



Agenda Item Details

Meeting	Feb 27, 2023 - Regular Meeting
Category	7. Consent Agenda
Subject	7.17 Renewal with Price Increase of ITB 18-07 Custodial Equipment and Repair Services-District Wide, presented by Vince Windham, Program Director, Purchasing, and recommended by the Superintendent for approval.
Access	Public
Type	Action (Consent)
Preferred Date	Feb 27, 2023
Absolute Date	Feb 27, 2023
Fiscal Impact	Yes
Budgeted	Yes
Budget Source	General Funds, Project 2011 Custodial Services
Recommended Action	Motion to approve the renewal with price increase of ITB 18-07 Custodial Equipment and Repair Services-District Wide, effective April 10, 2023, through April 9, 2024.

Public Content

Request approval to renew ITB 18-07 Custodial Equipment and Repair Services-District Wide. In addition, both vendors, PR Chemical & Paper Supply and Supreme Paper Supply have requested a price increase. A price increase is allowable based on contract terms and is due to price increases by manufacturers. The contract is used on an as needed basis, based on fixed pricing, and will be paid from General Funds, Project 2011 Custodial Services. The contract is effective April 10, 2023, through April 9, 2024 and copies of the renewal/price increase documents are attached.

For additional information, please contact Dr. Bill Smith, Program Director, Custodial Services, at (850) 689-7890.

[RENEWAL DOCUMENTS-PR CHEMICAL.pdf \(1,178 KB\)](#)

[RENEWAL DOCUMENTS-SUPREME PAPER.pdf \(541 KB\)](#)

Administrative Content

Our adopted rules of Parliamentary Procedure, Robert's Rules, provide for a consent agenda listing several items for approval of the Board by a single motion. Documentation concerning these items have been provided to all Board members and the public in advance to assure an extensive and thorough review. Items may be removed from the consent agenda at the request of any board member.

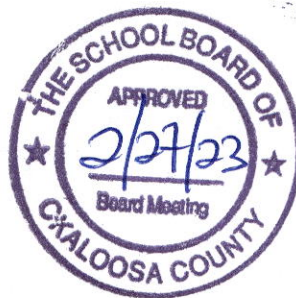
Motion & Voting

Motion to approve the Consent Agenda as amended and all of the Consent Agenda items as recommended by the Superintendent.

Motion by Linda Evanchyk, second by Tim Bryant.

Final Resolution: Motion Carries

Yes: Tim Bryant, Linda Evanchyk, Diane Kelley, Lamar White



Revised 2-8-23

Item #	Item Description	Est. Quantities Per Year	PR Chemical & Paper Supply	Supreme Paper Supplies
	SIGNED BID / SIGNED ADDENDUMS		Yes / Yes	Yes / Yes
GROUP 1	Automatic Walk Behind Scrubber 19/20 Gallon Commercial Floor Machine, brush included. Approved Model: IPC Eagle CT70 BT60 24" Traction Drive (no substitutes) * Trojan and/or Powertron (Brand Name) Batteries	5 ea	Non-Responsive	-\$5,369.10 x 5 ea = \$26,845.50 \$6,711.38
2	28" Automatic Walk Behind Traction Drive Scrubber 24/25 Gallon Commercial Floor Machine, brush included. Approved Model: IPC Eagle CT90 BT70 (no substitutes) * Trojan and/or Powertron (Brand Name) Batteries	5 ea	Non-Responsive	-\$6,111.84 x 5 ea = \$30,559.20 \$7,639.80
3	Automatic Rider Scrubber 19/20 Gallon Commercial Floor Machine, brush included Approved Models: IPC Eagle CT70 Rider (no substitutes) * Trojan and/or Powertron (Brand Name) Batteries	2 ea	Non-Responsive	-\$7,610.40 x 2 ea = \$15,220.80 \$9,513.00
4	Automatic Rider Scrubber 29/32 Gallon Commercial Floor Machine, brush included Approved Models: IPC Eagle CT110 BT70 (no substitutes) * Trojan and/or Powertron (Brand Name) Batteries	6 ea	Non-Responsive	-\$9,999.88 x 6 ea = \$59,999.28 \$12,499.85
5	32" Battery Powered Vacuum Sweeper, Commercial Floor Machine. Approved Models: IPC Eagle SmartVac 664. (no substitutes) * Trojan and/or Powertron (Brand Name) Batteries	2 ea	Non-Responsive	-\$2,120.00 x 2 ea = \$4,240.00 \$2,650.00
6	21" Burnisher Propane Commercial Floor Machine. Approved Models: IPC Eagle PB21 (no substitutes)	5 ea	Non-Responsive	-\$2,974.20 x 5 ea = \$14,871.00 \$3,717.75
7	Small Walk Behind Automatic Scrubber Commercial Floor Machine, brush included. Approved Models: IPC Eagle CT15B (no substitutes)	5 ea	Non-Responsive	-\$2,174.60 x 5 ea = \$10,873.00 \$2,718.25
8	20" Burnisher Electric Commercial Floor Machine, pad holder included. Approved Models: IPC Eagle B1500 (no substitutes)	5 ea	Non-Responsive	-\$957.00 x 5 ea = \$4,785.00 \$1,196.25
9	20" Burnisher Heavy-duty 1.5 HP Motor dual capacitor, 175 RPM. Approved Models: IPC Eagle FM20 (no substitutes)	5 ea	Non-Responsive	-\$797.00 x 5 ea = \$3,985.00 \$996.25
10	Carpet Extractor Commercial Floor Machine. Approved Model: IPC Eagle SC7 17" (no substitutes)	5 ea	Non-Responsive	-\$2,078.00 x 5 ea = \$10,390.00 \$2,597.50
11	Carpet Spotters Commercial Grade. Approved Models: IPC Eagle BX2 Fastrack Extractor (no substitutes)	6 ea	Non-Responsive	-\$546.00 x 6 ea = \$3,276.00 \$682.50
12	Automatic Scrubber 10/13 20" Brush & Traction Drive. Approved Model: IPC Eagle CT40 (no substitutes)	5 ea	Non-Responsive	CT 40850-OBC 20" Brush \$3,627.00 \$4,533.75 CT 40850T50-OBC 20" Traction Drive \$4,274.68 \$5,339.60
13	Canister Vacuum. Approved Model: IPC Eagle LP (no substitutes)	15 ea	Non-Responsive	-\$230.66 x 15 ea = \$3,459.90 \$288.33
14	IPC Eagle Backpack Vac 6 qt. (no substitutes)	4 ea	Non-Responsive	-\$287.70 x 4 ea = \$1,150.80 \$359.63

Item #	Item Description	Est. Quantities Per Year	PR Chemical & Paper Supply	Supreme Paper Supplies
15	IPC Eagle Backpack Vac 10 qt. (no substitutes)	4 ea	Non-Responsive	-\$294.56 x 4 ea = \$1,178.24 \$368.20
Group 2 16	Carpet Extractor Commercial Floor Machine. Approved Model: Tornado Marathon 1200 98168 (no substitutes)	5 ea	-\$2,034.47 x 5 ea = \$10,172.35 -\$2,510.54 ea = \$2,558.94 ea \$2,684.94 ea	No Bid
17	Carpet Extractor Commercial Floor Machine. Approved Models: Tornado Marathon 2000 98190 (no substitutes)	5 ea	\$3,963.10 x 5 ea = \$19,815.50 \$4,170.36 ea \$4,490.68 -\$5,207.10 ea \$5,456.65 ea	No Bid
18	Wet/Dry Vacs with front squeegee. Approved Models: Tornado Task Force 20 Trot-Mop 94236 (no substitutes)	5 ea	\$456.77 x 5 ea = \$2,283.85 \$566.21 ea = \$622.02 ea	No Bid
19	Commercial Upright Vacuum 14" inch Approved Model: Tornado Upright TOR-98147 (no substitutes)	10 ea	\$253.55 x 10 ea = \$2,535.50 \$270.06 ea = \$318.37 ea \$334.04 ea	No Bid
20	Canister Vacuum. Approved Model: Tornado TV 2 SS (no substitutes)	5 ea	\$215.03 x 5 ea = \$1,075.15	No Bid
21	Pac-Vac 6 Aircomfort Backpack Vacuum Approved Model: Tornado Pac Vac 6 Air Comfort 93012 (no substitutes)	5 ea	\$215.03 x 5 ea = \$1,075.15 \$285.15 ea \$303.04 ea = \$348.50 ea \$365.69 ea	No Bid
22	Pac-Vac 10 Aircomfort Backpack Vacuum Approved Model: Tornado Pac Vac 10 Air Comfort 93014 (no substitutes)	5 ea	\$240.47 x 5 ea = \$1,202.35 \$302.49 ea \$322.39 ea = \$370.75 ea	No Bid
23	Commercial Grade Fan/Air Mover. Approved Models: Tornado Windshear Storm Deluxe Daisy Chain Capable Mode #98780 (no substitutes)	10 ea	\$185.00 x 10 ea = \$1,850.00 \$226.04 ea = \$262.25 ea \$275.36 ea	No Bid
24	Commercial Grade Fans/Air Movers Approved Models: Tornado Windshear 3000 TOR-98772 (no substitutes) Tornado Windshear 3200 (replacement for above item that was discontinued 5-28-19)	5 ea	\$133.60 x 5 ea = \$668.00 \$207.25 ea = \$260.04 ea	No Bid
25	Cylindrical Brush Scrubber, Commercial Floor Machine. Approved Model: Tornado BR 13/1 MW (no substitutes)	10 ea	\$1,521.31 x 10 ea = \$15,213.10 \$1,675.59 ea = \$1,747.60 ea	No Bid
Group 3 26	20" Automatic Walk Behind Scrubber 10/13 Gallon Commercial Floor Machine, brush included. Approved Model: SSS Panther 20B (or equal) * Trojan (Brand Name) Batteries	5 ea	\$3,110.04 x 5 ea = \$15,550.20 Triple S / Panther 20B1 \$3,514.35 = \$3,999.46 ea \$4,519.39 ea	\$2,987.52 x 5 ea = \$14,937.60 Betco E2993700
27	28" Auto Scrubber, Solution/Recovery Capacity 17-gallon. Approved Model: SSS Panther 28T 86005 (or equal) * Trojan (Brand Name) Batteries replacement: 86066-SSS Panther 26T1 (3-16-21)	5 ea	discontinued item 3/2021 \$5,529.57 x 5 ea = \$27,647.85 \$5,519.86 = \$6,237.06 ea \$6,778.60 ea	-\$5,220.00 x 5 ea = \$26,100.00 IPC Eagle CT70BT70 \$6,525.00
28	Carpet Extractor Commercial Floor Machine. Approved Model: SSS Bebeat-10-86025 (or equal) SSS Thundercat (Replacement for above item that was discontinued 5-7-2019)	5 ea	\$1,251.00 x 5 ea = \$6,255.00 \$1,427.38 x 5 ea = \$7,136.90 \$1,609.53 = \$1,763.16 ea \$2,062.90 ea	No Bid
29	20" Floor Machine, 175 rpm, pad holder included. Approved Model: SSS 20" Cougar (or equal)	5 ea	\$572.06 x 5 ea = \$2,860.30 \$657.87 ea = \$759.04 ea \$910.85 ea	\$495.00 x 5 ea = \$2,475.00 Edic ED-20LS3-BK-EA

Item #	Item Description	Est. Quantities Per Year	PR Chemical & Paper Supply	Supreme Paper Supplies
30	20" Burnisher 1500 RPM with flexible pad driver - 55" cord/safety orange. Approved Model: SSS Cheetah 1500 UHS, (or equal)	5 ea	\$749.06 x 5 ea = \$3,745.30 Alternate: Tornado BruteForce 1600 Glazer \$719.80 x 5 ea = \$3,599.00 \$883.89 ea - \$1,023.25 ea \$1,195.41 ea	\$736.40 x 5 ea = \$3,682.00 Betco E8301500
31	Wet/Dry Vacs - versatile, easy-to-use machine with foot pedal for front mount squeegee release for ease of use. Approved Model: SSS Black Cat 18 FMS 86040 (or equal)	5 ea	\$539.15 x 5 ea = \$2,695.75 \$603.43 ea - \$694.20 ea \$811.26 ea	\$695.40 x 5 ea = \$3,477.00 IPC Eagle 415P-T80184 \$869.25
32	Carpet Spotters Commercial Grade. Approved Models: SSS Wildcat Carpet Spotter 86030 (or equal)	6 ea	\$371.24 x 5 ea = \$2,227.44 (this item discontinued - no replacement item available) 5-7-2019	\$566.40 x 5 ea = \$3,398.40 Betco E8550900
33	21" Burnisher Propane Commercial Floor Machine. Approved Model: Aztec Answer 21" (or equal)	5 ea	\$2,750.00 x 5 ea = \$13,750.00 \$3080.00 ea \$3,182.00 ea - \$3,752.87 ea \$3,893.40 ea	No Bid
34	24" Propane Power Floor Finish Stripper Commercial Floor Machine. Approved Model: Aztec 24" Sidewinder (or equal)	2 ea	\$5,441.83 x 2 ea = \$10,883.66 \$5,659.50 ea \$5,798.00 ea - \$7,132.71 ea	No Bid
35	30" Propane Power Floor Finish Stripper Commercial Floor Machine. Approved Model: Aztec 30" Sidewinder (or equal)	2 ea	\$5,900.00 x 2 ea = \$11,800.00 \$6,195.00 ea \$6,308.00 ea - \$7,045.05 ea	No Bid
36	20" 1.5 hp. Classic Metal Dual Speed Floor Machine, pad holder included. Approved Model: Powerlite C202 (or equal)	5 ea	\$731.60 x 5 ea = \$3,658.00 \$799.44 ea \$835.54 ea	\$746.90 x 5 ea = \$3,734.50 Betco E830100
37	SuperCoach Backpack Vac 6 qt.: (or equal)	4 ea	\$652.33 x 4 ea = \$2,609.32 ProTeam C202	\$387.90 x 4 ea = \$1,551.60 proteam 107310
38	SuperCoach Backpack Vac 10 qt.: (or equal)	4 ea	\$663.78 x 4 ea = \$2,655.12	\$399.70 x 4 ea = \$1,598.80 proteam 107303
Group 4 39	Side Brush for BR 13/1 MW	10 ea	\$56.23 x 10 ea = \$562.30 \$58.67 ea	No Bid
40	Hoover Type A Vac Bags for Hoover Upright	100 ea	\$1.15 x 100 ea = \$115.00 *GreenKlean # GK-HOVA \$2.93 ea	\$.59 ea x 100 ea = \$59.00 \$1.77 pk *GreenKlean 3/pk
41	Green Klean Vac Bags GK-300BP - Bags for 6qt. back pack	300 ea	\$0.81 x 300 ea = \$243.00 \$7.72 ea	\$.564 ea x 300 ea = \$169.20 10/pk
42	Green Klean Vac Bags GK-1000BP - Bags for 10qt back pack	300 ea	\$1.07 x 300 ea = \$321.00 \$10.36 ea	\$.753 ea x 300 ea = \$225.90 10/pk
43	Reusable Cloth Bag CM-Cloth - Bags for Tornado Upright obsolete - no longer available 2-19-19	20 ea	\$12.49 x 20 ea = \$249.80	No Bid
44	Reusable Bag # 90014 Bags for Tornado Canister Vac	10 ea	\$22.84 x 10 ea = \$228.40 Reusable Bag #90035 for TV2SS \$22.84 x 10 = \$228.40	No Bid

Item #	Item Description	Est. Quantities Per Year	PR Chemical & Paper Supply	Supreme Paper Supplies
45	AZT-070-27-LRD Aztec The Low Rider High Speed Propane Burnisher 27" w/Dust (Addition to the Bid 4-29-2019)		\$3,845.00 — \$4,037.25 ea	
46	Stealth ASO20BT Scrubber (added)	3/16/21		\$5,395.00
<u>Group 5</u>	Preventative Maintenance Labor Rate for Annual Services on Equipment - Hourly Rate		\$60.00	\$45.00
	Maintenance Labor Rate for Repairs to Broken Equipment		\$60.00	\$45.00
	Warranty		Enclosed with Bid	Manufactures warranties enclosed IPC Eagle, Betco, Proteam, Edic
	Years in Business		38 Years, 3 Months	32 Years
	References		GCA Services, Brevard Achievement, Okaloosa County School	Escambia County Schools, University of West Florida, GCA Services
	Bidder's Statement of Principal Place of Business:		Florida	Florida

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

SUPERINTENDENT OF SCHOOLS
MARCUS D. CHAMBERS

ATTORNEY TO THE BOARD
C. JEFFREY McINNIS, ESQ.

PGM. DIRECTOR - PURCHASING
VINCE WINDHAM, CPPB



BOARD MEMBERS
TIM BRYANT
MARTI GARDNER
LINDA EVANCHYK
DIANE KELLEY
LAMAR WHITE

January 13, 2023

PR Chemical & Paper Supply
Attn: Shawn Snyder, President
3435 N. Dr. MLK Jr. Drive
Pensacola, FL 32503


Dear Mr. Snyder,

On April 9, 2018, the School Board of Okaloosa County, Florida approved the award of ITB 18-07 Custodial Equipment and Repair Services-District Wide with your organization. The original contract term was for a three (3) year period, April 10, 2018 through April 9, 2021. On February 14, 2022 the School Board approved the second year of renewal of the bid effective April 10, 2022 through April 9, 2023.

Bid terms state that the contract term of this bid, upon mutual agreement of the parties, may be extended for an additional term(s) or for additional quantities (all original terms and conditions will remain in effect). We would like to request that this bid be extended for another one (1) year period April 10, 2023 through April 9, 2024.


Please check one of the responses below indicating your decision regarding this request. Please sign and return this letter, along with a completed copy of the enclosed Federal Debarment Certification and Scrutinized Company Certification to my attention no later than Tuesday, January 24, 2023. Feel free to fax your response to (850) 833-6327, or email to Dahnkei@okaloosashools.com.

Thank you for your consideration. We look forward to doing business with you for another year.


Vince Windham, CPPB
Program Director-Purchasing

I agree to renew the contract adhering to the original terms and conditions, including pricing for an additional one (1) year period April 10, 2023 through April 9, 2024.

I decline to renew the contract for an additional one (1) year period.

Signature*:  Title: General Manager
Print Name: Amy Sapp Date: 1/18/2023

*Note: Must be signed by an officer or employee having the authority to bind the company or firm.

PURCHASING DEPARTMENT - ADMINISTRATIVE COMPLEX - 120 LOWERY PLACE S.E.
FORT WALTON BEACH, FLORIDA 32548
TELEPHONE (850) 833-7668 FAX (850) 833-6327

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

SUPERINTENDENT OF SCHOOLS
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DIANE KELLEY
LAMAR WHITE

2/8/23

PR Chemical & Paper Supply
Attn: Shawn Snyder, President
3435 N. Dr. MLK Jr. Drive
Pensacola, FL 32503

Dear Mr. Snyder:

We have received the letter and documentation, (email on February 3, 2023) regarding a price increase request for the equipment/supplies mentioned below. Per the terms and conditions of the ITB 18-07 Custodial Equipment and Repair Services-District Wide, the Purchasing Department will accept the following price increases and amounts as listed below:

Line No. 16 / Item # 98168 Tornado Marathon 1200
Current Price \$2,558.94 Each / Increase - Price \$2,684.94 Each

Line No. 17 / Item # 98190 Tornado Marathon 2000
Current Price \$5,207.10 Each / Increase - Price \$5,456.65 Each

Line No. 19 / Item # 98147 Tornado CK 14/1 Upright Vacuum
Current Price \$318.37 Each / Increase - Price \$334.04 Each

Line No. 21 / Item # 93012 Tornado Pac-Vac 6 Backpack Vacuum
Current Price \$348.50 Each / Increase - Price \$365.69 Each

Line No. 23 / Item # 98780 Tornado Windshear Storm Deluxe
Current Price \$262.25 Each / Increase - Price \$275.36 Each

Line No. 26 / Item # 86006 SSS Panther 20B1 Auto Scrubber
Current Price \$3,999.46 Each / Increase - Price \$4,519.39 Each

Line No. 27 / Item # 86066 SSS Panther 26T1 Auto Scrubber
Current Price \$6,237.06 Each / Increase - Price \$6,778.60 Each

Line No. 28 / Item # 86065 SSS Thundercat SC Carpet Extractor
Current Price \$1,763.16 Each / Increase - Price \$2,062.90 Each

Line No. 29 / Item # 86011 SSS Cougar 20" Floor Machine
Current Price \$759.04 Each / Increase - Price \$910.85 Each

Line No. 30 / Item # 86012 SSS Cheetah RPM Burnisher
Current Price \$1,023.25 Each / Increase - Price \$1,195.41 Each

PURCHASING DEPARTMENT - ADMINISTRATIVE COMPLEX - 120 LOWERY PLACE S.E.
FORT WALTON BEACH, FLORIDA 32548
TELEPHONE (850) 833-7668 FAX (850) 833-6327

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

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LAMAR WHITE

Line No. 31 / Item # 86040 SSS Blackcat 18 FMS Wet/Dry Vac
Current Price \$694.20 Each / Increase = Price \$811.26 Each

Line No. 33 / Item # 070-21-LRD 21" Low Rider
Current Price \$3,752.87 Each / Increase = Price \$3,893.40 Each

Line No. 36 / Item # C202 Powerlite C202
Current Price \$799.44 Each / Increase = Price \$835.54 Each

Line No. 45 / Item # 070-27-LRD Aztec 27" Low Rider
Current Price \$3,845.00 Each / Increase = Price \$4,037.25 Each

If you agree to the allowable price increases listed above please sign and date this letter below and email it back to me no later than Thursday, February 9, 2023. The Purchasing Department will take this before the School Board for approval on February 27, 2023. If approved, price increases will take effect for the items mentioned above on February 28, 2023.

If you have any questions, please contact the Purchasing Department at 850-833-7668.

Sincerely,

Handwritten signature of Irene Dahnke in cursive.

Irene Dahnke, FCCM
Buyer-Purchasing Dept.
Dahnkei@okaloosaschools.com

Shawn Snyder
President - PR Chemical & Paper Supply

Handwritten signature of Amy SAPP in cursive.
or Authorized Signature Printed Name

Date: 02-8-23

THE SCHOOL BOARD COUNTY OF OKALOOSA, FLORIDA

C/O PURCHASING DEPARTMENT

FT WALTON BEACH, FLORIDA 32503

Bid #ITB 18-07

February 3, 2023

Due to several price increases, increase cost in freight, and the cost of materials exponentially rising, we are sending a price increase letter for approval. The items detailed in this letter are have price increases from our manufacturers for Bid ITB 18-07.

ATTENTION: Aztec, Tornado, Powr-Flite, SSS, Green Klean, and ProTeam have implemented a cost increase. Aztec is effective January 1, 2023, Tornado and Powr-Flite are both effective August 1, 2022, SSS is effective January 24, 2023 and March 1, 2023, Green Klean is effective February 15, 2022, ProTeam had two increases. The first increase was July 1, 2022 and the second and current took place November 1, 2022. The select items below on Bid ITB 18-07 have been impacted below:

OKALOOSA SCHOOL BID:					
BID LINE #	ITEM CODE	ITEM DESCRIPTION	CURRENT BID	BID \$\$	% DIFFERENCE
16	98168	TORNADO MARATHON 1200	\$2,558.94	\$2,684.94	5%
17	98190	TORNADO MARATHON 2000	5207.1	\$5,456.65	5%
18	94236	TORNADO TASK FORCE 20 TROT MOP	\$622.02	NO CHANGE	0%
19	98147	TORNADO CK 14/1 UPRIGHT VACUUM	\$318.37	\$334.04	5%
20	93282	TORNADO TV2 SS CANISTER VACUUM	\$215.03	NO CHANGE	0%
21	93012	TORNADO PAC-VAC 6 BACKPACK VACUUM	\$348.50	\$365.69	5%

22	93014	TORNADO PAC-VAC 10 BACKPACK VACUUM	\$370.75	NO CHANGE	0%
23	98780	TORNADO WINDSHEAR STORM DELUXE	\$262.25	\$275.99	5%
24	98774	TORNADO WINDSHEAR 3200	\$260.04	NO CHANGE	0%
25	99410	TORNADO BR 13/1 MW	\$1,747.60	NO CHANGE	0%
26	86006	SSS PANTHER 20B1 AUTO SCRUBBER	\$3,999.46	\$4,531.32	13%
27	86066	SSS PANTHER 26T1 AUTO SCRUBBER	\$6,237.06	\$6,778.60	9%
28	86065	SSS THUNDERCA T 10 EXTRACTOR	\$1,763.16	\$2,070.07	17%
29	86011	SSS COUGAR 20" FLOOR MACHINE	\$759.04	\$911.15	20%
30	86012	SSS CHEETAH 1500 RPM BURNISHER	\$1,023.25	\$1,195.41	17%
31	86040	SSS BLACKCAT 18 FMS WET/DRY VAC	\$694.20	\$811.26	17%
32	DISCONTINUED FROM MANUFACTURE-NO REPLACEMENT AVAILABLE				
33	070-21-LRD	AZTEC 21" LOW RIDER	\$3,752.87	\$3,893.40	4%
34	01024-603	AZTEC 24" SIDEWINDER	\$7,132.71	NO CHANGE	0%
35	010-603	AZTEC 30" SIDEWINDER	\$7,045.05	NO CHANGE	0%

36	C202	POWERFLITE C202	\$799.44	\$835.54	5%
37	107310	PROTEAM SUPERCOAC H PRO6	\$652.33	NO CHANGE	0%
38	107303	PROTEAM SUPERCOAC H PRO10	\$663.78	NO CHANGE	0%
39	33858	TORNADO SIDE BRUSH BR 13/1 MW	\$58.67	NO CHANGE	0%
40	GK-HOVA	GREEN KLEAN : GK- HOVA	\$2.93	NO CHANGE	0%
41	GK-300BP	GREEN KLEAN : GK- 300BP	\$7.72	NO CHANGE	0%
42	GK-1000BP	GREEN KLEAN : GK- 1000BP	\$10.36	NO CHANGE	0%
44	90035	#90035 : REUSABLE BAGS TV	\$22.84	NO CHANGE	0%
45	070-27-LRD	Aztec 27" Low Rider	\$3,845.00	\$4,044.71	5%

We thank you for your continued business and support.

Sincerely,

Tyler Gray

Service Department Manager

PR Chemical and Paper Supply



November 17, 2022

Dear Aztec Customer,

Supply chains continue to be a problem across the world. All small engine manufacturers allocations have been extended until at least 2023-10, some even into 2024. This means orders not already in their pipeline will not be processed until 2023 or 2024.

Aztec has a blanket order for this period and will continue to get our monthly engine shipments, but remains unable to increase the quantity of engines we get each month. That said, Kawasaki has done a good job getting Aztec our monthly shipments – apparently much better than some other small engine manufactures.

Inflation is the unfortunate result of the more dollars chasing fewer goods. We see it in the prices of food, gas, steel and aluminum. Aztec continues to see cost increases from our vendors across the board and will have to pass these increases on.

Effective January 1st, 2023, prices for Aztec parts and maintenance equipment will increase by 5%. For now Aztec will absorb cost increases on our Sidewinder stripping equipment and concrete polishing equipment.

As is our custom, Aztec is providing more than one month notice of this price increase to allow our distributors to give notice to their customers and to help our contractors plan their asset needs and allocations.

As the speed of our vendor cost increases decelerates, it is our hope that this increase will be the last for long while.

Aztec very much appreciates being able to serve you as an American-Made, Family-Owned business for the last 27 years and we hope our partnership will last for decades to come.

Thank you for your continued business and understanding.

Happy Holidays Best Regards,

Whit Beverly
President

TACONY COMMERCIAL FLOOR CARE



Power-Flite

June 7, 2022

To our Tacony Partners,

The global supply chain continues to be disrupted by ongoing container shortages, and rising costs caused by fuel and inflation. As shared in our recent Tacony Leaders Live event, we have developed multiple internal improvements to minimize the impact to our prices. However, inflation continues to be a challenge to offset, and we are forced to implement a price increase

The price increase varies by product but will average the following effective Monday, August 1, 2022:

- Commercial Floor Care: 6%

We will continue to monitor and communicate the impact of these challenges. Tacony's freight expenses have more than doubled over this past year and the trend is expected to continue for the foreseeable future. As always, we work hard to ensure we can continue to offer the best value for you our customers and partners.

On behalf of everyone at Tacony, we thank you for your continued partnership and loyalty and look forward to our continued and future success together.

If you have any questions or concerns, please feel free to contact your sales representative at 1.800.4.TACONY or email directly.

Thank You,

A handwritten signature in black ink, appearing to read 'Ryan'.

Ryan Wesselschmidt
Sr. VP - Sales & Marketing
Tacony Corporation



TRIPLE S

Standardized Sanitation Systems, Inc.

98 Spit Brook Road • Nashua, NH 03062 • (978) 667-7900 (800) 323-2251

FAX (978) 667-9360 www.triple-s.com

January 24, 2023

To Whom It May Concern,

Triple S continues to experience significant cost pressures on several fronts including but not limited to transportation (Inbound, Inter-Company, Outbound), International container shipments, raw materials as well as labor cost.

As such, *please be advised of the increases shown below –*

Nilfisk, Inc.

- prices will increase ranging from 2.5-20%, averaging 8.2%. No price change on the Panther 15B (86008).

Increases by product category:

- Vacuums & Accessories, 2.5%
- UHS Burnishers, Orbital Scrubbers, and Carpet Equipment, 10%
- 17" Scrubbers, 12-12.5%
- 20" Scrubbers, 5-7%
- 26" Scrubbers, 2.5%
- 17" & 20" Floor Machines, and Air Mover, 19.5-20%

We appreciate your support and patience during these unprecedented supply chain challenges.

We appreciate your taking the time to review this letter. Please feel free to reach out to contact me with any questions.

Donna L. Ouellette

Donna L. Ouellette

Director of Business Development



TRIPLE S

98 Spit Brook Road, Suite 104

Nashua, NH 03062

Direct Line (603) 880-8437

Main Office (978) 667-7900 x130

douellette@triple-s.com



Price Adjustments Effective March 1, 2023

Inflationary pressure continues to impact our industry. Suppliers are taking steps to mitigate the increases; however, higher costs are outpacing their efforts.

Due to increased costs for materials, labor, utilities, packaging and transportation, many of the suppliers below have issued price increases effective March 1, 2023. The exceptions to the increases are prices on can liners from Berry Global and select gloves from Supply Source which will be decreasing. For reference, the price adjustments mentioned below reflect the impact to the RDC \$10K price bracket.

A new RDC Price List effective March 1 is available for [download](#). [Please complete this form](#) if you would like printed copies of the RDC Price List mailed to you. [A .CSV file](#) is available on the [RDC Price Page](#) for upload to your ERP system

New Group Price Lists for the Triple S Bill Suppliers impacted by these adjustments - Claire Manufacturing, Inc., Geneon Technologies, and ZeroFlush - are available through the links below.

Summary of Price Adjustments

Berry Global

- All SKUs are decreasing on average by 5.2% with a range of -4.3%-5.8% to reflect the latest market conditions on resin pricing.

Bona US

- The weighted average of the increase is 14.8%, ranging 10%-40%.
- Bona-SSS oil-based finishes are increasing 40%.
- Bona-SSS water-based finishes are increasing 10%.
- Bona-SSS SuperCourt Cleaner Concentrate (#32017) will not be increasing.
- Bona Diamond Abrasives are increasing 13%.
- **Discontinued SKU:** Due to supply chain challenges for raw materials Bona-SSS Rally 24 Waterborne Wood Floor Finish has been discontinued, and is no longer available. Look for an announcement on Bona-SSS Jump Shot Waterborne Wood Floor Finish. A new finish that will be available for the upcoming season.

Claire Manufacturing, Inc.

- The average increase is 3.0% with a range of 0.22%-4.22%.

- 873 CLR Foaming Disinfectant Cleaner and CL826 CLR Oven and Grill Cleaner are decreasing -4.61% and -6.72%, respectively.
- No increase to the SSS Aurora Metered Air Care dispenser, or SSS Stainless Steel Cleaner (#21013).
- SSS Chewing Gum Remover (#21224) is an outlier with a 17.85% increase.
- See the new [Claire Group Price List](#) for direct prices.

DEMA Engineering

- The average increase on SSS dispensers and related accessories is 9.1% with a range of 9.2-9.5%.

EnviroOX, LLC

- The average increase is 7.3% with a range of 6.6%-7.8%.
- Dispensers had a higher increase due to program changes, 14.4% increase with a range of 10%-19.8%. EnviroOX increased their End User Price Support with POD back-end rebates to minimize the dispenser increase.
- No price increase on Critical Care Disinfectant (#139-06Q).

GenEon Technologies

- The SSS/GenEon Mist Sprayer (#24004) and the SSS/GenEon Mineral Electrolyte-Trio Rx (#24008) are increasing 6% and 4.3%, respectively.
- See the new [GenEon Group Price List](#) for direct prices.

Nilfisk, Inc.

- All SSS equipment will be increasing 7.5% with a range of 2.6%-8.4%.
- The SSS Puma X 3-Speed Air Blower is decreasing 3.53%.
- The SSS Wildcat Carpet Spotter is increasing 15.50%. Nilfisk did not take the full increase of this machine in their last increase.

Pacific Floorcare

- All Pacific equipment will be increasing 4.5% on average with a range of 3-6.3%.

Supply Source Enterprises, Inc. (Gloves Only)

- All gloves are decreasing 4.37% with a range of -4.1%-6.3% to reflect market conditions. No price change to yellow latex flock lined, or black nitrile gloves.

ZeroFlush

- The average increase across all ZeroFlush items is 14%.
- See the new [ZeroFlush Group Price List](#) for direct prices.

If you have any questions, please contact our [office](#).

Thank you,

James J. Keough

Dear Valued Green Klean Customers,

Due to the continuing increases in freight and raw material cost, we will be implementing a 5% increase on Vacuum bags, Filters, GONE and Chlorinated Disinfecting Tablets effective February 15, 2022. Victory products and The Boss will not be affected.

Freight policy will remain the same at \$700.00 free freight and can be a combination of bags, tablets, GONE and The Boss Sprayer.

Victory is not included in the free freight.

Attached please find an updated price sheet with the 2/15/2022 pricing reflected. If you would like a sheet with just the pricing, please let me know.

Please let us know if you have any questions.

Thank you

Anne Sullivan

COO

SOP Green Klean

815-479-0460

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May 2022

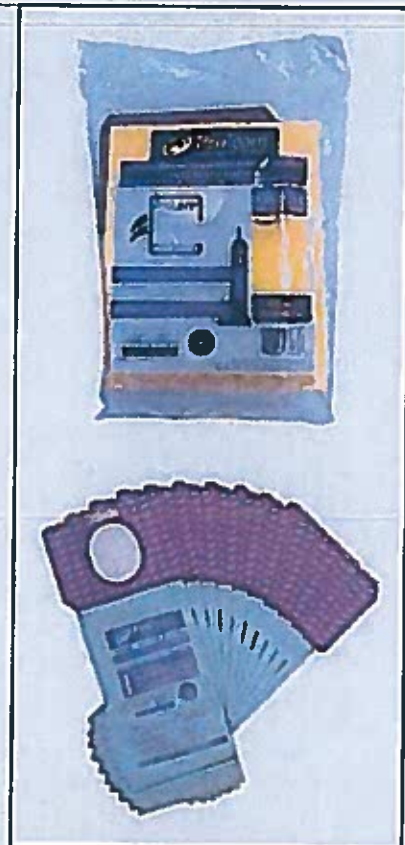
PROFORCE FILTER PRICE INCREASE – JULY 2022

Supply chain challenges have greatly impacted our ProTeam ProForce upright filters – SKU 103483. Supplier production constraints and global transportation obstacles have forced long delays for the past year. We receive small quantities intermittently and ship immediately based on the oldest waiting orders when they become available. However, supply has been unable to keep pace with customer requests.

We have taken major steps to reduce customer wait time and increase the supply flow of these filters, used only on the ProForce upright models and which we have no substitute product to offer.

Included in our efforts to get these filters to our customers more quickly are air-freighting large quantities and using other expedited channels at increased expense to avoid global transportation congestion and obstacles. We also are establishing additional suppliers, which involves large start-up expense, but should improve the timeline from production to our customers and product users.

As a result of these additional costs, we will be increasing the list price of the 103483 10-pack of ProForce filters to \$19.50 USD, **effective July 1, 2022**. This price change is specific only to this single SKU. No other products are involved in this announced change.



We appreciate your patience and understanding during this recent challenge. Please forward this information to the appropriate people and departments within your organization to ensure they are prepared for the change.



August 2022

PRICE INCREASE EFFECTIVE NOVEMBER 1, 2022

Material costs globally continue to run high due to various factors and although inflation generally has shown brief periods of slowing, it has not diminished substantially. Additionally, energy, wage and transportation costs have increased.

To address these significant impacts, we will be increasing prices on all products, **effective November 1, 2022**. Changes from current pricing will vary based on product type. Backpack vacuums will increase an average of 4.6%, upright vacuums will change an average of 3.7%, and wet/dry equipment 4.4% on average. Individual SKUs within each product type will vary. All Intercept Micro® Filters, parts and accessories will increase 5%.

Note that ProTeam's Internet Minimum Advertised Price Policy (IMAPP) involves a discount level off existing list prices. With any price increase, corresponding increases in IMAP values by product also occur, effective the same date – November 1 in this case.

Please forward this information to the appropriate people and departments within your organization so they are prepared for the changes.

We plan to have new pricing sheets available in Excel format with list prices, invoice costs and IMAP price values **by 9/1/2022**. To request your account's complete pricing file, please email ProTeam Customer Service at customerservice.proteam@emerson.com. An updated digital product catalog reflecting the new list prices will be available on our website, www.proteam.emerson.com, before November 1.

If you have any questions or require additional assistance in preparing for these changes, please contact your ProTeam account manager or ProTeam Customer Service and we'll do our best to help. We appreciate your continuing strong support and partnership.

Best regards,

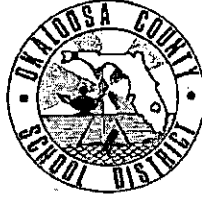
Matt Reimers
Vice President and General Manager
ProTeam, Inc.

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

SUPERINTENDENT OF SCHOOLS
MARCUS D. CHAMBERS

ATTORNEY TO THE BOARD
C. JEFFREY McINNIS, ESQ.

PGM. DIRECTOR - PURCHASING
VINCE WINDHAM, CPPB



BOARD MEMBERS
TIM BRYANT
MARTI GARDNER
LINDA EVANCHYK
DIANE KELLEY
LAMAR WHITE

January 13, 2023

Supreme Paper Supplies, LLC
Attn: Ray Millet, President
8965 Pensacola Blvd.
Pensacola, FL 32504

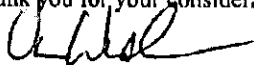
Dear Mr. Millet,

On April 9, 2018, the School Board of Okaloosa County, Florida approved the award of ITB 18-07 Custodial Equipment and Repair Services-District Wide with your organization. The original contract term was for a three (3) year period, April 10, 2018 through April 9, 2021. On February 14, 2022 the School Board approved the second year of renewal of the bid effective April 10, 2022 through April 9, 2023.

Bid terms state that the contract term of this bid, upon mutual agreement of the parties, may be extended for an additional term(s) or for additional quantities (all original terms and conditions will remain in effect). We would like to request that this bid be extended for another one (1) year period April 10, 2023 through April 9, 2024.

Please check one of the responses below indicating your decision regarding this request. Please sign and return this letter, along with a completed copy of the enclosed Federal Debarment Certification and Scrutinized Company Certification to my attention no later than Friday, January 28, 2022. Feel free to fax your response to (850) 833-6327, or email to Dahnkei@okaloosaschools.com.

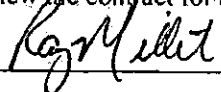
Thank you for your consideration. We look forward to doing business with you for another year.


Vince Windham, CPPB
Program Director-Purchasing

I agree to renew the contract adhering to the original terms and conditions, including pricing for an additional one (1) year period April 10, 2023 through April 9, 2024.

I decline to renew the contract for an additional one (1) year period.

Signature*:



Title: PRESIDENT

Print Name:

RAY MILLET

Date: 1/19/2023

*Note: Must be signed by an officer or employee having the authority to bind the company or firm.

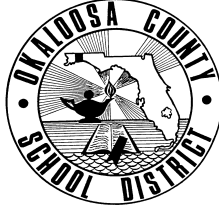
PURCHASING DEPARTMENT - ADMINISTRATIVE COMPLEX - 120 LOWERY PLACE S.E.
FORT WALTON BEACH, FLORIDA 32548
TELEPHONE (850) 833-7668 FAX (850) 833-6327

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

SUPERINTENDENT OF SCHOOLS
MARCUS D. CHAMBERS

ATTORNEY TO THE BOARD
C. JEFFREY McINNIS, ESQ.

PGM. DIRECTOR - PURCHASING
VINCE WINDHAM, CPPB



BOARD MEMBERS
TIM BRYANT
MARTI GARDNER
LINDA EVANCHYK
DIANE KELLEY
LAMAR WHITE

1/19/2023

Supreme Paper Supplies, LLC
Attn: Ray Millet, President
8965 Pensacola Blvd.
Pensacola, FL 32504

Dear Mr. Millet:

We have received the letter and documentation (email on January 17, 2023) regarding a price increase request for the equipment/supplies mentioned below. Per the terms and conditions of the ITB 18-07 Custodial Equipment and Repair Services-District Wide, the Purchasing Department will accept the following (25%) price increases and amounts as listed below:

Group 1

Item # 1 Automatic Walk Behind Scrubber 19/20 Gallon Commercial Floor Machine, brush included.

Approved Model: IPC Eagle CT70 BT60 24" Traction Drive (no substitutes) * Trojan and/or Powerton (Brand Name) Batteries

Current Price \$5,369.10 Each / Increase - Price \$6,711.38 Each

Item # 2 Automatic Walk Behind Traction Drive Scrubber 24/25 Gallon Commercial Floor Machine, brush included. Approved Model: IPC Eagle CT90 BT70 (no substitutes) * Trojan and/or Powerton (Brand Name) Batteries.

Current Price \$6,111.84 Each / Increase - Price \$7,639.80 Each

Item # 3 Automatic Rider Scrubber 19/20 Gallon Commercial Floor Machine, brush included. Approved Models: IPC Eagle CT70 Rider (no substitutes) * Trojan and/or Powerton (Brand Name) Batteries.

Current Price \$7,610.40 Each / Increase - Price \$9,513.00 Each

Item # 4 Automatic Rider Scrubber 29/32 Gallon Commercial Floor Machine, brush included. Approved Models: IPC Eagle CT110 BT70 (no substitutes) * Trojan and/or Powerton (Brand Name) Batteries.

Current Price \$9,999.88 Each / Increase - Price \$12,499.85 Each

Item # 5 32" Battery Powered Vacuum Sweeper, Commercial Floor Machine. Approved Models: IPC Eagle SmartVac 664 (no substitutes) * Trojan and/or Powerton (Brand Name) Batteries.

Current Price \$2,120.00 Each / Increase - Price \$2,650.00 Each

Item # 6 21" Burnisher Propane Commercial Floor Machine. Approved Models: IPC Eagle PB21 (no substitutes)

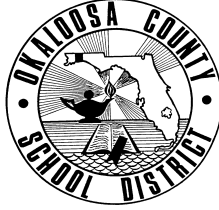
Current Price \$2,974.20 Each / Increase - Price \$3,717.75 Each

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

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MARCUS D. CHAMBERS

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PGM. DIRECTOR - PURCHASING
VINCE WINDHAM, CPPB



BOARD MEMBERS
TIM BRYANT
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DIANE KELLEY
LAMAR WHITE

Item # 7 Small Walk Behind Automatic Scrubber Commercial Floor Machine, brush included. Approved Models: IPC Eagle CT15B (no substitutes)

Current Price \$2,174.60 Each / Increase – Price \$2,718.25 Each

Item # 8 20” Burnisher Electric Commercial Floor Machine, pad holder included. Approved Models: IPC Eagle B1500 (no substitutes)

Current Price \$957.00 Each / Increase – Price \$1,196.25 Each

Item # 9 20” Burnisher Heavy-duty 1.5 HP Motor dual capacitor, 175 RPM. Approved Models: IPC Eagle FM 20 (no substitutes)

Current Price \$797.00 Each / Increase – Price \$996.25 Each

Item # 10 Carpet Extractor Commercial Floor Machine. Approved Model: IPC Eagle SC7 17” (no substitutes)

Current Price \$2,078.00 Each / Increase – Price \$2,597.50 Each

Item # 11 Carpet Spotters Commercial Grade. Approved Models: IPC Eagle BX2 Fastrack Extractor (no substitutes)

Current Price \$546.00 Each / Increase – Price \$682.50 Each

Item # 12 Automatic Scrubber 10/13 20” Brush & Traction Drive. Approved Model: IPC Eagle CT40 (no substitutes)

CT 40850-OBC 20” Brush - Current Price \$3,627.00 Each / Increase – Price \$4,533.75 Each

CT 40850T50-OBC 20” Traction Drive - Current Price \$4,271.68 / Increase – Price \$5,339.60

Item # 13 Canister Vacuum. Approved Model: IPC Eagle LP (no substitutes)

Current Price \$230.66 Each / Increase – Price \$288.33 Each

Item # 14 IPC Eagle Backpack Vac 6 qt. (no substitutes)

Current Price \$287.70 Each / Increase – Price \$359.63 Each

Item # 15 IPC Eagle Backpack Vac 10 qt. (no substitutes)

Current Price \$294.56 Each / Increase – Price \$368.20 Each

Group 3

Item # 27 28” Auto Scrubber Solution/Recovery Capacity 17-gallon. Approved Model: SSS Panther 28T 86005 (or equal) * Trojan (Brand Name) Batteries replacement: 86066 Panther 26T1 (3-16-21)

IPC Eagle CT70BT70 – Current Price \$5,220.00 / Increase – Price \$6,525.00 Each

Item# 31 Wet/Dry Vacs – versatile, easy-to-use machine with foot pedal for front mount squeegee release for ease of use. Approved Model: SSS Black Cat 18 FMS 86040 (or equal)

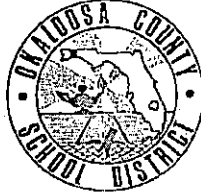
IPC Eagle 415P-T80184 - Current Price \$695.40 Each / Increase – Price \$869.25 Each

SCHOOL DISTRICT OF OKALOOSA COUNTY
Purchasing Department

SUPERINTENDENT OF SCHOOLS
MARCUS D. CHAMBERS

ATTORNEY TO THE BOARD
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PGM. DIRECTOR - PURCHASING
VINCE WINDHAM, CPPB





BOARD MEMBERS
TIM BRYANT
MARTI GARDNER
LINDA EVANCHYK
DIANE KELLEY
LAMAR WHITE

If you agree to the allowable price increases listed above please sign and date this letter below and email it back to me no later than Tuesday, January 31, 2023. The Purchasing Department will take this before the School Board for approval on February 27, 2023. If approved, price increases will take effect for the items mentioned above on ~~April 10, 2023~~ February 28, 2023.

If you have any questions, please contact the Purchasing Department at 850-833-7668.

Sincerely,


Irene Dahnke, FCCM
Buyer-Purchasing Dept.
Dahnkei@okaloosaschools.com

Ray Millet 
President - Supreme Paper Supplies / Signature

RAY MILLET 1/19/2023
Printed Name / Date

The logo for Supreme Paper, featuring the words "Supreme Paper" in a bold, sans-serif font. The text is white and set against a dark, textured background that resembles a close-up of paper grain or a similar material.

Memo

To: Okaloosa County Schools Purchasing Department
From: Ray Millet
cc: Lynn Wise
Date: 01/17/2023
Re: ITB 18-07 Custodial Equipment and Repair

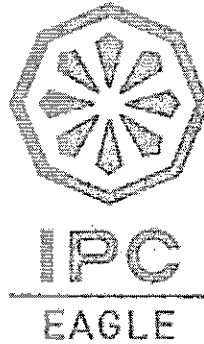
Due to unprecedented inflationary price increases, Supreme Paper is requesting a price increase on ITB 18-07. We have held pricing firm for five years despite all the inflationary increases. The manufacturer price increase letters to support this request are included. In accordance with ITB 18-07, we are requesting a 25% increase with 60-day notice.

Please let us know if we need to provide any additional details.

Ray Millet

President & CEO

Supreme Paper Supplies



Date: October 31, 2022
To: IPC Eagle Sales and Distribution
From: Patrick Marsh
Subject: Price Increase, effective January 1, 2023

Inflationary pressures continue to impact us in the US but Italy is feeling the additional pressure from surging energy costs, the war in Ukraine, plastics and electronics. Our costs going into 2023 are up around 7% and we need to pass on some of these costs. Effective January 1, we will implement a 5% increase. We will do our best to adjust our pricing as the market improves and hopefully as our costs start going down. It is important for us to be competitive in the market so our distribution partners can be successful in their business.

Please let us know if you have any questions.

Sincerely yours,

Patrick Marsh

President/CEO

IPC Eagle Corporation



IPC
EAGLE

Date: June 27, 2022
To: IPC Eagle Sales and Distribution
From: Patrick Marsh
Subject: Price Adjustment, effective August 22, 2022

Inflationary pressures continue to impact all our businesses. We adjusted our prices to meet much of the material and manufacturing cost increases, but we have continued to absorb the additional freight, labor, and other incidental costs. With no improvement in sight, we can no longer absorb all these costs. We will take a product-by-product approach but most of our products will increase by 6% depending on the inflationary impact. We wanted to give you as much notice as possible and we will be updating our price lists as soon as possible.

Please let us know if you have any questions.

Sincerely yours,

Patrick Marsh
President/CEO
IPC Eagle Corporation



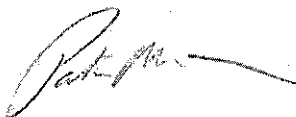
Date: February 18, 2022
To: IPC Eagle Sales and Distribution
From: Patrick Marsh
Subject: Price Increase, effective April 18, 2022

We announced a price increase in August 2021 and implemented it October 1, 2021. At that time, we were estimating our costs for 2022. Our actual costs have exceeded our expectations and we can no longer absorb these additional costs. For this reason, I would like to inform you that our prices will increase April 18, 2022. On average, our prices will increase at the rates listed below but there may be exceptions.

- Cleaning Equipment, Parts and Accessories - 4%
- Tools, Microfiber and Carts - 4%
- UltraPure Window Cleaning Systems – 4%

We are currently updating our price sheets and they will be available shortly. Please let us know if you have any questions.

Sincerely yours,



Patrick Marsh
President/CEO
IPC Eagle Corporation



Date: August 1, 2021
To: IPC Eagle Sales and Distribution
From: Patrick Marsh
Subject: Price Increase, effective October 1, 2021

2020 was a challenging year and we are finding 2021 to be another challenging year for different reasons. Along with shortages and delays, we are seeing significant cost increases across the board in steel, plastics, electronics and almost all components used to build our machines and tools. We are also seeing significant increases in logistic costs which are also significantly impacting the costs of our products. We can no longer continue to absorb these increases. For these reasons I would like to inform you that our prices will increase October 1, 2021.

- Cleaning Equipment, Parts and Accessories - 7%
- Tools, Microfiber and Carts - 7%
- UltraPure Window Cleaning Systems – 5%

We are currently updating our price sheets and they will be available shortly.
Please let us know if you have any questions.

Sincerely yours,

Patrick Marsh
President/CEO
IPC Eagle Corporation



Date: November 20, 2020
To: IPC Eagle Sales and Distribution
From: Patrick Marsh
Subject: Price Increase, effective Jan 1, 2021

Dear valued IPC Eagle partner,

We appreciate your continued business with IPC Eagle during the challenges and uncertainties of this year. IPC is facing increases in the cost of its skilled labor, technology, combined with the increase in specific key commodities which cannot be offset by efficiencies.

For these reasons I would like to inform you that our pricing will increase January 1, 2021. On average, the price increase will be 1.5% on standard machines and consumables but some slow-moving parts may increase up to 5%. We are currently updating our price sheets and they will be available shortly.

Please let us know if you have any questions.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Patrick Marsh", written in a cursive style.



Date: November 27, 2019
To: IPC Eagle Sales and Distribution
From: Patrick Marsh
Subject: Price Increase, effective Jan 1, 2020

We will have a price increase on selected items. We have worked hard to control our costs and to keep this increase to a minimum. Please see the summary below:

Cleaning Equipment and Parts

New CT5	0%
All Other Machines	2%
Parts, Batteries and Accessories	2%

Ultra Pure Water Window Cleaning Systems 1.5%

Pulex Window Cleaning Tools, including the Cleano 2%

Microfiber Cleaning Systems

Microfiber Cloths, Dust, Tube and Loop mops	0%
Tools, all Other Mops, and Carts	2%

Please reach out to your Regional Sales Manager, Customer Service Representative or call us at 800-686-5399 if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick Marsh", written in a cursive style.

Patrick Marsh
President/ CEO
IPC Eagle Corporation