Mr. Harold Good Chief Operations Officer

Non-Discrimination Policy:

It is the policy of the Des Moines Community School District not to illegally discriminate on the basis of race, color, national origin, sex, disability, religion, creed, age (for employment), marital status (for programs), sexual orientation, gender identity and socioeconomic status (for programs) in its educational programs and its employment practices. There is a grievance procedure for processing complaints of discrimination. If you believe you have been discriminated against or treated unjustly, please contact the Equity Coordinator, Isaiah McGee at 2323 Grand Avenue, Des Moines, IA 50312, 515-242-7662 [isaiah.mcgee@dmcschools.org](mailto:isaiah.mcgee@dmcschools.org) Section 504 34 CFR 104.8, Title IX 34 CFR 106.9, OCR Guidelines IV.O and V.C

Debarment Policy:

The District is prohibited from entering into a contract where an organization or, its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal, State or Local department or agency.

Payment Policy:

The District plans to pay Awardee (s) using a procurement or virtual credit card, or may make payments by electronic funds transfer and recommends that Contractors accept one of these forms of payment

Acknowledgement & Certification:

Awardee(s) must agree to complete and sign the Acknowledgement & Certification regarding their staff's ability to be in contact with the student population.



**Des Moines Independent Community School District**

**Division of Purchasing**

**1915 Prospect Road**

**Suite 1200**

**Des Moines, Iowa 50310**

**Phone (515)242-7751**

**Fax (515)242-7550**

**EcoLab**

**370 Wabasha Street North**

**EUC8**

**St. Paul, MN 55102**

**Mr. Paul Geffre**

**Governmental Sales Manager**

**5/18/16**

**Re: B7437 Foaming Hand Soap**

**Mr. Geffre:**

Your proposal for the above mentioned bid has been accepted by our Custodial Management and Purchasing departments. You may contact Kim Ogle in our Custodial department to work out the details of the upcoming years' service.

If you have any problems or questions, please contact Kim Ogle, or I at the emails listed below. Thank you for your interest in serving the Des Moines Public Schools District and we look forward to a successful business relationship.

Sincerely

**Mark Mattiussi**

Digitally signed by Mark  
Mattiussi  
Date: 2016.05.18 09:09:13  
-05'00'

**Mark Mattiussi**

**Purchasing Agent**

**Des Moines Public Schools**

**CC: Mel Green**

**Kim Ogle**

[mark.mattiussi@dmschools.org](mailto:mark.mattiussi@dmschools.org)

[kim.ogle@dmschools.org](mailto:kim.ogle@dmschools.org)

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