

Collin Co, TX Bid# 07728-09 sorted by bid line item.txt

line	mfg	model	old/new	%incr
1	unisan	821a	5.99/6.29	5
2	abco	bh12003 + 01102	6.69/7.03	5
3	cont	712	2.09/2.20	5.3
4	tolco	280100	.53/.56	5.7
5	abco	00027	1.19/1.25	5
6	americo	401819	11.15/11.71	5
7	americo	400119	11.09/11.65	5
8	americo	404419	11.09/11.65	5
9	americo	400419	11.09/11.65	5
10	americo	402020	11.98/12.58	5
14	tuway	cc245	3.99/4.19	5
15	abco	bh24524 + 01406nb	7.99/8.39	5
17	abco	bh24536 + 01406nb	7.89/8.29	5
20	abco	bh15006	2.59/2.72	5
21	abco	bh15006	2.59/2.72	5
22	carlisle	41567	9.79/10.28	5
23	carlisle	41568	11.98/12.58	5
25	cont	932b	.43/.45	4.7
26	abco	01102	1.98/2.08	5
28	abco	01102	1.98/2.08	5
30	lambskin	d22ec	4.49/4.72	5.1
31	lambskin	350ex	4.59/4.82	5
32	lambskin	582eppd	4.75/4.99	5.1
35	hospeco	urinal screens	.69/.73	5.8
39	purell	nst 2120-06	8.99/9.44	5
43	americare	500	27.90/29.30	5
47	abco	dm23536b	6.99/7.34	5

**REFERENCE SHEET**  
for attached Documentation

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

old term: 10/1/09-9/30/10  
new term: 10/1/10-9/30/11

mfg	% incr
abco	5
amercare	5
americo	5
carlisle	5
cont	4.7-5.3
hospeco	5.8
lambskin	5-5.1
lagasse: purell/unisan	5
tolco	5.7
tuway	5



a minority owned company



Lean on us

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

ABCO Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#s:  
2, 5, 15, 17, 20-21, 26, 28, 47

## IMPORTANT SALES ANNOUNCEMENT

May 25, 2010

Dear Valued Customer:

As a result of continuing costs associated with manufacturing & logistics, this is to inform you that ABCO Products will implement a Price Increase effective July 1st, 2010.

The increases will be applied to products containing:

Wood Products - Plastic - Corn - Metal - Cotton - Rubber = +5.1%

As we continue to provide you with a well known product line; our company still faces the realities associated with the costs of energy, transportation, materials, packaging and labor no different than any other business today.

Pricing on all orders received, processed and confirmed for immediate shipment at ABCO Products until the **end of business 5:00 PM EST; Wednesday, June 30th, 2010** will reflect the current pricelist now in effect.

New orders received after this date & processed on Thursday, July 1st, 2010 will be subject to the price increases and thereafter.

You may contact your assigned Sales Representative or our Customer Service Department on questions regarding the price increase and status of orders currently in-house.

On behalf of ABCO Products, I appreciate your business and wish you continued success.

Kind regards,

**Christopher Meaney**  
Vice President of Sales & Marketing

ABCO CLEANING PRODUCTS  
6800 NW 36 Avenue, Miami FL 33147

# **@merCare®**

**Double Your Glove Sales**

DATE: March 24, 2010

FROM: Ty King  
AmerCare, Inc.

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

APR - 9 2010

AMERCARE Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#:  
43

TO: All Customers

Dear Valued Customer,

As most of you already know, the latex and nitrile industries have been very volatile in recent months. This situation has continued to get much worse and we are being forced to adjust our prices. Effective May 1, 2010, we will be having an increase on our latex and nitrile gloves.

In order to minimize the necessary increases, we will be increasing items at different percentages based on our increased costs. Listed below are the increases we are forced to take at this time:

All Latex Gloves (medical and non-medical)	15%
Nitrile Exam Medical Gloves	10%
All Vinyl Exam Gloves	5 - 6%

With the market continuing to be very unstable, we do expect further latex increases and possible increases on other items in the future. Due to the rapidly moving market, we will be unable to except large buy-in orders that are inconsistent with your normal order quantities.

Although this is a very tough situation for everyone, we believe that this may be a great time to look at the many lower cost non-latex alternatives that we carry. We will be calling you to discuss these alternatives and how they may be able to help. It is more important than ever to be with a glove company that offers many different options for your customers. We hope you continue to choose AmerCare to meet your glove needs.

If you have any questions or would like to speak with your sales representative, please call us

Thank You For Your Continued Business,

*Ty King*

Ty King - President

7450 Industry Drive North Charleston, South Carolina 29418

[www.amercare.com](http://www.amercare.com)

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

## Americo MEMORANDUM

AMERICO Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#s:  
6 - 10

DATE: JUNE 15, 2010  
TO: AMERICO COMMERCIAL DISTRIBUTORS  
FROM: JOHN MILLER, EXECUTIVE VICE PRESIDENT, SALES & MARKETING  
SUBJECT: AMERICO COMMERCIAL PRODUCTS PRICE ADJUSTMENT

For over two years, Americo has successfully managed to hold prices constant while controlling its raw material costs or absorbing the increases in these costs. We have held our pricing constant since June 2, 2008. Unfortunately, volatility in the petrochemicals and plastics markets has significantly impacted our product costs and now requires us to make a price adjustment **effective August 30, 2010.**

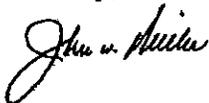
The primary raw material increases that have contributed dramatically to our finished goods cost escalations include: plastics and chemicals (10-20% increase), packaging (8-10% increase) and transportation (5-7% increase). We have made every effort to mitigate these increases. However, the downstream impact of these rising costs requires us to raise prices on floor pads and some related products by an average of 5.8%. Our matting product increases average approximately 3.3%.

↑ Please note that not all products have increased in cost as we have actually decreased the prices of some items and held pricing at current levels on other items. Also recognize that the price adjustments we've made cover only a portion of the cost escalations we've experienced as we continue to share the burden by absorbing a portion of these costs internally.

Our Administrative Team will be sending your updated pricing prior to the August 30th effective date. We trust this will give you enough notice to manage your business accordingly.

Thank you for your business and your continued loyalty to Americo.

Sincerely,



John W. Miller  
Executive Vice President  
Sales and Marketing



Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

Carlisle  
4711 E. Hefner Rd. (73131)  
PO Box 53008 73152-3006

[www.carlislefsp.com](http://www.carlislefsp.com) • [www.carlislemp.com](http://www.carlislemp.com)

**CARLISLE Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#s:  
22 - 23**

March 2010

Dear Valued Customer,

Carlisle is pleased to provide you with a copy of our latest Sanitary Maintenance Products Catalog and updated Price List. Our new catalog features many new products designed to make work easier for you and your customers.

*Some of the new products featured in this catalog include:*

**TrimLine™ Waste Containers** – The narrow footprint of this trash container allows it to fit neatly beside worktables or in tight spaces such as hallways and corners.

**Brick Pack Mop Packaging** – Many of Carlisle's more popular size mops are available in new brick packs – with their lower cube, they save you valuable shelf space.

**Colortech™ Rotary Brushes** – These brushes outlast floor pads more than 200 to 1, plus they clean more effectively, getting into uneven places that a pad just won't go.

#### Price Change Notification

Carlisle is announcing a price change on a very limited number of products. Our original launch date was April 1, 2010. We have elected to delay the effective date an additional 30 days, so **even though our Pricing Guide states effective April 1, our prices changes will not take effect until May 1.** Some of the raw materials that have driven up costs by 5-10% are steel, plastic, aluminum, rubber, and wood. Also effective May 1 our tier 1 freight minimum will increase by 10%. Our minimum order remain the same.

Registered users of the Carlisle E-commerce system can download all of our new pricing documents in convenient Excel or PDF formats from our Websites. Please contact your local Carlisle Representative if you would like to set-up an account to access these, and dozens of other helpful business tools on-line.

At Carlisle, we believe that our combination of committed service, unmatched product selection, true quality, and unique remote warehousing/delivery capabilities represent a **real competitive value to you** and your business. Everyone at Carlisle is dedicated to helping you build your business long-term, while also making your day-to-day operations easier and more streamlined.

We thank you for your support of Carlisle and for the continued confidence you have shown in our value as a good business partner.

Sincerely,

Carlisle

Enc.



305 Rock Industrial Park Drive  
Bridgeton, MO 63044

**CONTINENTAL Documentation**  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#s:  
3, 25

March 15, 2010

Dear Valued Customer,

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

I hope this finds you doing well and off to a great and successful 2010!

At Continental Commercial Products, we are working very hard to develop new and innovative programs to help you remain competitive in a very dynamic market place. Over the last year or so, our industry has been hit with significant increases in costs across many lines. Resin, steel, freight and other materials have increased significantly over the last six months.

We have successfully implemented several operating efficiency initiatives that helped mitigate their impact however we are no longer able to offset the increasing cost pressures. Effective May 31, 2010, we are increasing our prices along the following categories:

- |   |   |    |
|---|---|----|
| All Plastics                                | → | 6% |
| Metered Aerosols                            |   | 3% |
| Brooms and Brushes                          |   | 3% |
| Dispensing (Towel, Tissue, Soap Dispensers) |   | 4% |
| Textiles                                    |   | 3% |

Current pricing will remain for all orders received for immediate release up to 5:00 p.m. Central Daylight Time on May 28th. To assist you in implementing this price increase, a report containing old and new list prices by item will be sent to you prior to April 30, 2010. Electronic files of this report may also be obtained by contacting your local sales representative or your CCP Pricing Analyst.

Unfortunately this is a necessary action, however I am confident it will not weaken our competitive advantages in the market. Our Marketing and Product Management teams are working very hard to develop exciting new programs to help you provide greater value, even in the midst of this price adjustment. We remain committed to developing **Complete, Customized, Sustainable and Innovative Solutions** to help you drive increased customer loyalty. And stay tuned for some upcoming announcements, including the launch of our new sustainability platform called **Earth Tone™**, an exciting new concept that will catapult you and CCP to the top of this important new marketing trend.

Best regards,

Robert Libon  
Marketing Manager

Edward Carter  
Vice President - Sales





July 21, 2010

NAME  
ADDRESS  
ADDRESS

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

HOSPECO Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#:  
35

Attention: «buyer»

Dear Customer:

The previous 18 months have been most challenging for all of us in this industry. At HOSPECO, we have worked hard to control costs and improve our efficiency. While we have been successful with this work, it has been done in the face of double digit cost increases for pulp and other raw material components. In order to maintain our product and service quality, we now must increase our market pricing as noted below:

Toilet Seat Covers	5%
Feminine Hygiene	6%
Air Care (i.e., metered air, blocks and screens)	→ 5-6%

These increases are effective August 2nd, and we will accept orders through August 2nd for your normal 30 day requirements with specified ship dates of August 31, 2010 or sooner.

Price pages reflecting these adjustments will be published shortly. Please work with your respective Director of Sales and Sales Associate Representative to place orders at current levels and to integrate your new pricing.

Thanks again for your support of HOSPECO.

Best regards,

HOSPECO

Kenneth F. Vuylsteke, President

KFV:ls

LAGASSE Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#s: 1 (UNISAN),  
39 (PURELL which is by GOJO)

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908



A primary responsibility as your wholesale distribution partner is to keep you informed of industry trends, more specifically, vendor price changes.

Below is a recap of the more significant manufacturer price changes reflected in the Q3 2010 Pricer:

<u>Vendor Name (Prefix)</u>	<u>% Price Change</u>
→ <input type="checkbox"/> GOJO (GOJ)..... (Purell)	5 - 6% on select items
<input type="checkbox"/> Galaxy Gloves (GLX) .....	2 - 26% on select items
<input type="checkbox"/> General Electric (GNL) .....	2 - 20% on select items
<input type="checkbox"/> Impact Products (IMP) .....	2 - 3% on select items
<input type="checkbox"/> KIK International (KIK) .....	3% on select items
<input type="checkbox"/> Phoenix Brands (PBC) .....	varies on select items
<input type="checkbox"/> Rubbermaid Commercial (RCP) .....	1 - 17% on most items
<input type="checkbox"/> San Jamar (SAN) .....	13 - 14% on select items
→ <input type="checkbox"/> Unisan (UNS) .....	5 - 6% on select items
<input type="checkbox"/> US Pumice .....	7.5% on one item

**THIS LIST DOES NOT REPRESENT ALL PRICE INCREASES**

**Electronic Pricing Tools Available to You 24/7!**

The **Customized Price Report** is updated in 'real time' and lets you download your price for every item in excel format!

Visit us at [www.lagassesweet.com](http://www.lagassesweet.com) and click on 'File Downloads' under 'Tools' to view your **Customized Price Report**.

Still need more information? Talk to your LagasseSweet representative or register at [www.lagassesweet.com](http://www.lagassesweet.com).

Thank you for your past and future support,

The Entire LagasseSweet Team

December 7, 2009

Purchasing Manager  
Pyramid School Products  
6510 North 54th Street  
Tampa, FL 33610-1994



Manufacturers of  
Exclusive Lambskin Products

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

LAMBSKIN Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#s:  
30 - 32

Dear Sir/Madam

I am writing you today to notify you that Lambskin Specialties will be making manufacturer adjustments effective January 1, 2010. As a result of current transitions, it will be necessary to restructure product pricing. In addition fuel and energy costs have increased substantially during the past year. We have reviewed these costs and find it necessary to get pricing to levels that reflect the costs. The price restructuring will result in an approximate 6% increase to Pyramid School Products.

Thank you for your consideration during this transition. We value your business and look forward to continuing to serve you.

Sincerely,  
LAMBSKIN SPECIALTIES

Myron Schultz  
Sales Manager



# TOLCO CORPORATION

1920 LINWOOD AVE. TOLEDO, OH 43604

WEBSITE: WWW.TOLCOCORP.COM

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

**TOLCO Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#:**

4

January 1, 2010

## To Our Valued Customer:

Since January 1, 2009, we have experienced continued increases in our operating costs. More increases have occurred in our freight costs and fuel surcharges, as well as in the cost of plastic resin and steel, increasing the manufacturing costs of many of our products.

The overall average price increase of all line items is 5.9%. Changes ranged from price decreases to double-digit increases for some plastic items. The average price increases for some of our major product categories are trigger sprayers - 6.5%, Bottles - 12%, Plastic Pumps - 6.2%, Urinal Screens & Para Products - 3.5%, Bowl Mops & Brushes - 5.7%, Dusters - 6%.

Thank you for your continued support of Tolco. If you have any questions, please do not hesitate to contact us.

Respectfully yours,

George Notarianni  
Vice President of Sales & Marketing



November 16, 2009

Pyramid School Products  
6510 North 54th Street  
Tampa, Florida 33610-1908

TUWAY Documentation for  
Collin County, TX Bid# 07728-09,  
Supplies: Janitorial Equipment  
Bid Line item#:  
14

PYRAMID SCHOOL PRODUCTS  
RON SCHREIBER  
6510 N 54TH ST  
TAMPA, FL 336101908

Dear Valued Customer:

The Tuway American Group has taken great pride in bringing to our customer base a long history of quality products, on-time delivery and competitive pricing.

We have done our very best to also support your business with an energized sales team, new products/innovation and customer service levels that have helped make us both successful.

Tuway has used internal resources and training via "Lean Manufacturing", Kaisen Initiatives as well as partnerships with our supply base to offset the many raw materials, labor and health care increases our industry had been forced to absorb in the last 24 months.

Tuway American Groups pricing has not increased since January of 2006.

Unfortunately, we have exhausted our ability to offset these external and internal cost drivers and must reluctantly pass on a 5.1% piece price increase effective December 14, 2009. This will include all pricing both in contract and deviated (special/BID).

All orders received prior to December 14 and invoiced prior to December 22 will be sold at current (pre-increase) pricing.

We value your business and commit to continue the level of support required to increase sales for both PYRAMID SCHOOL PRODUCTS and Tuway.

Sincerely,

Douglas J Koester  
President

Tuway American Group