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FORM OF PROPOSAL

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

No: B7437
 Date Issued: 4/25/16
 Date Due: 5/9/16
 Time: 9:00 A.M.

BIDS AND QUOTES ARE SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED WILL BE RECEIVED AT THE ABOVE OFFICE UNTIL, BUT NOT LATER THAN, THE DATE AND TIME ABOVE STATED AND THEN PUBLICLY OPENED FOR FURNISHING THE FOLLOWING SUPPLIES, EQUIPMENT AND/OR SERVICE F.O.B. DESTINATION. Mark Mattiussi, Purchasing Agent

Item	Quantity	Description	Unit Price
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FOAM SOAP AND UNIVERSAL DISPENSING SYSTEMS

Per Specification, worksheet, special, general terms and conditions included

Soap Manufacturer Name: Ecolab Inc. Concentrated Foam Hand	\$ 108.78	/case
Soap Manufacturer Product Number: 6100869	\$ 0.004	/Milliliter
Soap Manufacturer Dispenser Number: 92021202	\$ 0.00	/case
Certifying Agency: Green Seal Certified		
Milliliters per Refill Container: 1250ml per container		
Number of Refill containers per case: 21 / 1250ml containers		
Portion control options: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Options: 1ml, .7ml, .35ml		
Number of hand washings /container w/o restrictor: 1786 per .7ml		
Fluid milliliters/dispensing w/o restrictor: .7ml		
Number of hand washings per container w/restrictor: 3571 per .35ml		
Fluid milliliters per dispensing w/restrictor: .35ml		
Dispenser Manufacturer Name: Ecolab Inc./Nexa	\$ 0.00	\$ 0.00
Disp. Manufacturer Number: Manual: 92023091 (black) 92023093 (white)	\$ 0.00	\$ 0.00
Touch Free: 92021192 (black) 92021193 (white)		

Period of Contract

This contract is for the period July 1, 2016 through June 30, 2017. The District reserves the option to renew the contract with the successful bidder for up to four additional years. The amount of the contract for the second through the fifth year shall be negotiated at the close of each preceding year. The renewal option may not be exercised if it is not in the District's best interest.

The undersigned bidder certifies, by responding to this proposal, that neither it nor 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. The bidder certifies that any employee who may come in contact with any district student while fulfilling this requirement has not been convicted of crime of moral turpitude as detailed in the acknowledgement form below. Further, 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@dmschools.org Section 504 34 CFR 104.8, Title IX 34 CFR 106.9, OCR Guidelines IV.O and V.C. Finally, the District plans to pay Contractor(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. Delivery shall be made between the hours of 8:00 a.m. and 3:30 p.m. at: Des Moines Public Schools Central Warehouse 1915 Prospect Road, Des Moines, IA. 50310

Company Name: Ecolab Inc.	Street Address	370 Wabasha St. N		
Representative Name:	City	St. Paul	State	MN Zip 55102
Representative Title: Government Sales Manager	Email	gov.sales@ecolab.com	Phone	651-250-2640 Fax 651-250-2682

SUBJECT TO THE TERMS AND CONDITIONS @ <http://www.dmschools.org/wp-content/uploads/2014/11/General-Terms-n-Conditions-New.pdf> THIS FORM AND EACH ADDITIONAL FORM OF PROPOSAL, IF ANY, MUST BE SIGNED.



DETAILED SPECIFICATIONS FOAM SOAP AND UNIVERSAL DISPENSING SYSTEMS

Background

In order to provide a safe and healthy environment and to comply with the State of Iowa mandates as well as the district's Environmental Preferable Cleaning and Maintenance Policy the District embarked on a conversion from a liquid hand soap dispensing system to the current foaming soap dispensing in use today. The district's current usage is approximately 1,600 cases per year* or 12,800,000 milliliters. The foaming soap currently in use is Symmetry by Buckeye. The District estimates there are 2,500 locking dispensing systems currently in use district wide. The selected bidder will be responsible for replacing all of the current dispensers with new devices. The District's desire is to complete this conversion by August 15, 2016. **

*Estimated volume the district makes no guarantee to usage

** The District may extend or postpone the installation date at selected sites in order to consume existing inventory. The selected bidder will be required to complete the installation at the direction of the District.

Product Specifications & Information

Soap Specifications

- 1) General, light duty, moisturizing foam soap, 1250 ML or greater
- 2) Product will be in a closed container that draws the product back into the container to eliminate clogs, drips to avoid product waste and possible slips and falls.
- 3) Must be Green Seal Certified.
- 4) Biodegradable
- 5) Phosphate-free
- 6) Free of APEs (alkyl phenol ethylates) and NPEs (nonylphenol ethoxylates)
- 7) Non-flammable
- 8) Non-toxic
- 9) In user-friendly packaging
- 10) Any alternative products submitted must meet or exceed the stated specifications.
- 11) For product characteristics other than specified, the bidder must guarantee that their proposed product is of equal or greater quality, according to industry standards, and meets the States mandate statues to comply with the Environmental Preferable Cleaning and Maintenance Policy.
- 12) The bidders must provide, at no cost to the district, a dispenser and sufficient quantity of soap products being proposed for testing by the District.
- 13) The bidder will provide complete descriptive literature, at the time of bid submission, for each item being proposed.
- 14) Quantities indicated on the Form of Proposal are estimates only and represent no guarantee of what we actually purchase.
- 15) The District reserves the right to accept or reject any or all submission of bidders who have failed to adequately perform in the past.

We desire the most flexibility and capabilities within our budget constraints, therefore the products may be judged not only on cost, but also on performance tests, compatibility issues if applicable, ability to lessen the negative impacts on the health and environment and the acceptance by staff. It is realized that specifications differ between manufacturers. If a manufacturer's product is specified it is intended only to indicate the type, quality, and characteristics of the products we desire. The differences in product and dispenser specifications will be weighed by District staff to determine which best meets their needs.

Product Specifications & Information (Continued)

Dispenser Specification

- 1) Product containers must be able to be dispensed through multiple dispensing options: (manual and hands free dispenser versions). All product containers must be in a closed sealed system to eliminate growth bacteria.
- 2) The District has the option to request installation of either manual or hands free dispensers at no charge in different areas throughout the district at the discretion of the Custodial Services Department.
- 3) Dispensers must be able to dispense foam soap at 1ml to .35ml with or without restrictors.
- 4) The dispensers become the property of the District at the end of year one.
- 5) The selected bidder is responsible for all costs to install the new hand care system.
- 6) Dispensers must be ADA compliant.
- 7) Dispensers must be lockable
- 8) Dispenser must have a site window to view product from outside the dispenser.
- 9) Recyclable HDPE packaging.
- 10) Manual dispenser push bar contains antibacterial protection that inhibits the growth of bacteria, mold and mildew.
- 11) Any alternative products submitted must meet or exceed the specifications listed above.
- 12) Additional product and system benefits that help the District comply with the Environmental Preferable Cleaning and Maintenance Policy to lessen negative impacts on health and environment will be taken into consideration.

The selected bidder will supply foam soap to the District's central warehouse location at 1915 Prospect Road, Des Moines, Iowa on demand throughout the calendar year, and will carry sufficient inventory (at least one month of the district average usage) at their site to ship within twenty four (24) hours of notification from district staff. The selected bidder is also responsible for the installation and ongoing maintenance of the dispensing units. The District will require the installation be completed by August 15, 2016**. The selected bidder must be available to address any dispenser or soap issue(s) and will be required to respond to the district's request within eight hours (8) of notification to evaluate the urgency of the situation and if necessary schedule repairs within a twenty four (24) hour period. The selected bidder will also be required to conduct quarterly dispenser inspections at all locations to insure the units are functioning properly. Service reports from these inspections will be sent to the Area Custodial Specialist and the Custodial field Specialist at the conclusion of the inspection or repair. The selected bidder will also be available for product or dispenser training during the Districts Summer Custodial Training, which is usually held in June.

Bid Preparation and Submission

- 1) The District usage estimates are available as a guide to bidders; the District does not guarantee this usage on an annual basis.
- 2) All submissions must be legible and recorded in ink.
- 3) All submissions must be received by purchasing department in a sealed envelope with the bid number and product clearly marked on the outer cover, by the time and date requested. Any late bid will be returned to the bidder.
- 4) All bids will include the cost of removing and installing dispensers by the bidder. District staff will not be available to assist in the installation.
- 5) "Hanging allowances" or similar programs will not be accepted as alternatives to meet this requirement.
- 6) Bidder's staff or contracted employee(s) will not be considered an employee(s) or agent(s) working for the District and therefore must meet the District's requirements for such staff as listed below.
- 7) The bid shall be signed by an officer or designated agent empowered to bind the firm. Failure to sign the Form of Proposal will be grounds for reject of bid.

Addenda

Any and all interpretations, corrections and amendments shall be issued by the District's Purchasing department. All addenda so issued shall become part of the bid documents and shall be acknowledged in the bid response package. Addenda will be available online as well.

Inquiries

All inquiries concerning this Form of Proposal must reference the bid number and be made in writing to Attn: Mark Mattiussi, Purchasing Agent and faxed to 515-242-7550 or emailed to: mark.mattiussi@dmschools.org . Answers to all questions will be sent to the respective bidders in the form of written correspondence. In all cases, no verbal communication by any party shall override written communications from the District.

Pricing

Bidders pricing shall be FOB Des Moines, Iowa, and shall be firm through the contract period. The submitted price for the product shall be the total cost to the District no other costs will be accepted. Other requirements include:

- 1) Products will be ordered and delivered to Central Stores as needed
- 2) The successful bidder will be responsible for warehousing sufficient supplies of the proposed products and be capable of providing delivery, at no additional cost, to Central Stores within twenty four (24) hours of receiving an order from the District.
- 3) The successful bidder will be responsible for replacing any dispenser that fails during the contract period or successive renewals, at no cost to the District

Contract Period

- 1) Prices on the Form of Proposal are to be guaranteed for the period of July 1, 2016 through June 30, 2017.
- 2) The bid includes an option to extend the contract with the successful bidder for up to four (4) additional years. The prices for each product will be negotiated at the close of the preceding contract year for years two and five. The District reserves the right to invoke this option at its discretion.

Withdrawal of Bid

Bids may be withdrawn any time prior to the scheduled closing time for receipt of bids, with signed letter from an officer or duly assigned designate of the offering bidder.

Rejection of Bids

The District reserves the right to accept or reject any / or all bids, and to waive irregularities or technicalities, provided such waiver does not substantially change the offer or provide a competitive advantage to any bidder, and to pursue any offer that it deems is in the best interest of the District. Only one proposal will be accepted per submission form, if making multiple submissions for alternate product then please complete another form, failure to do so may result in rejection of your proposal(s).

Award of Bid

The District shall issue Purchase orders, as needed, to the bidder meeting specifications, as long as that bidder's proposal is deemed to be in the best interest of the District. Award is predicated on the approval of the DMPS Board of Directors if necessary.

Insurance by Contractor

The selected bidder shall purchase and maintain such insurance that will protect it from claims set forth below which may arise out of or result from the selected bidder's operations under the Contract, whether such operations be by them or by any subcontractor or by anyone directly or indirectly employed by any of them, or by anyone for whose acts any of them may be liable. All such insurance shall be subject to the approval of the District for adequacy of protection, and shall include a provision preventing cancellation without thirty (30) days' prior notice to the District in writing.

Insurance by Contractor

Commercial General Liability Insurance

Each Occurrence	\$ 1,000,000
Damages to rented premises (each occurrence)	\$ 200,000
Medical Expenses (any one person)	\$ 10,000
Personal Injury	\$ 1,000,000
General aggregate	\$ 1,000,000
Products Complete Aggregate	\$ 1,000,000

Automobile Insurance

Combined single limit	\$ 1,000,000
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Worker's Compensation Insurance

In accordance with the laws of the State of Iowa covering all employees who perform any obligations assumed under the contract.

Each accident - minimum	\$ 500,000
Disease – minimum each employee	\$ 500,000

Upon award, the selected bidder will present certificates of insurance to the Des Moines Independent Community School District showing compliance with the forgoing requirements.

Employee Practices

The selected bidder and their subcontractors shall at all times enforce strict discipline and good order among their employees, and shall not employ for this work any person considered by the Custodial Service Manager to be unfit or not skilled in the work assigned. The selected bidder shall also keep its employees and those of its subcontractor from socializing upon the site of the work after normal work hours and from fraternizing at any time with staff, students, parents, and other persons who are at the school or the site of the work.

The selected bidder shall not allow employees listed on the Iowa Sex Offender Registry to perform work on District projects. The District has interpreted an "unfit employee" for purposes of this contract to be any employee currently listed on the Iowa Sex Offender Registry. The selected bidder agrees to the terms and conditions as outlined in the "Acknowledgment & Certification" statement below, any required employee background checks will be the responsibility of the selected bidder and their subcontractors.

The Des Moines Independent Community School District is a drug-free and smoke-free zone. In furtherance of this standard, the selected bidder shall establish and maintain a safe and efficient work environment for all employees, free from the effects of smoke, alcohol, controlled substances, and illicit drugs. Smoking shall be prohibited at all times on school property, including parking lots and inside of any private vehicles on school property. The manufacture, distribution, dispensing, possession, or use of alcohol, controlled substances, and illicit drugs is prohibited on or adjacent to the project site and all of the District's property at all times. Illicit drug use is the use of illegal drugs and the abuse of alcohol and other drugs, including anabolic steroids.

Controlled substances are drugs specifically identified and regulated under state or federal law and include, but are not limited to, opiates, narcotics, cocaine, amphetamines and other stimulants, depressants, hallucinogenic substances, and marijuana. The selected bidder will strictly enforce these prohibitions among its own employees and its subcontractors and their employees at all times.

Employees who violate these prohibitions will be subject to disciplinary action by their employers up to and including termination and may be denied access to the site of the work. Violation of this provision shall also constitute sufficient grounds for termination of the contract or any subcontract without damages or penalty to the District.

Because it is the desire of the Des Moines Independent Community School District to encourage equal employment policies, all contractors, including suppliers supplying goods or services to the School District, are expected to comply with the spirit of equal opportunity employment, as well as with the letter of all applicable statutes and regulations. Compliance shall require the selected bidder not to discriminate and, in addition, to take reasonable affirmative action to ensure that members of minority groups are effectively accorded equal employment opportunities. The selected bidder shall be responsible to the District for the acts and omissions of all its employees. The selected bidder shall be responsible for the acts and omissions of all subcontractors, their agents and employees, and all other persons acting on behalf of the Contractor or subcontractors as set forth herein.

Indemnification

The successful bidder shall assume the entire responsibility and liability for any and all damages caused by or resulting from or arising out of the negligent or willful unauthorized disclosure of any confidential information on the part of the Successful bidder, its subcontractors, agents or employees under or in connection with this contract. The successful bidder shall hold harmless and indemnify the District and its agents, volunteers, servants, employees and officers from and against any and all claims, losses or expenses, including but not limited to attorney's fees, which either or both of them may suffer, pay or incur as the result of claims or suits due to, arising out of or in connection with, any and all such unauthorized disclosures, real or alleged.

The successful bidder shall also assume the entire responsibility and liability for any and all damages caused by or resulting from or arising out of a negligent or willful act on the part of the Successful bidder, its subcontractors, agents or employees under or in connection with this contract, and shall upon written demand by the District, assume and defend, at its sole expense, any and all such suits or defense of claims alleging from the negligent or willful act.



Acknowledgment & Certification

This entity is providing services to the Des Moines Independent Community School District ("District") as a contractor, vendor, supplier, provider or sub-provider and/or is operating or managing the operations of a contractor, vendor, supplier or provider. The services provided by the Company may involve the presence of the Company's employees upon the real property of the District.

The Company acknowledges that Iowa law prohibits a sex offender who has been convicted of a sex offense against a minor from being present upon the real property of the District. The Company further acknowledges that, pursuant to Iowa law, a sex offender who has been convicted of a sex offense against a minor shall not operate, manage, be employed by, or act as a contractor or volunteer at the District.

The Company hereby certifies that no one who is an owner, operator or manager of the Company has been convicted of a sex offense against a minor. The Company further certifies and agrees that it shall not permit any person who is a sex offender convicted of a sex offense against a minor to provide any services to the District in accordance with the prohibitions set forth above.

The Company further certifies that the Company has completed a satisfactory background check on the Company's employees. The Company hereby agrees to provide the District with the Company's background screening procedures including specific context and infractions that are reviewed by the Company. The District reserves the right to, but does not have the obligation to, conduct a District background check on Company employees as determined by the District in its sole discretion. The District reserves the right to restrict access of any Company employee upon the real property of the District if such employee does not clear the District's background check.

The District reserves the right, but does not have the obligation to, to audit the Company's background screening program at any time, whether announced or unannounced. The Company hereby agrees that the Company shall, upon request, permit an authorized District representative to review background screening records, including those of individual Company employees, in order to conduct a compliance review, audit or investigation, to the fullest extent permitted by law.

The Company shall ensure that the provisions of this Acknowledgement and Certification are extended to any and all subcontractors, consultants, or others the Company may engage if such engagement involves their presence upon the real property of the District.

The Company understands and agrees that violation of any of the provisions of this Acknowledgement and Certification shall constitute sufficient grounds for termination of any contract or subcontract without damages or penalty to the District.

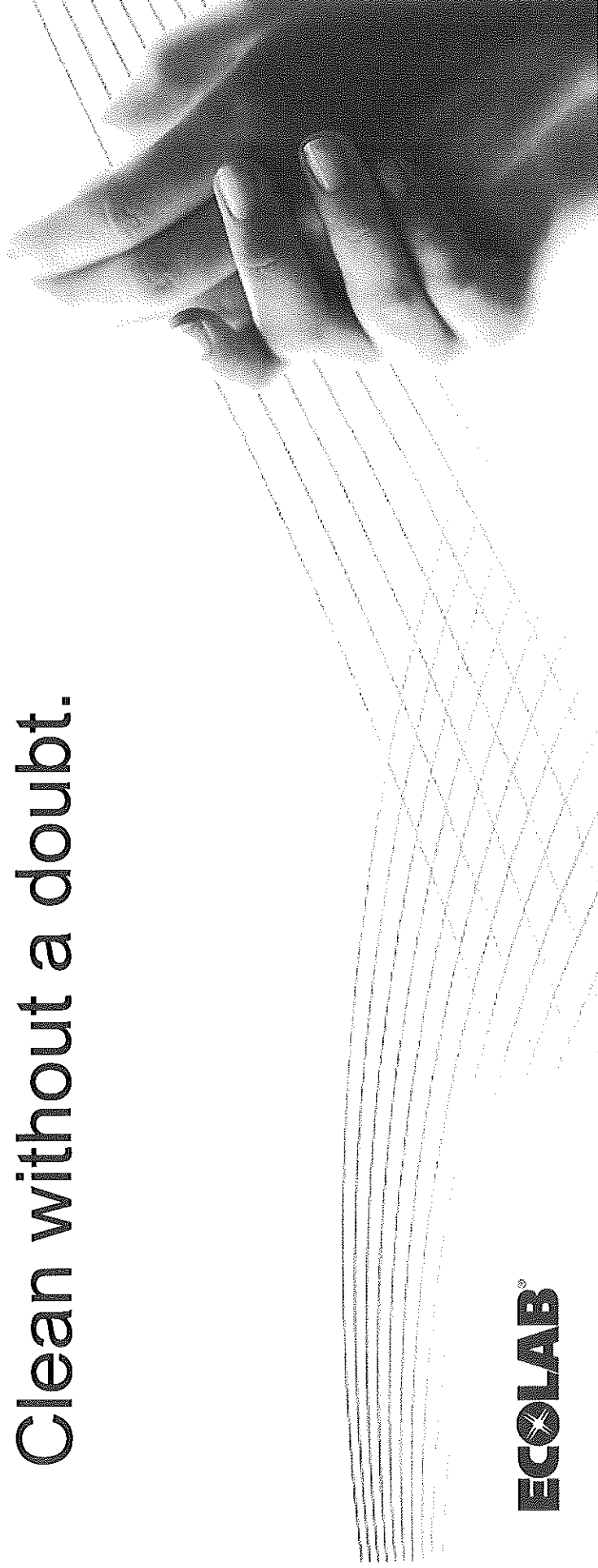
This Acknowledgment and Certification is to be construed under the laws of the State of Iowa. If any portion hereof is held invalid, the balance of the document shall, notwithstanding, continue in full legal force and effect.

In signing this Acknowledgment and Certification, the person signing on behalf of the Company hereby acknowledges that he/she has read this entire document that he/she understands its terms, and that he/she not only has the authority to sign the document on behalf of the Company, but has signed it knowingly and voluntarily.

Ecolab Total Hand Hygiene System

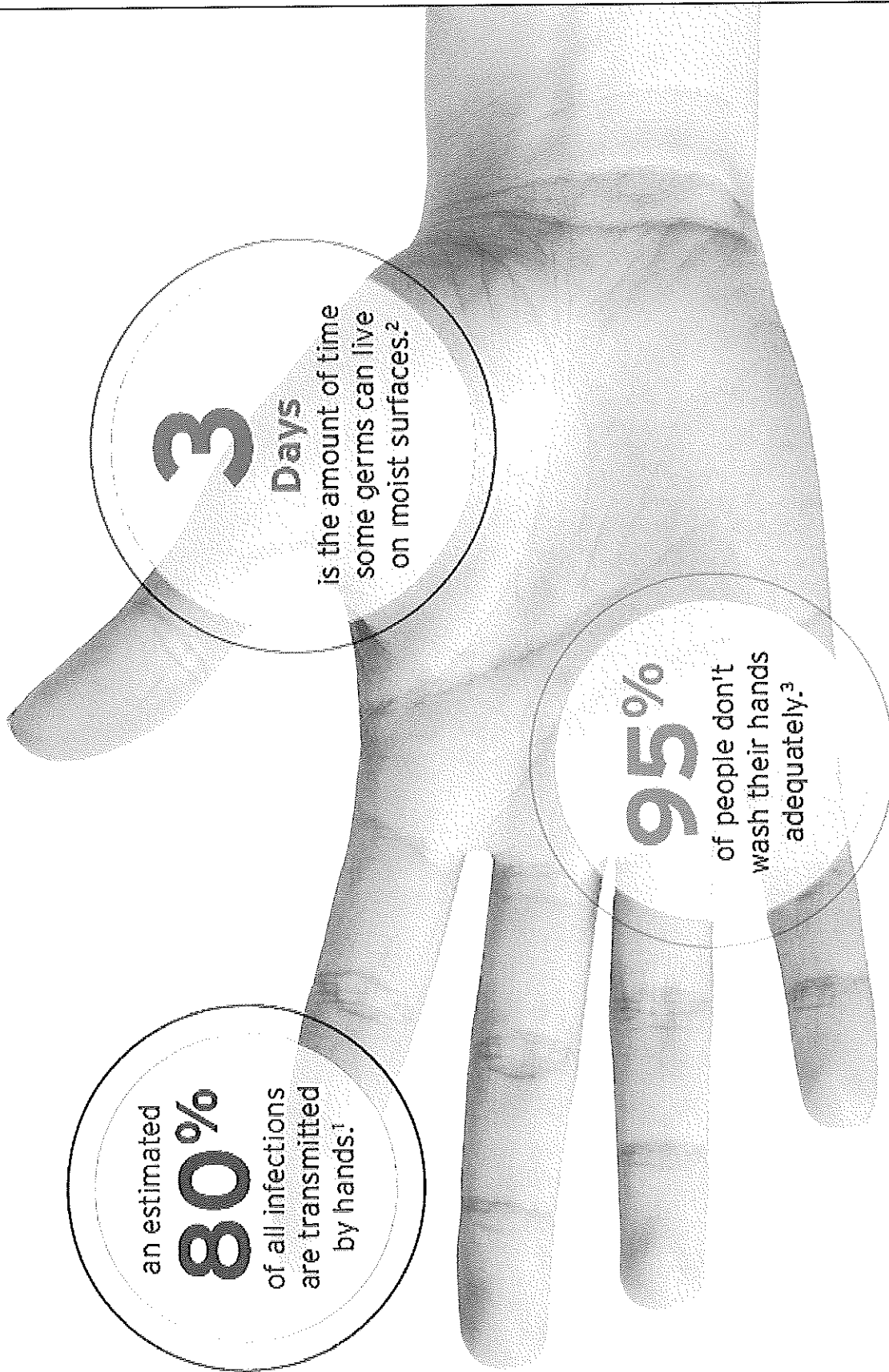
Clean without a doubt.

ECOLAB®



The Importance of Hand Hygiene

2



an estimated
80%
of all infections
are transmitted
by hands.¹

3
Days
is the amount of time
some germs can live
on moist surfaces.²

95%
of people don't
wash their hands
adequately.³

ECOLAB®

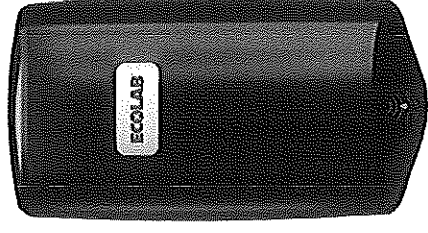
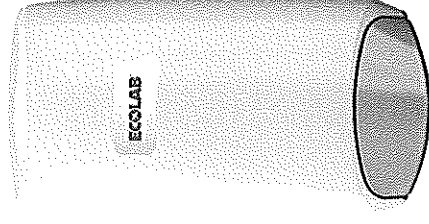
¹ <http://www.cdc.gov/cdchv/handstogether/>

² <http://www.flu.gov/planning-preparedness/hospital/influenzaguidance.html>

³ <http://msutoday.msu.edu/news/2013/eww-only-5-percent-wash-hands-correctly/>

Confidential

Nexa™ Dispensers



Confidential

Nexa Dispensers

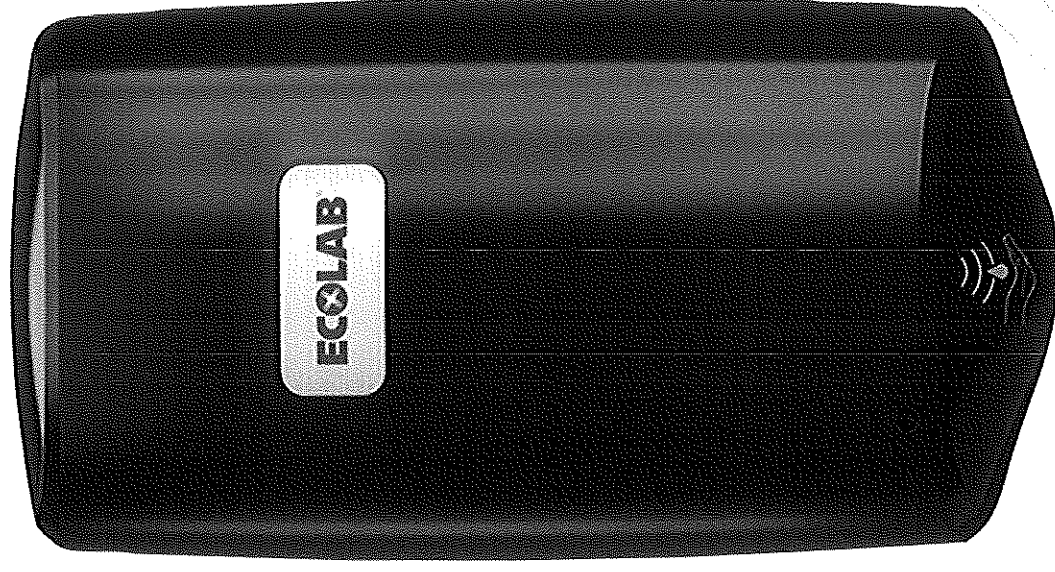
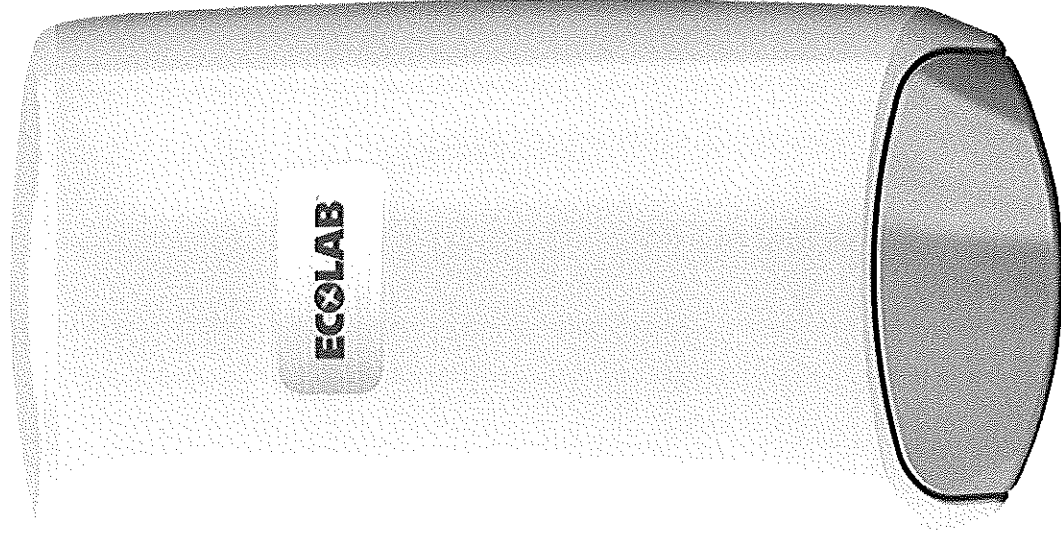
Efficiency and sustainability in a new, innovative dispenser.

MULTI-USE

The same unit is able to dispense all types of product – gel, liquid, lotion, foam and body wash. Comes in 750ml and 1250ml sizes.

SIMPLE

Same bottle fits in both Manual and Touch-Free dispensers, reducing number of SKUs.

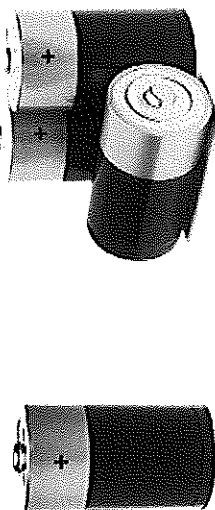


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Nexa – Improved Features

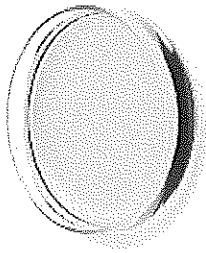
ECOLAB'S NEXA DISPENSER VS. TRADITIONAL DISPENSERS



LESS BATTERIES

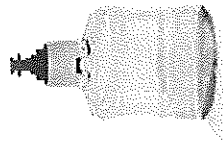
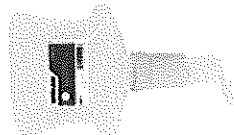
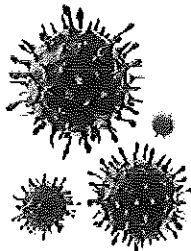
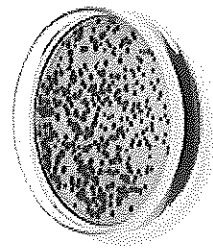
Nexa's energy saving Touch-Free dispenser requires fewer battery change-outs.¹

44%
FEWER
BATTERIES



BACTERIA RESISTANT COATING

Nexa's antimicrobial protection on the manual dispenser's push bar continuously inhibits the growth of bacteria, mold and mildew.



OPTIMIZED PACKAGING

Nexa's improved HDPE² packaging is not only easily recycled, it also helps to maximize product evacuation.

UP TO
99%
OF PRODUCT
DISPENSED



PATENTED PUMP

Nexa's patented pump pulls excess product back in, reducing clogs and drips helping to avoid costly product waste and slips and falls.



ECOLAB®

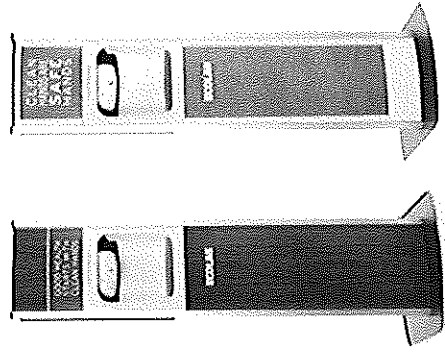
¹ Over the course of 50 months at 50 actuations per day, in comparative testing using Ecolab's Nexa Touch-Free dispenser and leading competitor's dispenser

² HDPE: High-Density Polyethylene

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Nexa – Design with Impact

Standard Nexa Hand Sanitizer Station



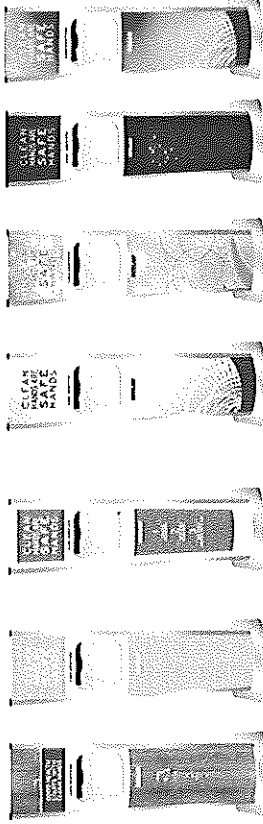
Standard with your order:

- ▲ One white Nexa Classic Touch-Free Dispenser
- ▲ One Nexa Hand Sanitizer Station
- ▲ Two standard graphics – options shown above

ECOLAB®

Customizable Nexa Hand Sanitizer Station Designs Available

1. CHOOSE YOUR BACKGROUND



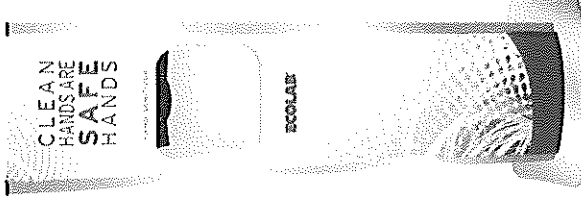
2. CHOOSE YOUR MESSAGE

good health
STARTS WITH
**CLEAN
HANDS**

**CLEAN
HANDS ARE
SAFE
HANDS**

**SANITIZE
YOUR
HANDS
HERE**

help reduce
the spread
of germs



3. UPLOAD YOUR COMPANY LOGO

ABC
Company

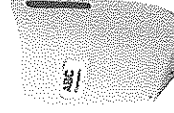
Design Your Own Graphics

Design your own graphics for your Hand Care Sanitizer Station! Get Adobe InDesign file specs then upload your files to our website for printing.



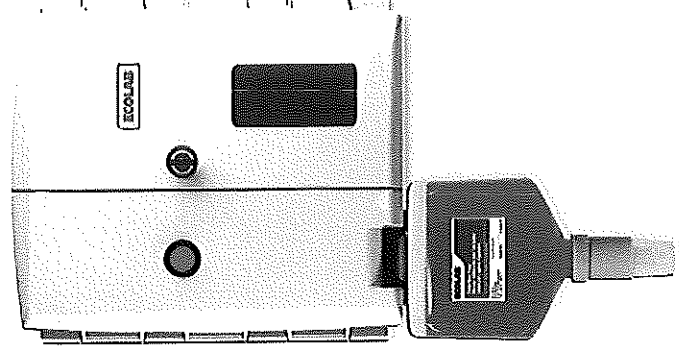
Design Your Own Badges

Upload your company logo to order Nexa Hand Care dispenser badges that promote your business.



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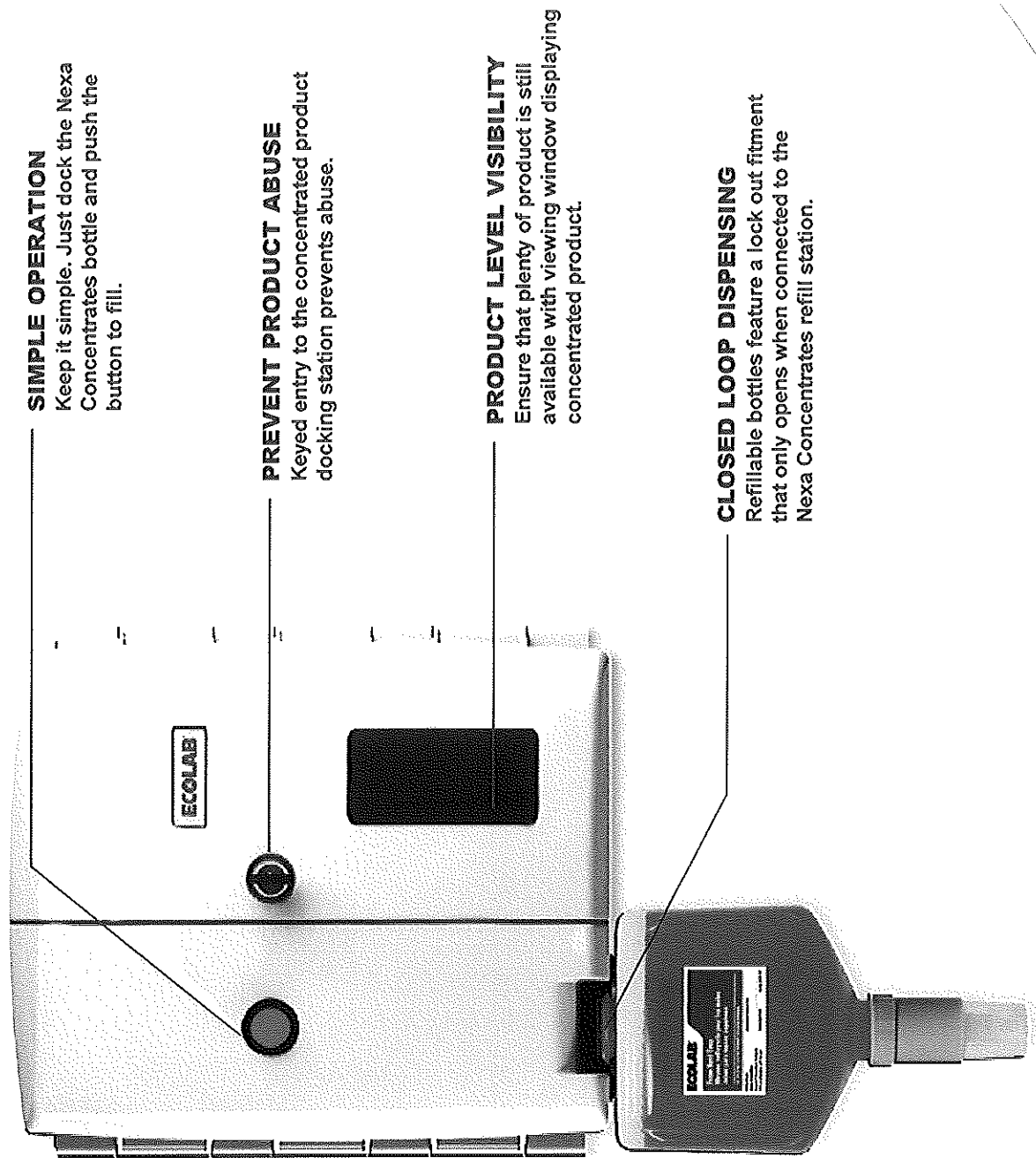
Nexa™ Concentrates



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Introducing Nexa Concentrates



SIMPLE OPERATION

Keep it simple. Just dock the Nexa Concentrates bottle and push the button to fill.

PREVENT PRODUCT ABUSE

Keyed entry to the concentrated product docking station prevents abuse.

PRODUCT LEVEL VISIBILITY

Ensure that plenty of product is still available with viewing window displaying concentrated product.

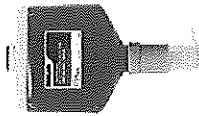
CLOSED LOOP DISPENSING

Refillable bottles feature a lock out fitment that only opens when connected to the Nexa Concentrates refill station.

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The Nexa Concentrates Advantage



BUILT IN SAFETY

Nexa Concentrates' refillable bottles feature a sealed system and in-chemistry preservatives to ensure safe¹ and effective application time-after-time.



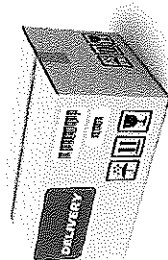
SUSTAINABLE DESIGN

Nexa Concentrates' product packaging is designed to reduce packaging waste by up to 90%².



COST SAVINGS

The concentrated formula means reduced shipping costs and frequency.

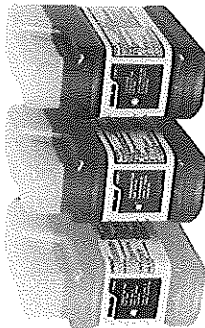


CONVENIENCE

The concentrated formula helps reduce storage space and waste pick-up.

A full line of concentrated hand hygiene products available:

- Antibacterial Foam Hand Soap
- Foam Hand Soap
- Foam Hand Sanitizer



ECOLAB®

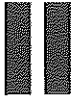
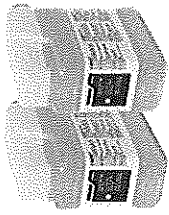
¹ Safe as long as products are used as directed

² Packaging waste calculation based on a 1:10 dilution ratio for Nexa Concentrates compared to standard 750mL packaging.

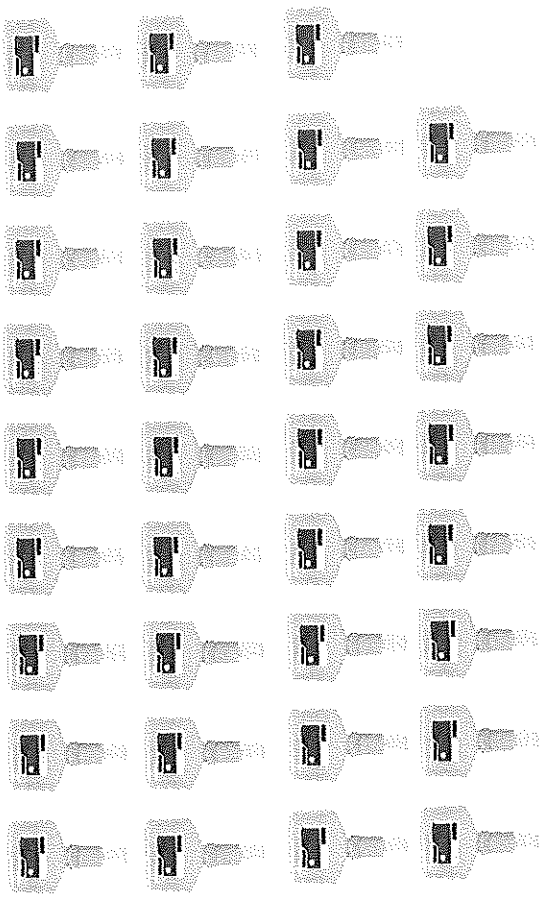
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Nexa Concentrates - Sustainability

2 x 1.3 Liter Bottles
Cosmetic Soap



~35 x 750ml Bottles



*1:10 for Cosmetic Soap and Sanitizer

ADDITIONAL SAVINGS

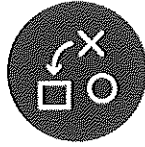
- ▲ 90% Plastic Reduction
- ▲ 75% Cardboard Reduction
- ▲ 90% less weight/freight
- ▲ Almost no product waste

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Touch Point ServiceSM

5-STEP SERVICE PROGRAM AS PART OF HAND CARE OFFERING



CUSTOMIZED PLANNING

- Customized product selection, tailored to your needs
- Consistent implementation across locations
- Advice on product placement in each location
- Expert guidance on product level management
- Ongoing inventory monitoring



FREE INSTALLATION

- Complete installation service managed by Ecolab experts
- Assist locations in following specifications for fire codes and ADA guidelines



EXPERT TRAINING

- Training on proper product and equipment usage and maintenance
- Employee education for proper hand hygiene procedures



CONTINUING AWARENESS

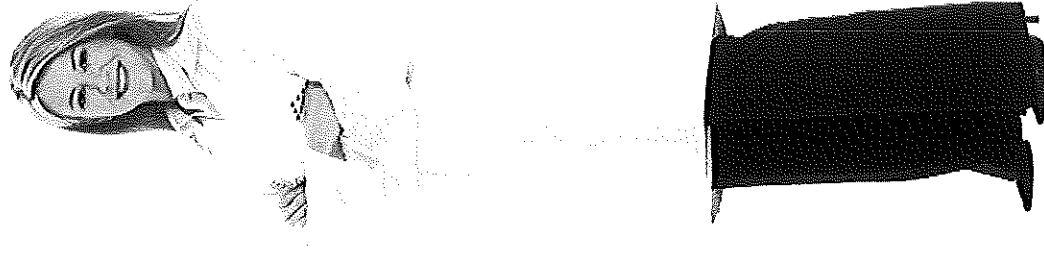
- Campaign materials that help inform and encourage staff to keep hand hygiene top of mind
- Posters and point-of-use materials that engage employees and guests



ONGOING SERVICE

- Regular service visits to evaluate and improve each location's hand hygiene program
- Ongoing consultations to boost results and efficacy

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THANK YOU!

ECOLAB®



Awareness Materials

MIRROR CLINGS

20 seconds of washing can help prevent the spread of germs.	ECOLAB CONFIDENTIALITY
Rinse, lather, scrub, and rinse again.	ECOLAB CONFIDENTIALITY
Stay healthy by washing your hands.	ECOLAB CONFIDENTIALITY

BROCHURES

POSTERS

VIDEO

ECOLAB

CONFIDENTIAL

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Memorandum of Insurance

MEMORANDUM OF INSURANCE					DATE 01-Feb-2016	
<p>This Memorandum is issued as a matter of information only to authorized viewers for their internal use only and confers no rights upon any viewer of this Memorandum. This Memorandum does not amend, extend or alter the coverage described below. This Memorandum may only be copied, printed and distributed within an authorized viewer and may only be used and viewed by an authorized viewer for its internal use. Any other use, duplication or distribution of this Memorandum without the consent of Marsh is prohibited. "Authorized viewer" shall mean an entity or person which is authorized by the insured named herein to access this Memorandum via https://online.marsh.com/marshconnectpublic/marsh2/public/moi?client=894. The information contained herein is as of the date referred to above. Marsh shall be under no obligation to update such information.</p>						
PRODUCER Marsh USA Inc. ("Marsh")			COMPANIES AFFORDING COVERAGE			
INSURED Ecolab Inc., Nalco Company LLC, Nalco Champion 370 North Wabasha Street St. Paul Minnesota 55102 United States			co. A National Union Fire Ins Co of Pittsburgh PA			
			co. B Ins. Co. of the State of Pennsylvania			
			co. C New Hampshire Ins. Co.			
				co. D ACE Property & Casualty Ins Co		
COVERAGES						
<p>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 MEMORANDUM 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</p>						
CO LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE	POLICY EXPIRATION DATE	LIMITS LIMITS IN USD UNLESS OTHERWISE INDICATED	
A A	GENERAL LIABILITY Commercial General Liability Occurrence	GL2039110 GL2039111 (Products)	31-DEC- 2015 31-DEC- 2015	31-DEC- 2016 31-DEC- 2016	GENERAL AGGREGATE PRODUCTS - COMP/OP AGG PERSONAL AND ADV INJURY EACH OCCURRENCE FIRE DAMAGE (ANY ONE FIRE) MED EXP (ANY ONE PERSON)	USD 5,000,000 USD 15,000,000 USD 2,000,000 USD 2,000,000 Prem / USD 5,000,000 Products USD 500,000
A A A	AUTOMOBILE LIABILITY Any Auto	CA9734203 (AOS) CA9734205 (MA) CA9734204 (VA)	31-DEC- 2015 31-DEC- 2015 31-DEC- 2015	31-DEC- 2016 31-DEC- 2016 31-DEC- 2016	COMBINED SINGLE LIMIT BODILY INJURY (PER PERSON) BODILY INJURY (PER ACCIDENT) PROPERTY DAMAGE	USD 5,000,000
D	EXCESS LIABILITY Umbrella Form	XOOG27930426001	31-DEC- 2015	31-DEC- 2016	EACH OCCURRENCE AGGREGATE	USD 10,000,000 USD 10,000,000

	GARAGE LIABILITY				AUTO ONLY (PER ACCIDENT)	
					OTHER THAN AUTO ONLY:	
					EACH ACCIDENT	
					AGGREGATE	
C	WORKERS	WC068022347 (AOS)	31-DEC-	31-DEC-		
C	COMPENSATION /	WC068022348	2015	2016	WORKERS COMP	Statutory
C	EMPLOYERS	(AK,AZ,IL,KY,NC,NH,NJ,PA,UT,VA,VT)	31-DEC-	31-DEC-	LIMITS	
B	LIABILITY	WC068022349 (CA)	2015	2016	EL EACH ACCIDENT	USD 2,000,000
	THE	WC068022352 (MA,WI) (incl Stop	31-DEC-	31-DEC-	EL DISEASE - POLICY	USD 2,000,000
	PROPRIETOR /	Gap ND,WA,WY)	2015	2016	LIMIT	
	PARTNERS /		31-DEC-	31-DEC-	EL DISEASE - EACH	USD 2,000,000
	EXECUTIVE		2015	2016	EMPLOYEE	
	OFFICERS					
	ARE Included					
A	Excess Workers' Compensation	XWC1103529 (OH)	31-DEC- 2015	31-DEC- 2016	WC Statutory Limits;	EL 1M/1M Excess of 1M SIR
C	Workers Compensation	WC068022350 (FL)	31-DEC- 2015	31-DEC- 2016	See Above	
C	Workers Compensation	WC068022351 (ME)	31-DEC- 2015	31-DEC- 2016	See Above	
The Memorandum of Insurance serves solely to list insurance policies, limits and dates of coverage. Any modifications hereto are not authorized.						

MEMORANDUM OF INSURANCE		DATE
01-Feb-2016		
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PRODUCER Marsh USA Inc. ("Marsh")	INSURED Ecolab Inc., Nalco Company LLC, Nalco Champion 370 North Wabasha Street St. Paul Minnesota 55102 United States	
ADDITIONAL INFORMATION Any person or organization is included as additional insured on the auto liability, general liability and umbrella liability policies, where required by written contract executed prior to loss. Refer to the sections below for the applicable additional insured, waiver of subrogation, notice of cancellation and other endorsements that may apply, where required by contract. All endorsements are issued on a blanket basis without having to specifically name individual customers or others on an endorsement.		
<p>****</p> <p>Named Insured: coverage under the policies shown above apply to Ecolab Inc., its subsidiaries, and business units including but not limited to the following:</p>		

Ecolab Inc.
370 Wabasha St. N.
St. Paul, MN 55103

Ecovation, Inc
Food Safety Specialists, Inc
GCS Services, Inc.
Pest Elimination
Swisher International

Nalco Company LLC
1601 West Diehl Road
Naperville, IL 60563

Nalco Crossbow Water LLC
Nalco Fab-Tech LLC
Nalco One Source LLC
Nalco Industrial Outsourcing
Quantum Technical Services, LLC
Res-Kem LLC
Res-Kem General Water LLC
Nalco Cal Water LLC

Nalco Champion
7705 Highway 90-A
Sugar Land, TX 77478

Champion Technologies, Inc.
Corsicana Technologies, Inc. (Corsitech)
Fresno Energy, LLC
Permian Mud Service, Inc.
Texian Development, Inc.
Tiorco, LLC
Ultra Fab

Additional Insured: Where required by written contract executed prior to loss, the certificate holder and any person or organization are included as additional insured on the auto liability, general liability and umbrella liability policies. The following endorsements are attached to the policies shown above:

General Liability (Premises) and General Liability (Products/Completed Operations)
Additional Insured-Where Required Under Contract or Agreement 61712 (Premises); 94954 (Products)
Additional Insured-Vendors CG2015
Additional Insured-Primary Insurance 74434 (Premises); 94955 (Products)

General Liability (Premises)
Additional Insured-State of Governmental Agency or Subdivision or Political Subdivision-Permits or Authorizations CG2012
Additional Insured-Lessor of Leased Equipment CG2028
Additional Insured-Owners, Lessees or Contractors-Automatic Status When Requirement in Construction Agreement with You CG2033

General Liability (Products/Completed Operations)

Additional Insured-Owners, Lessees or Contractors-Completed Operations CG2037

Automobile Liability

Additional Insured-Where Required Under Contract or Agreement 87950

Lessor-Additional Insured and Loss Payee CA2001

Insurance Primary as to Certain Additional Insureds 74445

Waiver of Subrogation: Where required by written contract executed prior to loss, waiver of subrogation is granted on the auto liability, general liability, workers' compensation and umbrella liability policies. The following endorsements are attached to the policies shown above:

General Liability (Premises) and General Liability (Products/Completed Operations): Waiver of Transfer of Rights of Recovery Against Others to Us CG2404

Automobile Liability: Waiver of Transfer of Rights of Recovery Against Others to Us 62897

Workers' Compensation & Employers Liability: Waiver of Our Right to Recover from Others WC000313

Notice of Cancellation: The following endorsements are attached to the policies shown above:

General Liability (Premises), General Liability (Products/Completed Operations) and Automobile Liability: Limited Advice of Cancellation to Scheduled Entities 108538

Workers' Compensation & Employers Liability: Limited Advice of Cancellation Provided Via Email to Entities Other Than the Named Insured WC990056

Pesticide or Herbicide Applicator Coverage CG2264 is attached to the general liability (premises) liability policy shown above

Blended Pollution Named Peril & Time Element is attached to the general liability (premises) policy shown above

Waiver of Governmental Immunity Endorsement CG2414 is attached to the general liability (premises) policy shown above

Alternate Employer Endorsement WC000301, WC000301A are attached to the workers' compensation policies shown above

Longshore and Harbor Workers' Compensation Act Coverage Endorsement WC000106A is attached to the workers' compensation policies shown above

Umbrella SIR of \$1M is applicable only to General or Products Liability first loss after primary limits are exhausted.

Maritime Coverage Endorsement WC000201B (Jones Act) is attached to the workers' compensation policies shown above. Outer Continental Shelf Lands Act Coverage Endorsement WC000109C is attached to the workers' compensation policies shown above.

The insurance evidenced herein and in the referenced policies is not intended to provide coverage beyond that required by written contract, beyond the Named Insured's indemnification obligations or at law.

The Memorandum of Insurance serves solely to list insurance policies, limits and dates of coverage. Any modifications hereto are not authorized.

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Ecolab Standard Indemnification Coverage

With regard to third party claims, Ecolab will defend, indemnify and hold Customer harmless from and against any liability, including reasonable attorneys' fees and court costs, relating to bodily injury, death or property damage, but only to the proportionate extent that such injury, death or property damage is caused by (i) Ecolab's breach of its warranties or (ii) Ecolab's (or its employees' or agents') negligent or intentionally wrongful acts or omissions. Customer must give Ecolab prompt written notice of any claim for which Customer intends to seek recovery from Ecolab under this Agreement. If Ecolab accepts tender for indemnity hereunder, Customer may not settle, defend or litigate any claim for which Customer seeks or will seek indemnification from Ecolab without the prior written consent of Ecolab, and Ecolab will not be liable for any settlement or claim established against, or cost or expense incurred by, Customer without that prior written consent.

[Faint, illegible text, likely a signature or stamp]