

January 1, 2016

Re: Proposal for Laboratory Safety & Responsible Chemical Management for Your School District

We are pleased to present the attached proposal for Your School District.

Safe laboratory science and responsible chemical management throughout your district is possible with the services we have outlined in this solutions proposal. Your desired implementation of your state's science standards and STEM initiatives in your schools that employ inquiry-based activities for your students, require laboratory activities that will include the use of laboratory chemicals and apparatus. Flinn clearly stands above other providers in the ability to offer materials and practices that will help make those teaching and learning experiences safe.

The attached proposal addresses the components of your state's chemical compliance aspects – including Flinn's *Chemventory 2.0* software for managing chemical inventories of all your school sites, cost minimization of chemical disposal, and a chemical hygiene plan (CHP) including the ongoing safe chemical management and life cycle management of laboratory chemicals. Furthermore, Flinn's safety training of all of your School District's science staff and safety self-assessment tools for all of the district's science classrooms, science chemical storerooms and science laboratories is provided in the proposal.

Chemical inventories and safety assessment discoveries will be recorded and reported for both school and district administration at the completion of the proposed services. Flinn remains committed to the ongoing safety of your staff and students with the 5-year site licensing of the software and services, as contracted through our company.

We believe Flinn Scientific offers an unparalleled offering to best assure your district provides a safe and responsible teaching and learning environment for your staff and their students.

We welcome your review and are available to answer any questions. I will plan to follow-up with you within the week.

Respectfully,

Tom Trapp
National Account Development
Flinn Scientific
www.FlinnSci.com/TomTrapp
for Science Services, Solutions & Systems
402-960-5578
ttrapp@FlinnSci.com

PROPOSAL

***Complete Solution for
Safe Laboratory Science & Responsible Chemical Management
for Your School District***

January 1, 2016

Thomas Trapp
National Account Development
ttrapp@FlinnSci.com

Flinn Scientific, Inc.
770 Raddant Road
Batavia, IL 60650
www.FlinnSci.com/TomTrapp

Science Director

January 1, 2016

Your School

The attached proposal provides Your School District the most comprehensive solution of services, software, site assessments, and staff professional development for a safe laboratory science environment.

Flinn Scientific, Inc. (Flinn) is proposing the attached scope of work for your Schools.

Scope of Work Proposed:

1. Flinn Chemventory 2.0 – Item #SE3000 – Sole Source Provider, Flinn Exclusive

5-year site licenses for each of your schools' science classrooms.

Chemical Inventories will be completed by each of your schools to identify current holdings and label said chemicals in a safe and compatible system. All Chemical Inventories offer the Administration the opportunity to access and review inventories for each location. All chemical labels include GHS-approved labeling for GHS compliance. We will co-term any prior purchased licenses will expiration of the newly purchased licenses.

2. District Chemical Hygiene Plan – CHP – Flinn Exclusive

Flinn will provide TPS Draft Copy for the district customization of a Chemical Hygiene Plan. The customized plan for your district can be developed for submission to district officials for your final approvals.

3. Safety Data Sheets – SDS File containing ALL Flinn Scientific chemicals - #AP7713 – Flinn Exclusive

An electronic file will be provided for all Flinn chemicals to each school whose has a Chemventory site license. This supports the OSHA plan requirement of having SDS' on site at each location, available to staff, students and authorities. This file will include a SDS for all Flinn chemicals, not just those in inventory.

4. Manual - Science Classroom Safety and the Law, by Kelly Ryan - #AP6118

Flinn will provide one copy per High & Middle School. This manual educates science teachers about court cases that apply to science education so they have additional knowledge necessary to make the "right" decisions regarding science safety.

5. Student Safety Contracts – #AP4236 / #AP6765 – Flinn Exclusive

Flinn will provide for each teacher's use with students & parents. Encourages safe and responsible learning experiences for students in an inquiry-rich teaching and learning environment. Encourages parental awareness and support of safe science practices in laboratories.

6. Flinn Chemical Storage Pattern Poster – #AP6196 – Flinn Exclusive

Provided in conjunction with each Chemventory 2.0 site license - Large, easy-to-read type makes it simple to group and properly store your chemicals into their appropriate chemical compatible families.

7. Flinn Chemical Storage Labels – #STORAGE – Flinn Exclusive

Flinn will provide these chemical storage "sticker sheets" in conjunction with each schools' Chemventory 2.0 site license. These labels are used for marking locations of chemical storage shelves for compatible chemical storage.

8. GHS Pictogram Labels & Poster - #SE1080, AP7650 – Flinn Exclusive

Provided in conjunction with each schools' Chemventory 2.0 site license. These labels meet GHS labeling requirements for labeling select chemicals and posters provide understanding and training regarding reading GHS label content.

9. Flinn's Cost-Effective Chemical Disposal Recommendations – Flinn Exclusive

Flinn will offer guidance to TPS to help minimize TPS's expenses to dispose of unwanted chemicals from your schools. Upon completion of the chemical inventories by your district's science personnel, Flinn will share recommended best practices to reduce the costs of unwanted and unmerited chemicals from your schools.

10. Flinn's Laboratory Safety Assessment Package – 2-Year Site License - #AP7387 – Flinn Exclusive

Flinn will provide TPS's schools with Safety Inspection data sheets that will allow your science staff to assess over 200 discreet items as part of a thorough Science Facilities & Equipment Assessment. Forms provided will address all science classrooms and laboratories for the proper equipment and facilities needed for science activities. Limited On-site (train-the-teachers) will be provided.

11. Flinn's Laboratory Safety Assessment – Data Services - #DS-AP7387 – Flinn Exclusive

Flinn will input the data elements from all the Safety Self-Inspections provided by your schools into the Flinn Safety Inspection Software allowing for:

Confirmation all items were checked and reviewed, as recommended.

Reporting of any items for review by the district for preventative maintenance, repair, or replacement.

Global Harmonization System (GHS) Compatible Labeling per new compliance standards.

12. Flinn's Online Laboratory Safety Course – Flinn Exclusive – Website included for each Science Teacher – Certificated and potentially eligible for 7 Hours of Professional Development – Continuing Education Credits (CEC's). TPS will be responsible for granting these credits. Recertification is recommended after 2 years. And a 1-hour, certificated, recertification course is available. All science staff should have certificated completion of this course, and record on file in TPS' MyLearningPlan Professional Development library.

13. Flinn as TPS' Contracted Vendor – Laboratory Chemicals – Flinn Exclusive Labeling

With the selection of Flinn Scientific as your district's primary supplier for Laboratory Chemicals for all schools throughout the district, Flinn will offer your district a catalog discount on all chemical purchases from the respected Flinn Chemical Catalog Reference Manual. All Flinn chemicals meet GHS labeling requirements and all SDS have been updated to be GHS compliant. This discount will remain in effect through the 2016 calendar year with the option to renew if volume purchases exceed established purchase volume thresholds.

14. FlinnChem Compliance Review and Management – Flinn Exclusive & Sole Provider –

Flinn will review all of TPS's contracted laboratory chemical orders. This review ensures the responsible life-cycle management of chemicals in your schools by:

Minimizing Purchase Quantities to reduce over-ordering and waste

Reviewing Orders to keep unwanted / forbidden chemicals from being ordered by district personnel

Providing guidance for Cost-Effective Chemical Disposal, when required.

We believe that the scope of work proposed will level set the district's science facilities' classrooms, laboratories, and chemical storerooms with a thorough safety assessment by your district's science staff.

Your staff's teaching and student's learning environment and preparedness for safe science activities will be baselined to a new and certified level both in 2016 and beyond. Achieving ongoing compliance thereafter should be significantly more attainable with the process mechanisms that are proposed.

The enclosed proposed pricing is firm through July 31, 2016, if contracted by that date, pending your School District's Board of Education approvals, if/as required.

We look forward to your all review and welcome any questions you may have.

Proposals Team
Flinn Scientific, Inc.
www.FlinnSci.com

Attachments: Flinn Scientific, Inc. Sole Source Letter & Custom Priced Proposal available upon request.

Flinn Scientific, Inc. (www.FlinnSci.com) is the exclusive provider and sole source of the products, services, and processes as outlined herein. All rights reserved. January, 2016.