Agenda Item Details

Meeting	Jun 29, 2023 - Board of Education Regular Meeting Agenda
Category	G. Superintendent's Report/Business Services
Subject	Vendor Managed Supply Program - (001 General Fund)
Access	Public
Type	Action
Recommended Action	Be it resolved upon the recommendation of the Superintendent that the Board of Education to enter into an agreement between Strongsville City Schools and Alco for the vendor managed supply program as stated in the exhibit for one (1) fiscal year in the amount of $53,148.00. Funding to be from the General Fund-Supplies/Materials for Custodial.

Public Content

Alco Vendor Managed Supply Program 7-1-23 to 6-30-24.pdf (2,748 KB)

Administrative Content

Executive Content

Strongsville City Schools

Vendor Managed

Supply Program

For school term of 7/1/23-6/30/24

Presented by

ALCO

Solutions for a Cleaner Environment

Prepared May 11, 2023

Mission

Solution Driven

- ALCO is driven to provide quality products and services to ensure the highest standard of cleanliness and the best overall value

How We Do It

- We listen to our customers, prioritize their challenges, and provide cost effective solutions
- We educate our customers on increasing productivity levels without increasing the budget

Vendor/Customer Partnership

- We partner with organizations who are committed to providing the cleanest, safest, and healthiest environment to the people they serve
- This fundamental belief is critical to our partnership and reaching our mutual goals

Values

We Deliver Superior Results by Following a Few Simple Rules

- Our #1 priority is to serve our customers
- A commitment to high ethical standards in everything we do
- Provide great products at a reasonable price with best in class service
- The constant pursuit of improving standards
- Empowering and encouraging our employees to grow professionally and personally in their roles as stewards to our Industry

What is a Vendor Managed Supply Program?

- The (VMSP) is a monthly, fixed price billing while the school receives supplies throughout the entire calendar year as needed.
- Supplies will be delivered on a scheduled date arranged with your ALCO Representative, Adam Neill. Strongsville CSD will be billed a fixed dollar amount each month.
- Strongsville City Schools and ALCO will work closely to determine the best products necessary to assure quality cleaning results

Bottom line: your school district will be able to keep the district clean and safe for a fixed price. No surprises!

Benefits of the VMSP

- One fixed monthly amount for easy annual budgeting
- Flexible product packages to meet your changing needs
- Personal service and on-site training from your ALCO team
- Inventory control managed by ALCO saving time for the custodial staff
- ALCO's Closed Loop System for safer handling of chemicals (user friendly & cost efficient)
- OSHA compliant secondary labels and SDS provided
- Free delivery of products
- Free chemical dispensing units for cost efficiency
- Free repair on chemical dispensing units
- Cleaning equipment discounts available
- Online Ordering for quick & easy purchasing

SUPPLIES INCLUDED:

CHEMICALS

BLEACH (0035)

CHEMICAL PROPORTIONING SYSTEMS

1. ALCO FREEDOM-Neutral floor cleaner (8250-CL)
2. ALCO DC-7 Neutral disinfectant cleaner (DC7-CL)
3. ALCO CLEAR-THRU Window cleaner (0109-CL)
4. ALCO BIG SHOT Non-acid daily cleaner (0155-CL)
5. ALCO SANNI RINSE SANTIZER FOR FOOD CONTACT (0360-CL)

FLOOR FINISH AND MAINTAINERS

1. ALCO INFINITY FLOOR FINISH (0444-5)
2. ALCO BEYOND FLOOR CLEANER/RESTORER (0191-1)
3. ALCO SPORT TREAD RUBBER FLOOR FINISH (1280-5)
4. FLOOR PADS

LAUNDRY DETERGENT

1. ALCO DYNABRITE LAUNDRY DETERGENT (0200-1)

SURFACE CLEANERS & DEGREASERS

1. ALCO GRIMEBUSTER KITCHEN DEGREASER (0180-CL)
2. ALCO THE SAFE SOLUTION DEGREASER (0198-1)
3. ALCO TB QUAT RTU DISINFECTANT (0905-QT)
4. ALCO DEEP FREEZE GUM REMOVER (178-06)
5. ALCO ACTIVATOR DISINFECTANT FOAM CLEANER (282-17)
6. ALCO PAINLESS STAINLESS WATERBASE S.S. CLEANER (414-16)

SUPPLIES INCLUDED CONTINUED:

RESTROOM

1. ALCO FOAMING LAVISH HAND SOAP (0104-1F)
2. FOAMING SOAP DISPENSER FOR LAVISH (9326)
3. WAXED BAGS (6141)
4. ALCO URINAL SCREENS (AL-2001G)

CLEANING TOOLS AND SUPPLIES

1. BROOMS, BRUSHES & DUST PANS
2. DUST MOPS & DUSTING TOOLS
3. PUMPS, SPRAYERS & BOTTLES
4. SHOP TOWELS & CLOTHS
5. SPONGES & SCOURING PADS
6. SQUEEGEES, WASHERS & SCRAPERS
7. WAX MOPS & APPLICATORS
8. WET MOPS & HARDWARE

EQUIPMENT PARTS

1. VACUUM BAGS

SUPPLIES NOT INCLUDED:

- Any chemicals or supplies not on the pages 4-5 must be approved by your ALCO account representative, Adam Neill, prior to placing an order.

- Any non-consumable item or supplies not listed on pages 4-5 will need a separate purchase order (i.e. trash can, mop bucket and wringer, ice melt, machine parts, weed killer, insecticide, floor mats, gloves, custodial carts, accessories for custodial carts, gym floor products, etc.

Training

- The right products and processes are important for obtaining the best cleaning results – but it's people who deliver clean, safe, and healthy facilities. No one understands this more than ALCO.
- Our focus is educating the staff and setting a standard for their work. We will increase their knowledge and efficiency. It's a major reason why organizations choose to do business with us.
- Our training programs are a combination of on-site, online, and off-site learning:
    - Carpet Care
    - Restroom and Locker Room Cleaning Methods
    - Disinfecting Techniques
    - Safety and Compliance Training
    - Hard Surface Floor Care Programs
    - Gym Floor Seminars
    - Proper Equipment Use and After Use Policy
    - Sustainable Cleaning Processes
    - Preventive Maintenance Techniques
    - Proper Methods of Cleaning Food Contact Surfaces

House Bill and S.D.S. Sheets

- ALCO, Inc. will supply Strongsville City Schools with all product labels on secondary containers to comply with OSHA regulations.
- All SDS Data will be provided in a binder at each building for easy access in case of emergency. Additional copies will also be provided upon request.

Complete Equipment & Repair Service

- Selecting the right equipment and keeping it running at peak performance is critical to delivering quality cleaning outcomes at the lowest total cost. Our equipment service program includes:
  - Comprehensive Annual Equipment Service Evaluation
  - Preventative Maintenance Plans
  - On-Site Service by Our Service Fleet
  - Emergency Repair Service
  - Servicing All Major Brands of Equipment
- If Strongsville needs to purchase new cleaning equipment, a separate addendum will be provided covering the individual items needed and individual price per unit.
- ALCO distributes several lines of cleaning equipment and would like to partner with Strongsville to provide, service, and maintain the equipment.
- A separate Machine Repair Program will be made available on an as needed basis. An estimate for the repair of the unit will be provided by an ALCO account manager and will be called into the school's business office for approval. Once the purchase order is issued, the unit will be picked up, repaired and returned to the appropriate location.

Delivery Policy

- All chemicals and related cleaning supplies will be delivered to each building free of cost.
- ALCO delivery personnel will be scheduled to make deliveries on your specified delivery day.
- If an emergency order needs to be delivered to a location, it can be arranged for the convenience of the school system.

Monthly Billing Agreement

ALCO-Chem, Inc. will Invoice Strongsville City Schools monthly for chemicals and cleaning supplies. The annual amount will total $53,148 and will be billed in twelve monthly installments of $4,429

Thirty days prior to the end of the agreement period, the Custodial Supply Program will be reviewed, and any changes will be submitted in writing for approval for the following fiscal year budget.

ALCO-Chem, Inc. and/or Strongsville City Schools can terminate the Custodial Supply Program for any reason by submitting in writing a thirty-(30) day notice to the appropriate parties. All equipment including proportioning units and any unused supplies will then become the property of ALCO-Chem, Inc.

Submitted By: _____

Luanne Worthington, CEO, ALCO-Chem, Inc. 45 N. Summit Street Akron, Ohio 44308

Accepted By: _____

Dr. Cameron Ryba, Superintendent, Strongsville City Schools, 18199 Cook Avenue, Strongsville, Ohio 44136

Date: _____

Monthly Billing Agreement

ALCO-Chem, Inc. will Invoice Strongsville City Schools monthly for chemicals and cleaning supplies. The annual amount will total $53,148 and will be billed in twelve monthly installments of $4,429

Thirty days prior to the end of the agreement period, the Custodial Supply Program will be reviewed, and any changes will be submitted in writing for approval for the following fiscal year budget.

ALCO-Chem, Inc. and/or Strongsville City Schools can terminate the Custodial Supply Program for any reason by submitting in writing a thirty-(30) day notice to the appropriate parties. All equipment including proportioning units and any unused supplies will then become the property of ALCO-Chem, Inc.

Submitted By: _____

Luanne Worthington, CEO, ALCO-Chem, Inc. 45 N. Summit Street Akron, Ohio 44308

Accepted By: _____

Dr. Cameron Ryba, Superintendent, Strongsville City Schools, 18199 Cook Avenue, Strongsville, Ohio 44136

Date: 6.29.23