



# **EPP STATEWIDE CONTRACT #GRO16**

**ENVIRONMENTALLY PREFERABLE PRODUCTS**

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# OSD Update

The Operational Services Division  
One Ashburton Place, Room 1017  
Boston, MA 02108

04-05

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**To:** Departments Heads, Affirmative Market Coordinators, POS Contract Managers, PMT Members, Chief Financial Officers, and MMARS Liaisons  
**From:** Kristal Doherty, Procurement Team Leader, Facilities and Food and Groceries  
Marcia Deegler, Environmental Purchasing Program Manager  
**Date:** August 4, 2003  
**RE:** New Contract Award  
**Contract #:** GRO16, Cleaning Products, Environmentally Preferable  
(Reduced Health and Environmental Impacts)  
**MMARS #:** GRO16

## 1. PURPOSE OF THE UPDATE

The purpose of this Update is to announce the award of a new Statewide Contract for environmentally preferable commercial cleaning products and related recycled content janitorial paper products.

## 2. ELIGIBLE ENTITIES

All departments of the Commonwealth, including all constitutional offices, the legislature, and the judiciary; Cities; towns, municipalities, counties and other political subdivisions of the Commonwealth, including schools and other service districts; Authorities, commissions, institutions of higher education and quasi-public agencies, and Not for Profit organizations currently contracting with the Commonwealth to provide human and social services; and other eligible entities designated in writing by the State Purchasing Agent may use this contract. In addition, those contractors providing cleaning services for an eligible entity may also purchase cleaning products from this state contract exclusive for use within such state buildings and/or facilities owned by eligible entities.

## 3. PURPOSE OF THE CONTRACT

The purpose of this contract is to offer Commonwealth buyers a broad range of cleaning products that have a reduced environmental and health impact as compared to traditional cleaning products, while still performing equally and cost-effectively. The need for less toxic cleaning products exists because certain ingredients in traditional cleaning products may pose threats to health and the environment. As most cleaning products are designed for down-the-drain disposal, their components, or degradation products, enter directly into the environment. Human exposure can also be a concern, because building maintenance workers, staff, and visitors may be exposed to these chemicals either during or following their application.

The categories of products to be provided under this contract include:

1. General Purpose Cleaners
2. Bathroom Cleaners
3. Glass Cleaners
4. Carpet Cleaners
5. Disinfectants / Sanitizers
6. Floor Care System (stripper, finish, cleaner)
7. Hand Soaps
8. Janitorial Paper Products (recycled content)

Products awarded under this contract underwent an extensive third-party review of their potential health and environmental impacts in order to document, among other things, that they do not contain carcinogens or other prohibited ingredients, are not corrosive to skin and eyes, and are not toxic to

humans or aquatic life. (See page 12 for more information on environmental and health specifications). Once the products passed the stringent environmental and health criteria, each of the general purpose, bathroom, glass and carpet cleaners were tested for cleaning performance on three types of surfaces by the independent laboratory at the Toxic Use Reduction Institute (TURI) at University of Massachusetts Lowell (UML). See Attachment A for the performance test scores and soil types.

Multi-State Approach - It is important to note that this procurement has been designed in consultation with various state and local governments across the country for the purpose of establishing a set of minimum criteria that can be used in developing other contract specifications. This effort was coordinated by the Center for a New American Dream and included the participation of Massachusetts; Minnesota; Missouri; Washington; King County, Washington; Phoenix, Arizona; Santa Monica, California; Seattle, Washington; and the Pacific Northwest National Laboratory. The consensus-based standard should also serve to make it easier and more cost effective for the industry to respond to various nationwide procurement requests for these products.

The minimum environmental and health standards established for this contract are based on the Green Seal Standard for Industrial and Institutional Cleaners (GS-37), <http://www.greenseal.org/standards/industrialcleaners.htm> wherever possible. Green Seal is an independent, non-profit organization that strives to achieve a healthier and cleaner environment by identifying and promoting products and services that cause less toxic pollution and waste, conserve resources and habitats, and minimize global warming and ozone depletion. Green Seal has no financial interest in the products that it certifies or recommends or in any manufacturer or company. Green Seal's evaluations are based on state-of-the-art science and information using internationally recognized methods and procedures. For more details, visit their website at (<http://www.greenseal.org/about.htm>).

#### **4. CONTRACT DURATION**

The initial term of this contract is three (3) years, beginning on April 1, 2003 and ending on March 31, 2006. The contract may be renewed at the option of the PMT for up to six (6) years (on an annual basis), for a total contract duration of up to nine (9) years. Any such extensions will be at the same terms and conditions as the initial contract with the Commonwealth unless mutually agreed upon by all parties. The PMT also reserves the right to add new product categories at a later date if it is deemed the best value for the Commonwealth.

#### **5. HOW TO USE THE CONTRACT**

Using the information presented throughout this Update, contract users may chose to get product and pricing information from more than one contractor before making a decision on which cleaning products/system to chose. All awarded contractors provide on-site staff training at no additional cost to customers. Such training includes informational materials and step-by-step instructions for the proper dilution and use of the products and use of any dispensing equipment.

When evaluating a contractor and their product line, buyers should pay attention to the cleaning performance test scores (Attachment A), available training, the ease and accuracy of dispensing equipment, clarity of product labeling, recycled content and/or reusability of packaging, whether or not the testing was done on animals, the presence of any asthma-causing agents and the overall environmental commitment of the company. See the section on *Pricing and Acquisition Information* for details on individual suppliers.

## 6. CONTRACTOR AND PRODUCT INFORMATION

Eleven contractors representing seven different manufacturer product lines were awarded contracts. All suppliers were required to offer a general purpose, a bathroom and a glass cleaner. Bidders could also offer carpet cleaners, disinfectant/sanitizers, a floor care system, hand soaps and recycled content janitorial paper products, but could not be awarded in these categories unless the required three products passed the minimum environmental and health criteria.

Contract users should keep in mind that only the general purpose, bathroom, glass, disinfectants and carpet cleaners were evaluated by a 3<sup>rd</sup> party organization to ensure compliance with the mandatory health and environmental criteria. All these products (except disinfectants) underwent performance testing conducted by the TURI at the University of Massachusetts Lowell. Compliance with all mandatory criteria for the remaining products was based on comprehensive data submitted by the manufacturers and the respective Material Data Safety Sheets for each product. Disinfectants were required to be registered as such by the U.S. Environmental Protection Agency.

Following is a summary list of awarded contractors, their contact personnel and the product applications they are authorized to sell under this contract. Detailed information on the exact items for sale can be seen in the upcoming section titled, *Pricing and Acquisition Information*.

### GRO16 AWARDED CONTRACTOR\*

Product Manufacturer Name	State Contractor Name & Address	Contact Person For the Contract	Statewide or Regional Award and #	Product Applications Offered Under the Contract
Boston Chemical / M.D. Stetson Company, Inc. <a href="http://www.mdstetson.com">www.mdstetson.com</a>	M.D. Stetson Company 92 York Ave. Randolph, MA 02368	Andrea Glass 1-800-255-8651 (ph) 781-986-6161 (ph) 781-961-1764 (fax) <a href="mailto:andrea.glass@mdstetson.com">andrea.glass@mdstetson.com</a>	Statewide  GRO160600	<ul style="list-style-type: none"> <li>▪ General Purpose Cleaner</li> <li>▪ Bathroom Cleaner</li> <li>▪ Glass Cleaner</li> <li>▪ Carpet Cleaner</li> <li>▪ Disinfectant</li> <li>▪ Floor Care System</li> <li>▪ Hand Soap</li> <li>▪ Recycled Janitorial Papers</li> </ul>

## 7. PRICING AND AQUISITON INFORMATION

The following pricing sheets identify the various products that have been approved for sale on this contract and the pricing for each item. Please note that some contractors may sell variations of the same product in different concentrations, while others may sell different products that perform the same function (e.g. two different general-purpose cleaners).

In addition, while the concentrate package size product cost should be used for actual purchases, price comparisons of those products offered by different contractors may be made using the cost per quart of ready-to-use (RTU) product. To compare the performance and cleaning effectiveness of each product, buyers should consult the test result scoring provided by TURI in Attachment A of this Update.

Following each pricing table is a summary of other criteria unique to each individual contractor. This includes information on dispensing equipment, training programs, the environmental characteristics of the packaging used, general labeling information, whether or not the products have been tested on animals and a comment on their overall corporate environmental commitment. This data should be considered as part of "best value" when choosing a contractor.

**Pricing on Janitorial Paper Products:** This information was not included in the Update since it can be anticipated that paper prices will fluctuate during the initial three year term of the contract. Customers should consult with the contractors concerning the cost of the various products they offer.

*\*MD Stetson Co., Inc. only. See OSD website for information on all awardees.*

**CONTRACTOR / REGION:** Boston Chemical - M.D. Stetson Company Statewide  
**MANUFACTURER:** M.D. STETSON - PRODUCT CENTRAL (PC) Product Line

APPLICATION	PRODUCT NAME	PACK SIZE	DILUTION LEVEL	OTHER
General Purpose	PC101 Neutral	4.5 gal. /case	300:1	Prompt Pay Discount not offered
General Purpose	PC108 General	4.5 gal. /case	48:1	
Bathroom Cleaner	Lav Safe	12 qt./case	64:1	
Glass Cleaner	PC101 Glass	4.5 gal. /case	300:1	
Carpet	PC112 Carpet	4.5 gal./case	280:1	Authorized Electronic Funds Transfer payments (EFT)
Disinfectant	PC103/ 256 HBV	4.5 gal. case	256:1	
Floor Stripper	Blue Power Stripper	4 gal./case	32:1	
Floor Stripper	EPS Stripper	6 qt./case	20:1	
Floor Finish	Transend Floor Finish	4 gal./case	0	
Floor Maintenance	PC 110 Floor Mainten.	4.5 gal. case	300:1	
Floor Cleaner	PC 117 Floor Cleaner	4.5 gal. case	300:1	
Hand Soap	Softy hand Cleaner	4 gal. case	0	
Product Central Dispenser	Dispenser	N/C with 4 cases of		

**Janitorial Paper Products – Boston Chemical / M.D. Stetson**

Paper Manufacturer	Product Description	Brand Name	%PCC / TRC	Chlorine-Free Yes / No
Second Nature	Napkin 1 ply Kraft 9x12 (24/334/8016)	SCAD3066E	40%	All these products are Processed Chlorine Free (PCF)
Second Nature	Napkin 1 ply Kraft 13x17 (12/418/501)	SCAD796E	40%	
Second Nature	Household Roll Towel 2 ply kraft 11x9 (30/84)	SCAHK1970E	40%	
Second Nature	Household Roll Towel 2 ply kraft 11x9 (15/168)	SCAHK1975E	40%	
Second Nature	Multi-fold kraft 8.2x9.5 (16/250)	SCAMK1838E	40%	
Second Nature	Multi-fold kraft 9.125x9.5 (16/250)	SCAMK530E	40%	
Second Nature	Roll Towel kraft 7.75x350 (12)	SCARK350E	40%	
Second Nature	Roll Towel kraft 7.75x600 (12)	SCARK600E	40%	
Second Nature	Roll Towel kraft 7.75x800 (12)	SCARK800E	40%	
Second Nature	Singlefold kraft10.25x9.25 (16250)	SCASK1850E	40%	
Second Nature	Singlefold kraft 8.2x10.25 (16/250)	SCASK1854E	40%	
Second Nature	Jumbo Tissue Jr. 1ply 9" 3.7x2000	SCATJ0911	20%	
Second Nature	1 Ply tissue 4.5x4.5 (96/1000)	SCATS1630	20%	

**Dispensing Equipment:** The Product Central Express dispensing system is available in both wall and portable units. Contact the contractor for details.

**Training:** Training is provided at no charge after M.D. Stetson staff installs the dispensers. Other OSHA training is available for a fee. Several trainers are on staff with as much as 20-30 years experience in the industry. Illustrated instructional materials and guides are also available.

**TOLL-FREE # for Questions – 800-255-8651 during the hours of 7:30am – 5:00pm (M-F)**

**Packaging:** Containers are made of HDPE recyclable plastic and shipped in recycled content corrugated boxes. Customers are also encouraged to participate in Stetson’s packaging return/reuse program.

**Labeling:** Labels are color coded by product. A description of the product also appears in bilingual English / Spanish. The label instructs the user to dilute with cold water.

**Animal Testing:** No animal testing was performed on the Stetson products.

**Asthmagens:** M.D. Stetson states that there are no other asthma-causing agents in their Product Central line, with the exception of ammonium quaternary disinfectants in the PC103 product only.

**Corporate Environmental Commitment:** M.D. Stetson has had a comprehensive recycling process in place for twenty years which includes corrugated, white papers and more.

## **8. OTHER CONTRACT PROVISIONS**

### Health and Environmental Criteria

The information below is a summary of the various criteria used by the team to approve the cleaning products. For more details on the solicitation specifications and evaluation criteria, access the Request for Response at <ftp://ftp.comm-pass.com/Data/0136940003.pdf>.

### **A. Product Formulation / Health and Environmental Specifications**

#### General Purpose, Bathroom, Glass and Carpet Cleaners

All of the products listed under this heading were required to meet the twelve (12) mandatory criteria established in the Green Seal Standard for Institutional and Industrial Cleaners, GS-37. The criteria required that the products must:

1. Not be toxic to humans
2. Not contain any ingredients that are carcinogens or that are known to cause reproductive toxicity
3. Not be corrosive to the skin or eyes
4. Not be a skin sensitizer as tested by OECD guidelines
5. Not be combustible (must have a flashpoint above 150)
6. Not contain substances that contribute significantly to the production of photochemical smog, tropospheric ozone and poor indoor air quality
7. Not be toxic to aquatic life
8. Not contain more than .5% by weight of total phosphorus
9. Exhibit ready biodegradability in accordance with the OECD definition except for a FIFRA-registered ingredient in bathroom cleaner.
10. Be a concentrate except for a FIFRA-registered bathroom cleaner.
11. Identify any fragrances on their MSDS and follow the Code of Practice of the International Fragrance Association
12. Not contain any of the following ingredients - Alkylphenol ethoxylates, Dibutyl phthalate, heavy metals including arsenic, lead, cadmium, cobalt, chromium, mercury, nickel or selenium, or ozone depleting compounds.

#### Disinfectants/Sanitizers

Products must meet the Mandatory Health and Environmental Specifications established in for general purpose, bathroom and glass cleaners for the active ingredients, with the exception of biodegradability. They must also exhibit a VOC limit of not greater than 1% and be registered by the US Environmental Protection Agency.

#### Floor Care Products (Floor Finishes, Floor Strippers, and Maintenance Products)

To be awarded in this category, contractors had to offer all three product applications that are designed to work together in an environmentally preferable system of overall floor care. All three products must also be free of zinc and heavy metals.

It was desirable that all three products not contain glycol ethers or ammonia and that the finisher and maintenance products not contain phthalates. It is also desirable that the Stripper and maintenance product exhibit a VOC content of not greater than 1% and that the stripper, in its concentrate form, have a pH between 2.5 and 12.

#### Hand Soaps

These products must not be anti-microbial and it is desirable that they have a pH between 6 and 8.5

### **B. Non-Product Formulation / Mandatory and Desirable Criteria for All Product Categories**

This criterion addresses the issues of training, packaging, labeling, dispensing equipment, animal testing and a company's corporate environmental commitment. Details are below.

#### Training and Dispensing Equipment

Proper training and appropriate use of dispensing equipment are critical for the successful transition to environmentally preferable cleaning products. Because these products are formulated without harsh chemicals, they may clean differently, require different cleaning methods, or have very targeted applications when compared with the products currently being used. If training is ignored and the cleaning staff uses new products, efforts to switch to alternative cleaners may not be successful. Thus, facilities should work with contractors to ensure that adequate training of cleaning staff has been conducted.

All contractors offer training free of charge. Each vendor offers a different line of cleaners that use different chemical methods to achieve the best result. You are encouraged to speak with each vendor about the advantages of using their products and what kind of training they offer. If high turnover among maintenance staff is a reoccurring problem at your facility, you may wish to consult with the vendors and maintenance staff on the best way to incorporate ongoing training into your operations.

New dispensing systems can enhance the productivity of cleaning staff, improve the cost efficiency of the cleaning operation and reduce worker exposure to chemicals. Each contractor offers different dispensing equipment with varying associated costs-or no cost (see price sheets or contact vendors). Departments should work with contractors, to determine which system offered is appropriate for the needs of a given facility.

### Packaging

While the primary packaging (e.g. bottles and pails) is required to be recyclable, it is also desirable that the packaging contain a percentage of post-consumer recycled content and/or represent a source reduction measure (e.g. reusable).

### Labeling

The labels are required to clearly indicate that dilution with **cold** tap water is recommended. Proper use and disposal instructions must also be included on the label. It is desirable that the product labels be color-coded and/or be printed in at least both English and Spanish.

### Animal Testing

In an attempt to discourage animal testing by the product manufacturers, the RFR stated that it is desirable that the products not be tested on animals. Several manufacturers have utilized alternative methods to obtain the necessary documentation to demonstrate compliance with the criterion. See the individual pricing pages for more information.

### Asthmagens

Awarded contractors of GRO16 have provided information as to whether their products contain ingredients that may be identified as asthma-causing agents (asthmagens). Such ingredients may include, but not be limited to the following:

- Monoethanolamine (CAS 141-43-5)
- Tall Oil or Rosin (CAS 8002-26-4)
- Chlorhexidine (CAS 55-56-1)
- Chloramine T (CAS 127-65-1)
- Ammonium Quaternary Disinfectants (May include, but not be limited to the following CAS #s: 8001-54-5, 121—54-0, 122-18-9, 8044-71-1, 123-03-5, 122-19-0)

According to the awarded contractors and their respective manufacturers, most of the products offered under this contract do not contain the ingredients indicated above. However, buyer should consult the individual pricing page for each contractor to see the designated product exceptions.

## 9. Performance Measures and Vendor Reporting Requirements:

### Performance Measures:

Each contractor's performance will be evaluated on an ongoing basis and will be utilized in determining whether or not to extend its contract.

User departments will be surveyed as to their satisfaction with contractor's performance under the contracts. Such surveys may include, but are not limited to satisfaction with the contractor, timeliness of response and service performance. Failure to maintain a satisfactory rating may be grounds for early termination or non-renewal of that contractor's contract.

Contractor performance will also be measured based upon the number of complaints received from user departments. A high number of unresolved complaints will result in a warning to the contractor and may lead to early termination or non-renewal of that contractor's contract.

### Reporting:

Contractors will be required to submit annual activity reports. These annual reports will be utilized to evaluate performance on an ongoing basis.

Following the initial contract period, awarded Contractors shall be required to perform a certain volume of services to remain on the contract. The PMT will review each contractor on a yearly basis to determine if a substantial amount of work was performed. If the team is not satisfied with the amount of work performed by the contractor, the contractor will be contacted. If the amount of work performed was low or no work was performed, the contractor may be removed from the contract.

## 10. Location of Additional Guidance

- Refer to Attachment A to see the Product Performance Test Results from the testing performed by the Toxic Us Reduction Institute at University of Massachusetts Lowell.
- Refer to Attachment B for the definitions of terms used throughout this OSD Update.
- The minimum environmental and health standards established for this contract are based on the Green Seal Standard for Industrial and Institutional Cleaners (GS-37), wherever possible. This information may be accessed at <http://www.green seal.org/standards/industrialcleaners.htm>.

## 11. Contract Manager Contact Information

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617-720-3351; 617-727-4527

## ATTACHMENT A\*

The performance scores below reflect the results of the tests conducted by the Toxic Use Reduction Institute's Surface Solution Laboratory (SSL) at University of Massachusetts Lowell for the cleaners specified.

The RFR required that the general purpose cleaners remove at least 80% of the soil and the bathroom cleaner remove at least 75% of the soil. The results and scoring significantly exceeded both requirements for all manufacturer product lines for all hard-surface cleaners tested.

### Product Performance Test Results

Product Manufacturer Name	Product Brand Name	Dilution Ratio	Surface #1	Surface #2	Surface #3	Overall Score	Pass / Fail
<b>GENERAL PURPOSE CLEANER</b>			Ceramic	Plastic	Painted Steel		
MD Stetson	PC 101	512:1	86.86	92.60	98.20	92.55	Pass
<b>BATHROOM CLEANER</b>			Fiberglass	Chrome	Ceramic		
MD Stetson	Lav Safe	64:1	95.95	86.38	98.06	93.46	Pass
<b>GLASS CLEANER</b>			Glass	Chrome			
MD Stetson	PC 101	512:1	96.03	100.53	N/A	98.56	Pass
<b>CARPET CLEANER</b>		Dilution Ratio	Trial #1*	Visual / Meter Rank in 10**	Trial #2*	Light Meter Final Rank**	Pass / Fail
MD Stetson	PC 112	512:1	14.31	7 / 5	27.16	5	Pass
*Higher Trial figures signify cleaner carpet samples. **Products are ranked: 1 = best for both visual and light meter readings.							

**Test Results** – The scores represent (1) the average percentage (%) of soil cleaned from the surfaces listed above for all-purpose, bathroom and glass cleaners with one application, completed in triplicate and (2) the average light meter readings for carpet cleaners with two applications, each completed in triplicate. In cases where the scores are in excess of 100%, the lab advises that this usually means the test coupons may have contained trace amounts of soil before applying the test soil, and that during the process the cleaning product removed everything. (Call the contractors or SSL for more details [www.cleansolutions.org](http://www.cleansolutions.org)).

**Dilution Ratio** – Represents the estimated number of ounces of water to be added to one ounce of concentrated cleaning product.

### SOIL TYPES used in the tests include:

General Purpose Cleaner tests – Huckle's Soil, which is a mixture of creamy peanut butter, salted butter, high gluten wheat flour, fresh egg yolk, evaporated milk, distilled water, International printers ink solution, and saline solution

Bathroom Cleaner tests – SSL Soil #1, which includes dry skin lotion, clean rinsing body wash, Pert shampoo and conditioner, natural liquid hand soap, deodorant bar soap and water

Glass Cleaner tests – SSL Soil #2, which includes regular shaving cream, extra spray deodorant, naturals flexible hold hair spray, texturing hair gel, Total toothpaste, and water

Carpet Cleaner tests – As of the writing of this Update, there was a delay in shipping one of the test soils to the lab. Thus, all **data is pending** completion of the three tests.

**See the list of Awarded Contractors in Section 6 to view the Product Manufacturer they represent on GRO16. Additional details on test methods may also be obtained from any of the Awarded Contractors.**

*\*MD Stetson Co., Inc. only. See OSD website for information on all awardees.*

## ATTACHMENT B

### Definitions

These definitions are established in the Green Seal Standard GS-37.

**Bathroom cleaners.** This category includes products used to clean hard surfaces in a bathroom such as counters, walls, floors, fixtures, basins, tubs, and tile. It includes products that are required to be registered under the Federal Insecticide, Fungicide, and Rodenticide Act (FIFRA), such as disinfectants and sanitizers, but does not include products specifically intended to clean toilet bowls.

**Carpet Cleaners.** Products used for the routine cleaning of carpets and other textile floor coverings. They should specify the appropriate maintenance method, such as extraction cleaning, shampooing, powdered absorbent, etc.

**Concentrate.** This is a product that **must** be diluted by at least eight parts by volume water (1:8 dilution ratio) prior to its intended use.

**Disinfectant.** EPA registered agents used to destroy or irreversibly inactivate infectious fungi, viruses, and bacteria, but not necessarily their spores.

**Dispensing-system concentrates.** These are products that are designed to be used in dispensing systems that cannot be practically accessed by users.

**EDTA.** This stands for ethylene diaminetetraacetic acid or ethylene dinitrilotetraacetic acid or any of its salts.

**General-purpose cleaners.** This category includes products used for routine cleaning of hard surfaces including impervious flooring such as concrete or tile. It does not include cleaners intended primarily for the removal of rust, mineral deposits, or odors. It does not include products intended primarily to strip, polish, or wax floors, and it does not include cleaners intended primarily for cleaning toilet bowls, dishes, laundry, glass, carpets, upholstery, wood, or polished surfaces. This category does not include any products required to be registered under FIFRA, such as those making claims as sterilizers, disinfectants, or sanitizers.

**Glass cleaners.** This category includes products used to clean windows, glass, and polished surfaces. This category does not include any products required to be registered under FIFRA, such as those making claims as sterilizers, disinfectants, or sanitizers.

**Ingredient.** Any constituent of a product that is intentionally added or known to be a contaminant that comprises at least 0.01% by weight of the product.

**Ozone depleting compounds.** Any compound with an ozone-depletion potential greater than 0.01 (CFC 11 = 1).

**Product as used.** This is the most concentrated form of the product that the manufacturer recommends for a product's intended use. For example, if a manufacturer recommends a product be diluted 1:64 or 2:64 for use as a general-purpose cleaner, the product shall meet the environmental and performance requirements at a dilution of 2:64.

**Primary packaging.** This packaging is the material physically containing and coming into contact with the product, not including the cap or lid of a bottle.

**Recyclable package.** This package can be diverted from the waste stream through available processes and programs, and can be collected, processed, and returned to use in the form of raw materials or products.

**Sanitizers.** EPA registered agents used to reduce, but not necessarily eliminate microorganisms to levels considered safe by public health codes or regulations.

**Undiluted product.** This is the most concentrated form of the product produced by the manufacturer for transport outside its facility.

**State Contract # GRO16  
Equipment List**

**Contractor Name:** MD Stetson Co., Inc.  
**Phone #** 781-986-6161

**Contract Representative Name:** Andrea Glass  
**Email:** [andrea.glass@mdstetson.com](mailto:andrea.glass@mdstetson.com)

Type of Equipment	Brand Name	GRO16 Product(s) to be used with this equipment	Leasing Options Available? If so, Cost?	Indicate any Environmental and/or Cost Benefit of Equipment Supplied
All models of buffers and wet vacs	Nobles, NSS, IDS, Eagle, Centaur, Crusader, Taski	PC101, PC117, PC118, PC110, BLUE POWER STRIPPER, BLUE-J, MAINTAINER PLUS, WINTERCLEAN	Yes, call for current rates	Labor savings
All models walk-behind autoscrubbers, ride-on autoscrubbers, walk-behind sweepers, ride-on sweepers	Nobles, NSS, American Lincoln, Taski	PC101, PC117, PC118, PC110, BLUE POWER STRIPPER, BLUE-J, MAINTAINER PLUS, WINTERCLEAN		
All models of carpet extraction equipment, shampooers, sprayers, dryers and vacuums	Nobles, NSS, Crusader, Royal, Hoover, Pro-team and Sanitaire, Taski, VonSchrader	PC112, FIBERMASTER EXTRACTION SHAMPOO	Yes, call for current rates	Labor savings, improves appearance
All models of restroom cleaning machines and pressure washers	Kaivac, Nobles, NSS, Cam	PC103, PC118, LAVSAFE	Yes, call for current rates	Labor savings
All models of burnishers	NSS, NOBLES, EAGLE, Taski	PC110, MAINTAINER PLUS	Yes, call for current rates	Labor savings, improves appearance
All Microfiber cloths, cloth rags and disposable wipers and dusters	Rubbermaid, 3M, Kaivac, Mercantile, Textile Waste, Impact, Taski	PC103, PC108, HBV 256, CLEAN N WIPE, LAV-SAFE		Conserves water and chemicals
All floor machine pads, brushes and upright scrubbing holders and pads	3M, Malish, Flo pac, Impact, Taski	PC101, PC117, PC118, PC110, BLUE POWER STRIPPER, BLUE-J, MAINTAINER PLUS, WINTERCLEAN		Labor savings
All Hand pads and sponges	3M, Hydra, Rubbermaid, Impact	PC108, PC103, PC118, PC101, CLEAN N WIPE, LAV SAFE, HBV 256, BLUE-J		Labor savings
All finish application equipment, microfiber finish applicators and accessories, lambswool applicators	Kaivac, Fasttrak, Rubbermaid, 3M, EZ-Way	TRANSCEND	Yes, call for current rates	Labor savings
All wet mops, dry mops, Microfiber and mopping equipment and accessories	Rubbermaid, 3M, Kaivac, Stetson, Taski	PC101, PC117, PC118, PC110, BLUE POWER STRIPPER, BLUE-J, MAINTAINER PLUS, WINTERCLEAN		Conserves water and chemicals

**Equipment List**

**Contractor Name: MD Stetson Co., Inc.**

Type of Equipment	Brand Name	GRO16 Product(s) to be used with this equipment	Leasing Options Available? If so, Cost?	Environmental Benefit of Equipment
All bowl brushes, scrub brushes	Rubbermaid, Impact	PC103, PC108, HBV 256, CLEAN N WIPE, LAV-SAFE		Labor savings
All Carper spot removal tools and equipment	DSC, Crusader, Nobles, NSS	PC112, FIBERMASTER EXTRACTION SHAMPOO		Labor savings, improves appearance
All Sprayers	Impact, Tolco, Continental, 3M, Rubbermaid, Hydro	PC103, PC108, HBV 256, CLEAN N WIPE, LAV-SAFE		Labor savings
All window squeegees and equipment	Unger	PC101, BLUE-J		Labor savings
All floor squeegees, brooms, handles and accessories, dust pans and barrels, putty knives and scrapers	Unger, Impact Rubbermaid	PC101, PC117, BLUE-J, PC103, HBV 256, MAINTAINER PLUS, WINTERCLEAN		Labor savings, improves air quality
All Bulk soap dispensers	Impact, Bobrick	SOFTY LOTION SOAP		Cost savings over cartridge systems
All disposable, neoprene, rubber and vinyl safety gloves, eye protection products, slip protection, safety equipment, wet floor signs	Impact, Edmont Wilson, Amboy, Rubbermaid, Safety Zone	All chemicals		Promotes work related safety
MSDS management, OSHA Safety publications and related safety products	Amboy, Impact	All chemicals		Promotes work related safety
Hand Dryers	Excel, Bobrick	SCA PAPER	Yes, call for current rates	Reduces paper usage
Dehumidifiers	Ebac	PC112, FIBERMASTER EXTRACTION SHAMPOO	Yes, call for current rates	Prevents, removes mold on all surfaces
All floor protection pads	Expanded Technologies	TRANSCEND		Prolongs life of floor finish, Improves IAQ
All paper towel and toilet tissue dispensers	SCA	All paper products		Coordinates the use of paper products
All measuring cups, pumps and secondary chemical storage containers	Tolco, Impact, Continental	All chemicals		Promotes proper product usage and chemical safety