**Questions – RFP 119 General Housekeeping, Healthcare, & Raw Materials**

Q1 - It appears that the majority of these products are being made from raws currently, but the language in your bid appears to say that your team is open to considering buying concentrated totes and breaking it down with water to get to your final product. Is that correct?

A1 – Yes, that is correct, that is what we do currently.

Q2 – Will the paper products be on a later bid?

A2 – Not at this time, there are no plans to bid these items out.

Q3 - You currently buy in concentrated totes and dilute with water? Or you currently buy raws and make your chemicals from scratch?

A3 – We use both processes.

Q4 – Would it be alright if we submitted our concentrate tote pricing for all your products so you could see the cost savings?

A4 - Your pricing submission should include only the products/equivalent items on this bid.

Q5 - On the excel File AHL Bid Info please explain the difference between purchased and manufactured.

A5 - ​Purchased means it is a pass thru item, manufactured means we manufacture it.

Q6 - When I look the manufactured items there seems to be a cost for a packaging size. For example, GH31675 is for a Hydrogen Peroxide product that you manufacture. Brulin could bid a blendable chemical with water at a gallon price for the chemical, but if it is packaged and shows a list price how do I know your labor and packaging cost to see if my chemical price is good?

A6 – IPI will send a file with recipes.

Q7 - Will your team continue to make the products that 12 months of sales of 0, 1, or 2 cases? For instance, the all purpose cleaner below has 1 case sold in the last 12 months: GH30550-CS

A7 - Annual usage will be one of several factors taken into consideration when determining whether we'll move forward with a new product as a pass-through or as some sort of value-add mixing /

Q8 - Can you please provide the bid tabulation (a complete recap.) from the previous bid indicating the award pricing per item and winning vendor?

A8 – A copy of the previous bid is not available, the current pricing and vendor are on the current bid tabulation.

Q9 – How many delivery locations are there?

A9 – One – Anamosa, IA

Q10 - Regarding the Nitrile and Vinyl gloves, how often are orders placed, and how many cases are generally ordered at one time?

A10 - Nitrile and vinyl gloves will be a new offering for IPI, so that this time, we are unable to provide that information. We do expect to order in pallet quantities.

Q11 – What is the current purchase price of vinyl & nitrile gloves

A11 – Current pricing varies as they are not on contract and are only purchased in smaller quantities on an as needed basis.

A12 - In regards to RFP Products HC40830, HC40860 and HC40881: We sell comparable products which would require different dispensers. We would provide the initial dispensers at no charge. Would each facility be able to install the new dispensers or would we have to?

A12 - It depends on the facility; some install their own but some we have historically installed. If we were to switch dispensers entirely, most of our customers would expect to have the new ones installed.