

TIPS (The Interlocal Purchasing System) Vendor Contract 180406 Price List

United Laboratories, Inc. TIPS 180406 MRO Supplies & Equipment Contract.

Sales made under this contract must comply with our agreement.

**All sales representatives must follow the below procedures
when selling under this contract.**

1. TIPS buying members include Education, Government and Non-Profit agencies. Buyers should know if they are part of TIPS. Sales leads for TIPS are sent to new sales reps and upon request from the home office.

2. Many Education, Government and Non-Profit buyers now need to buy under a cooperative buying contract. Buyers can look up United at www.tips-usa.com for compliance. Other non TIPS members *may* piggyback off, or be able to buy from us now, because they can verify our contract online. Each buyer has their own rules and just because we have a contract does not mean they are required to buy from us, but it often does help them to be permitted to buy. Buyers that want to piggyback and do NOT have a TIPS member agreement, do not get the special TIPS pricing.

3. QUOTE PROCESS

- a. Give TIPS member the TIPS price as listed below from our Government Product Line.
- b. Shipping (and any additional fees EPA etc.) must be line itemed on quote.
- c. Quote must include TIPS contract number - 180406 MRO Supplies & Equipment.

4. PURCHASE ORDER PROCESS

- a. If the buying member accepts your Quote they will create a Purchase Order referencing the TIPS contract number.
- b. The Purchase order will be sent to the TIPS home office.
- c. The TIPS home office will approved the order within 24 hours.

5. PURCHASE ORDER APPROVAL

- a. The TIPS buyer will get an Order Confirmation Authorization Letter email from TIPS home office.
- b. United will receive an email with the order from the TIPS home office.
- c. United will process the order at that time.

FAQ's

What do I do if my buyer hands me a Purchase Order? Sales people are REQUIRED to submit the original PO to United's home office if a buyer is buying under this contract. Orders will not be processed without this documentation. If the buyer does not submit to the TIPS home office, our home office is required to do so.

What if my buyer wants to purchase something not listed on this contract? United's Government Product Line highlights products that these buyers purchase, but often other products are desired by the customer. If the buyer must purchase under this contract, even if the product is not listed below, a quote and order will follow the same process above. Sales reps should offer their best rep determined price based on company sales guidelines.

What if my buyer wants to buy under our GSA Contract or another Contract? If a customer is eligible to purchase under the GSA Contract then that is the Contract that is honored and the PO should NOT have the TIPS Contract number on it or vice versa. Only one contract is to be used for purchasing.

What if I don't want to sell a product at that price? Our contracts open many doors across the country to locations that MUST buy under a Cooperative Purchasing agreement. It is vital to maintain our agreements to the best of our abilities and will affect our eligibility for other contracts and renewals. Compliance with the contract is expected.

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Product #	Description	Contract Price
12	Reflecting Car Shampoo Concentrate; 4 x 1 gal/case; \$37.92 per gal; min purchase 4 gallons	\$37.92
60	Neutra Clean Floor Maintenance Restorer; 2x6 gal/case; \$24.00 per gal; min purchase 12 gallons	\$24.00
67	ESA Total Washroom Cleaner; 24 quarts/case; \$19.70 per qt min; purchase 24 quarts	\$19.70
67	ESA Total Washroom Cleaner; 2 x 6 gals/case; \$44.90 per gal; min purchase 12 gallons	\$44.90
ITEM DISCONTINUED	500 Odor Neutralizer Granular Cherry Scent; 24 quarts/case; \$12.65 per qt; min purchase 24 qt	\$12.65
82	White Knight Cream Cleanser; 24 quarts/case; \$13.35 per qt; min purchase 24 qt	\$13.35
99	Wee Wonder Urinal Screens -Plastic Deodorizing Honeysuckly (white); 10 screens/case; \$7.70 per scrn; min order 10 srcn	\$7.70
99	Wee Wonder Urinal Screens-Plastic Deodorizing Cucumber Melon(green); 10 screens/case \$7.70 per scrn; min order 10 srcn	\$7.70
99	Wee Wonder Urinal Screens -Plastic Deodorizing Wintergreen (blue); 10 screens/case \$7.70 per scrn; min order 10 srcn	\$7.70
114	Crystal-view Glass Cleaner - Spray; 24 cans/case \$9.90 per can; min order 24 cans	\$9.90
115	Dust Might Hard Surface Polish and Duster Spray; 24 cans/case; \$16.65 per can; min order 24 cans	\$16.65
118	Outrageous Orange-Professional Strenght Stainless Steel Clnr & Polish; 24 cans/case; \$26.05 per can; min order 24 cans	\$26.05
126	Vandalism Mark Remover - Spray; 24 cans/case; \$17.10 per can; min order 24 cans	\$17.10
ITEM DISCONTINUED	500 Wood Strip -Leaming Baseboard Stripper Spray; 24 cans/case; \$14.75 per can; min order 24 cans	\$14.75
137	Lemon Cream Furniture Polish Spray; 24 cans/case; \$12.45 per can; min order 24 cans	\$12.45
159	Vanilla Blast Insecticide Spray; 24 cans/case; \$24.20 per can; min order 24 cans	\$24.20
166	Power Up Coil Cleaner - Spray; 24 cans/case; \$9.50 per can; min order 24 cans	\$9.50
173	Wasp Whacker Long range Jet Spray; 24 cans/case; \$18.25 per can; min order 24 cans	\$18.25
175	Clean and Free Foaming Cleaner, Disinfectant Spray; 24 cans/case; \$11.25 per can; min order 24 cans	\$11.25
177	Sunshine In A Can Spray and Wipe Degreaser Cleaner; 24 cans/case; \$15.60 per can/ min order 24 cans	\$15.60
180	Solv-All Universal Solvent Citrus Degreaser - Spray; 24 cans/case; \$26.05 per can; min order 24 cans	\$26.05
191	Air Scrubber - Large Area Odor Neutralizer - Spice Scent; 24 cans/case; \$10.25 per can; min order 24 cans	\$10.25
195	Smell Jel Jelled Deodorant Spray - Mulberry scent; 24 cans/case; \$18.15 per can; min order 24 cans	\$18.15
195	Smell Jel Jelled Deodorant Spray - Orange Frost scent; 24 cans/case; \$18.15 per can; min order 24 cans	\$18.15
196	Desert Air (sunshine) - Dry Spray Room and Fabric Deodorizer; 24 cans/case; \$15.75 per can/ min order 24 cans	\$15.75
222	Super Orange Jel - Pine Gelled Floor Cleaner & Wax; 2 x 6 gals/case; \$40.55 per gal; min purchase 12 gallons	\$40.55
231	Vanishing Act Stain Remover; 12 pt/case; \$14.00 per pint; min order 12 pts	\$14.00
236	Dusted Powdered Insecticide; 12 x 3.5 oz bottles/case; \$32.25 per bottle; min order 12 bottles	\$32.25
256	Vermin vanquisher Repellant Blocks; 24 x 4 oz blocks/case; \$8.60 per block; min order 24 blocks	\$8.60
262	Hepacide Broad spectrum Disinfectant Concentrate; 4 x 1 gallons/case; \$59.12 per gallon; min order 4 gallons	\$59.12
282	READY-TO-USE DISINFECTANT SPRAY-Lemon scent; 24 qt/case; \$14.35 per qt; min order 24 qts	\$14.35
289	Newberry scent - Spray Deodorizer Odor Eliminator; 24 qt/case; \$16.75 per qt; min order 24 qts	\$16.75

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289	Luscious Lemon scent-Spray Deodorizer Odor Eliminator; 24 qt/case; \$16.75 per qt; min order 24 qts	\$16.75
289	Cucumber Melon scent-Spray Deodorizer Odor Eliminator; 24 qt/case; \$16.75 per qt; min order 24 qts	\$16.75
289	Sunshine scent - Spray Deodorizer Odor Eliminator; 24 qt/case; \$16.75 per qt; min order 24 qts	\$16.75
289	Peppermint scent-Spray Deodorizer Odor Eliminator; 24 qt/case; \$16.75 per qt; min order 24 qts	\$16.75
289	Sun-Kissed Orange-Spray Deodorizer odor Eliminator; 24 qt/case; \$16.75 per qt; min order 24 qts	\$16.75
299	Non-Fuming Liquid Drain Pipe Opener; 24 qts/case; \$19.30 per qt; min order 24 qts	\$19.30
368	Hard-D-Wipes- Hard Surface Disinf Wipes; 6 canisters/ case; \$52.25 per can; min order 6 cans	\$52.25
368	Hard-D-Wipes- Hard Surface Disinfectant Wipes; 24 canisters/case; \$49.25 per can; min order 24 cans	\$49.25
372	Exterior Coil Cleaner; 2 x 6 gals/case; \$41.45 per gal; min order 12 gallons	\$41.45
378	Bon Aire Liquid Deodorant Concentrate; 24 pts/case; \$20.00 per pt; min order 24 pts	\$20.00
F455	Liqui-Zyme- Cimmaron - Odor Eliminator; 24 qt/case; \$18.20 per qt; min order 24 qts	\$18.20
F455	Liqui-Zyme- Sunshine - Odor Eliminator; 24 qt/case; \$18.20 per qt; min order 24 qts	\$18.20
F455	Liqui-Zyme-Newberry - Odor Eliminator; 24 qt/case; \$18.20 per qt; min order 24 qts	\$18.20
480	Big Blue - Giant Urinal screens; (8 oz.) 24 scrn/case; \$13.80 per scrn; min order 24 scrns	\$13.80
629V	Grunge Grippers - Heavy Duty Degreasing Wipes in a canister; 6 cans/case; \$46.00 per can; min order 6 cans	\$46.00
640C	Protexall Wipes - High Gloss Protectant Wipes in a canister; 6 cans/case; \$47.20 per can; min order 6 cans	\$47.20
740	Protexall Liquid High Gloss Protectant; 24 pts/case; \$16.15 per pt; min order 24 pts	\$16.15
764	MicroMousse Alcohol-Free Hand Sanitizing Foam; 24 x 2 oz bottles/case; \$7.85 per bottle; min order 24	\$7.85
791	Super Shine Floor Finish; 2 x 6 gals/case; \$36.55 per gal; min order 12 gallons	\$36.55
791	Super Shine Floor Finish; 20 gal pail/case; \$35.88 per gal; min order 20 gallons	\$35.88
835	Fresh Air Deodorizing Block Peppermint; 2 x 2 lb blocks/case; \$124.80 per block; min order 2 blocks	\$124.80
880	Sun-Solv Universal Solvent Degreaser; 24 pts/case; \$21.60 per pt; min order 24 pts	\$21.60
880	Sun-Solv Universal Solvent Degreaser; 2 x 6 gals/case; \$76.40 per gal; min order 12 gallons	\$76.40
881CP	Drain Shark Cage System Drain Remediation System; 10 blocks, 1 Cage; \$219.00 each	\$219.00
881	Drain Shark Refill Blocks; 10 blocks/case; \$21.90 each; min order 10 blocks	\$21.90
855	Liquid Impact Bacteria & Enzyme Implant for drain maintenance; 20 gal drum/case; \$52.99 per gal; min order 20 gallons	\$52.99
948	Kool Red II Extra Heavy Duty Non-Melt Grease; 20 cartridges/case; \$19.90 per cartridge; min order 20 cartridges	\$19.90
HA010	Heavy duty 13 MIL textured Latex Extra long 12" Powder Free GLOVES; 3 sizes L, M, XL state size 50 per box (1 size per box); \$19.25 per box	\$19.25

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LOUISIANA STATE SALES REPS - SPECIAL INSTRUCTIONS

If you are contracted to sell within the state of Louisiana you know that United Laboratories, Inc. already has a LA State Contract. The Government Product Line is the same for both TIPS and the LA Contract. The PO should list if the customer is buying under the TIPS contract. All Louisiana locations if previously buying under the LA contract should continue to buy under that contract. Most likely any new LA customer will buy under their states' contract unless that is not an option for them and they are a TIPS member.

Why does this matter if the Government Product Line and pricing is the same? It matters at the home office, each account is coded and we cannot be switching accounts from LA to TIPS with ease. United must complete reports to fulfil each contract agreement; therefore, LA accounts will be monitored closely to be sure we fulfil our agreements.

TEXAS STATE SALES REPS - SPECIAL INSTRUCTIONS

Not only has United been awarded the TIPS contract, but also been granted an award to the White Settlement ISD and their Cooperative EPCNT for the 2018-2019 School Year. To honor this agreement we must sell to any EPCNT member at 10% off published price (These are the items NOT listed on the Governmental Product Line; those items are already discounted.) To check if the School District you are visiting is part of EPCNT visit <https://epcnt.com> *In this case we must honor BOTH the TIPS contract and the 10% if the customer is buying under the TIPS contract number.*

Texas buying has been severely restricted by Cooperative buying in the past years. United will continue to look for opportunities to further open door in Texas, but we need every sales rep's cooperation to honor the contracts and use the resources noted above.