

EXHIBIT B
Laundry and Ware Wash Products
Non-Market Basket Pricing Discounts

WAXIE'S Enterprises Inc.

Category Group	Categories and Subcategories	Discount Off List/ Catalog	Name of Catalog or Price List	Date Published
Part A	Laundry (overall)		Ecolab Internal Price Catalog	07/01/14
Group 1	Laundry Detergent: Powder (Dry Chemical)	29%	Ecolab Internal Price Catalog	07/01/14
Group 1	Laundry Detergent: Heavy Duty	52%	Ecolab Internal Price Catalog	07/01/14
Group 1	Laundry Detergent: Liquid	52%	Ecolab Internal Price Catalog	07/01/14
Group 2	Rust-Removing Sour	57%	Ecolab Internal Price Catalog	07/01/14
Group 3	Bleach: Liquid	58%	Ecolab Internal Price Catalog	07/01/14
Group 3	Ozonated products (bleach alternative)	58%	Ecolab Internal Price Catalog	07/01/14
Group 4	Fabric Softener with Bacterial Static Agent: Liquid	55%	Ecolab Internal Price Catalog	07/01/14
Group 4	Fabric Softener with Bacterial Static Agent: Liquid Sour and Softener Combined	55%	Ecolab Internal Price Catalog	07/01/14
Group 5	Liquid Laundry Alkali	52%	Ecolab Internal Price Catalog	07/01/14
Group 6	Liquid Pre-Soak	29%	Ecolab Internal Price Catalog	07/01/14
Part B	Ware Wash Products (overall)		Ecolab Internal Price Catalog	07/01/14
Group 1	Machine Detergents (solid, powered, and liquid)	64%	Ecolab Internal Price Catalog	07/01/14
Group 2	Manual Detergents (solid, powered, and liquid)	64%	Ecolab Internal Price Catalog	07/01/14
Group 2	Pre-Soak (solid, powered, and liquid)	61%	Ecolab Internal Price Catalog	07/01/14
Group 3	Rinse Additives: Solid Rinse Additives	64%	Ecolab Internal Price Catalog	07/01/14
Group 3	Rinse Additives: Liquid Rinse Additives	64%	Ecolab Internal Price Catalog	07/01/14
Group 4	Germicidal Detergents: Idophor Liquid	64%	Ecolab Internal Price Catalog	07/01/14
Group 4	Germicidal Detergents: Quaternary Liquid	46%	Ecolab Internal Price Catalog	07/01/14
Group 5	Food Service Cleaners: Scale/Lime/Iron Removal Detergent	70%	Ecolab Internal Price Catalog	07/01/14
Group 5	Food Service Cleaners: General Purpose Degreaser Concentrate	49%	Ecolab Internal Price Catalog	07/01/14

EXHIBIT B
WAXIE'S Enterprises Inc.
Laundry and Ware Wash Products

Sequence	Product Type	Product Description	Unit of Measure	Bidder's SKU	Bidder's Manufacturer	Bidder's Product Name	GREEN	Unit of Measure	Quantity in Case/Package	Dilution ratio (Express as 1 : rate)	Amount Per Use (Dilution oz. per gallon)	LIST Price	Net State Price	Applied Discount from List	
	Part A: Laundry														
1	Laundry	Laundry Detergent for use with Ozone System	1	6100173	Ecolab	Laundry Neutral Detergent Plus	.	15 gal	drum	1:2560	0.05	\$ 1,134.41	\$ 413.10	64%	
2	Laundry	Laundry Detergent for use with Ozone System	1	6100172	Ecolab	Laundry Neutral Detergent Plus	.	5 gal	pail	1:2560	0.05	\$ 447.72	\$ 133.33	70%	
3	Laundry	Peroxide based Destainer (Oxygenated)	1	16146	Ecolab	Eco-Star Destainer	.	15 gal	drum	1:1280	0.1	\$ 232.79	\$ 97.49	58%	
4	Laundry	Laundry Detergent	DRUM	6100173	Ecolab	Laundry Neutral Detergent Plus	.	15 gal	drum	1:2560	0.05	\$ 1,134.41	\$ 413.10	64%	
5	Laundry	Laundry Break	DRUM	10430	Ecolab	Eco-Star Builder C	.	15 gal	drum	1:682	0.1875	\$ 615.90	\$ 260.71	58%	
6	Laundry	Powdered Laundry Detergent Packets	PAIL	61502222	Ecolab	Brite White	.	1.2 oz	250	1:682	0.1875	\$ 167.87	\$ 94.04	44%	
7	Laundry	Laundry Chlorine Bleach	1	16146	Ecolab	Eco-Star Destainer	.	15 gal	drum	1:1280	0.1	\$ 232.79	\$ 97.49	58%	
8	Laundry	Chlorine based Destainer (13%)	1	15982	Ecolab	Laundri Destainer	.	5 gal	pail	1:1280	0.1	\$ 154.36	\$ 41.06	73%	
9	Laundry	Laundry Bleach	DRUM	16146	Ecolab	Eco-Star Destainer	.	15 gal	drum	1:1280	0.1	\$ 232.79	\$ 97.49	58%	
10	Laundry	Laundry Neutralizer/Softener Combo	1	12081	Ecolab	Tri-Star Aqua Soft	.	5 gal	pail	1:1706	0.075	\$ 312.75	\$ 70.24	78%	
11	Laundry	Powered Laundry Detergent (EPA,SDSI)	1	10390	Ecolab	Laundri Brite	.	45 lb	box	1:1163	0.11	\$ 226.72	\$ 52.49	77%	
12	Laundry	Citrus Based Degreaser (EPA, SDSI)	1	14330	Ecolab	Tri-Star Turbo Boost	.	5 gal	pail	1:1280	0.1	\$ 568.68	\$ 213.10	63%	
13	Laundry	Laundry Sour / Softener	DRUM	12082	Ecolab	Eco-Star Aqua Soft	.	15 gal	drum	1:1706	0.075	\$ 696.42	\$ 254.58	63%	
14	Laundry	Laundry Detergent	DRUM	16123	Ecolab	Eco-Star Det. MP	.	30 gal	drum	1:853	0.15	\$ 1,134.62	\$ 415.48	63%	
15	Laundry	Powdered Laundry Booster	PAIL	17459	Ecolab	Laundri Break	.	45 lb	box	1:640	0.2	\$ 174.50	\$ 47.70	73%	
16	Laundry	Laundry Break	DRUM	10429	Ecolab	Eco-Star Builder C	.	55 gal	drum	1:682	0.1875	\$ 1,172.76	\$ 630.82	46%	

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17	Laundry	Laundry Bleach	DRUM	16144	Ecolab	Eco-Star Destainer		55 gal	drum	1:1280	0.1	\$ 1,065.75	\$ 344.05	68%
18	Laundry	Laundry Sour / Softener	DRUM	12082	Ecolab	Eco-Star Aqua Soft		15 gal	drum	1:1706	0.075	\$ 696.42	\$ 254.58	63%
19	Laundry	Laundry Detergent for Sensitive Skin	CASE	10356	Ecolab	Tri-Star Flexylite		2.5 gal	container	1:465	0.275	\$ 113.03	\$ 67.43	40%
20	Laundry	Solid Laundry Detergent	CASE	17905	Ecolab	Solid Surge Plus NP	green seal	9 lb	4	1:984	0.13	\$ 515.00	\$ 142.81	72%
21	Laundry	Powdered Enzyme Detergent & Presoak (EPA,SDSI)	1	10390	Ecolab	Laundri Brite		45 lb	box	1:1163	0.11	\$ 226.72	\$ 52.38	77%
22	Laundry	Solid Laundry Oxygen Bleach	CASE	16016	Ecolab	Solid Oxy-Brite	green seal	3 lb	2	1:1600	0.08	\$ 223.69	\$ 69.04	69%
		Part B: Ware Wash												
1	Ware Wash	Pot & Pan Manual Detergent	4	6100320	Ecolab	Liquid Pot and Pan Det.	DFE	5 gal	pail	1:2048	0.062	\$ 146.87	\$ 71.37	59%
2	Ware Wash	Quaternary Sanitizer	4	17708	Ecolab	Oasis 146	EPA	2.5 gal	container	1:512	0.25	\$ 130.41	\$ 58.44	62%
3	Ware Wash	Delimer / Descaler (EPA,SDSI)	4	6100823	Ecolab	Limeaway Select	DFE	1 gal	4	1:128	1	\$ 90.99	\$ 41.19	62%
4	Ware Wash	All-Purpose Cleaner Light Degreaser (EPA,SDSI)	4	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	65%
5	Ware Wash	General Kitchen Degreaser (EPA,SDSI)	4	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	65%
6	Ware Wash	Drying Agent for High Temp Dish Machine (Hard Water) (EPA,SDSI)	4	16811	Ecolab	Apex Rinse Add	DFE	2.5 lb	2	1:40064	0.0032	\$ 442.16	\$ 177.98	66%
7	Ware Wash	Heavy Duty Solvent Degreaser	CASE	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	65%
8	Ware Wash	Pot & Pan Detergent	PAIL	6100320	Ecolab	Liquid Pot and Pan Det.	DFE	5 gal	pail	1:2048	0.062	\$ 146.87	\$ 71.37	59%
9	Ware Wash	Scale Remover	CASE	6100823	Ecolab	Limeaway Select	DFE	1 gal	4	1:128	1	\$ 90.99	\$ 41.19	62%

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10	Ware Wash	Tile Cleaner and Delimer	4	61143699	Ecolab	CBC Plus Bowl Cleaner	.	32 oz	12	RTU	RTU	\$ 87.40	\$ 35.11	66%
11	Ware Wash	Pot & Pan Detergent	CASE	6100320	Ecolab	Liquid Pot and Pan Det.	DFE	5 gal	pail	1:2048	0.062	\$ 146.87	\$ 71.37	59%
12	Ware Wash	Pot & Pan Detergent	CASE	6100320	Ecolab	Liquid Pot and Pan Det.	DFE	5 gal	pail	1:2048	0.062	\$ 146.87	\$ 71.37	59%
13	Ware Wash	Solid Warewash Detergent	CASE	6100316	Ecolab	Apex Chlor. Free Det	DFE	6.75 lb	4	1:800	0.16	\$ 193.29	\$ 82.14	64%
14	Ware Wash	Warewash Detergent	DRUM	18077	Ecolab	Spearhead	.	30 gal	drum	1:1600	0.075	\$ 2,022.24	\$ 344.05	86%
15	Ware Wash	Warewash Detergent	PAIL	12740	Ecolab	Super Trump	.	1 gal	4	1:640	0.2	\$ 306.42	\$ 43.90	88%
16	Ware Wash	Quanternary Disinfectant / Sanitizer	PAIL	17708	Ecolab	Oasis 146	EPA	2.5 gal	container	1:512	0.25	\$ 130.41	\$ 60.58	62%
17	Ware Wash	Liquid Dish Machine Detergent with Conditioners	1	12716	Ecolab	Ultra Klene	.	5 gal	pail	1:896	0.15	\$ 199.69	\$ 82.14	65%
18	Ware Wash	Rinse Additive	DRUM	10918	Ecolab	Rinse Dry	.	15 gal	drum	1:40064	0.0032	\$ 1,895.90	\$ 320.24	86%
19	Ware Wash	Quanternary Disinfectant / Sanitizer	CASE	17708	Ecolab	Oasis 146	EPA	2.5 gal	container	1:512	0.25	\$ 130.41	\$ 58.44	62%
20	Ware Wash	Quanternary Disinfectant / Sanitizer	CASE	17708	Ecolab	Oasis 146	EPA	2.5 gal	container	1:512	0.25	\$ 130.41	\$ 58.44	62%
21	Ware Wash	Surface Degreaser	CASE	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	65%
22	Ware Wash	Heavy Duty Solvent Degreaser	PAIL	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	58%
23	Ware Wash	Quaternary Sanitizer	1	17708	Ecolab	Oasis 146	EPA	2.5 gal	container	1:512	0.25	\$ 130.41	\$ 58.44	55%
24	Ware Wash	Rinse Additive	PAIL	10934	Ecolab	Rinse Dry	.	5 gal	pail	1:40064	0.0032	\$ 634.92	\$ 104.87	83%
25	Ware Wash	Surface Degreaser	PAIL	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	58%
26	Ware Wash	Pot & Pan Manual Detergent (EPA,SDSI)	1	6100320	Ecolab	Liquid Pot and Pan Det.	DFE	5 gal	pail	1:2048	0.062	\$ 146.87	\$ 71.37	51%
27	Ware Wash	Antimicrobial Hand Soap	CASE	14886	Ecolab	Antibacterial CNS	.	1 gal	4	RTU	RTU	\$ 233.97	\$ 72.48	69%

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28	Ware Wash	Non Ammoniated Floor Stripper	4	6100034	Ecolab	Heavy Duty Low Odor Floor Finish Remover	Green Seal	5 gal	pail	1:09	14	\$ 148.52	\$ 80.70	46%
29	Ware Wash	Rinse Additive	CASE	10942	Ecolab	Rinse Dry	.	1 gal	4	1:40064	0.0032	\$ 552.52	\$ 86.06	84%
30	Ware wash	Powdered Dish Machine Detergent (EPA,SDSI)	CASE	6100316	Ecolab	Apex Chlor. Free Det	DFE	6.75 lb	4	1:800	0.16	\$ 193.29	\$ 82.14	58%
31	Ware Wash	Kitchen Ware Destainer (EPA,SDSI)	15	17583	Ecolab	Dip It XP	.	1.75 lb	8	1:256	0.5	\$ 187.37	\$ 42.86	77%
32	Ware Wash	Scented Air Freshener	PAIL	6100134	Ecolab	Orchard Mist	.	2.5 gal	container	1:32	4	\$ 189.34	\$ 108.68	43%
33	Ware Wash	Warewash Detergent	CASE	12740	Ecolab	Super Trump	.	1 gal	4	1:640	0.2	\$ 306.42	\$ 43.90	86%
34	Ware Wash	Solid Silverware Presoak	CASE	12922	Ecolab	Silver Power	.	8 lb	2	1:1600	0.075	\$ 327.36	\$ 73.70	77%
35	Ware Wash	Heavy Duty Solvent Degreaser	DRUM	6100322	Ecolab	Degreaser	.	1 gal	4	1:128	1	\$ 140.63	\$ 59.39	58%
36	Ware Wash	C-841 Stainless Steel Polish & Cleaner	CASE	18903	Ecolab	Stainless Steel Cleaner and Polish	.	17 oz	12	RTU	RTU	\$ 235.53	\$ 50.23	79%
37	Ware Wash	Drying Agent for High Temp Dish Machine (Hard Water) (EPA,SDSI)	1	10934	Ecolab	Rinse Dry	.	5 gal	pail	1:40064	0.0032	\$ 634.92	\$ 104.87	83%
38	Ware Wash	Bulk Foaming Hand Soap (EPA,SDSI)	2	380204	WAXIE	Waxie Elegante Foaming Hand Soap	.	1 Gal	4	RTU	.	\$ 66.37	\$ 28.08	58%
39	Ware Wash	Delimer for Steamers & Dish Machine	4	6100823	Ecolab	Limeaway Select	EPA	1 gal	4	1:128	1	\$ 108.32	\$ 41.19	62%
40	Ware Wash	High-Temp Griddle Cleaner	CASE	10127	Ecolab	High Temp Grill Cleaner	.	32 oz	6	RTU	RTU	\$ 151.86	\$ 57.37	62%
41	Ware Wash	Alkaline Solvent Degreaser	CASE	6100322	Ecolab	Degreaser	DFE	1 gal	4	1:128	1	\$ 167.42	\$ 59.39	65%

