



194 Washington Avenue
Suite 300
Albany, New York 12210
800-421-9010
www.nyspsp.org

August 16, 2017

John Normile
Director, Contract Management
NYS Office of General Services
ESP – Corning Tower – 38th fl
Albany, NY 12242

Medicine Cups – New Product Line

Dear Mr. Normile:

Enclosed please find our product application and supporting materials for a new product line located at the Central Association for the Blind and Visually Impaired, our affiliated agency in Utica, NY. On July 25th we received notification that Empire State Development recommended denying this application as a Preferred Source designation. We are looking forward to input and guidance on this application from the Procurement Council meeting scheduled for September 20th.

Commodity Description

Suppliers

NYS PSP and CABVI are pleased to be in partnership with Mountainside Medical Equipment as the supplier for this product line. Mountainside Medical is a Service Disabled Veteran Owned Small Business located right near CABVI in Marcy, NY and has been a supplier partner for several years. Mountainside Medical Equipment specializes in medical supplies and equipment for healthcare professionals and at home patients and they are a great NYS PSP support looking to help our mission to provide state government customers quality affordable products while providing labor for blind and visually impaired workers in New York State.

Labor Overview

These products provide CABVI employees a steady production line with established annual sales which help ensure labor hours and secure employment for our blind and visually impaired employees. The labor involved is repacking from large bulk cartons into smaller case sizes. The hope is that product sales will increase by adding these to the Preferred Source listing and in-turn labor hours will increase as well.

The labor steps consist of receiving the bulk product in and placing onto the work stations, forming corrugated cases, pulling out the quantities needed from the bulk carton, packaging into the corrugated, sealing & labeling the corrugated, palletizing and shrink wrapping for warehousing.

CABVI is well qualified to perform this value-add and meet customer demand as they have been producing for many years.

Phase In

CABVI currently has well-trained staff performing production and repackaging in their manufacturing facilities. Adding these products will allow the opportunity for this line to be run on a steady basis, providing consistent employment. There will be training provided but CABVI does not anticipate any major time demands for this phase-in.

Market Information/Comparative Pricing Analysis

This line of Medicine Cups can be utilized by many New York State customers that are involved with dispensing any kind of medications. We are proud to offer NYSPSP customers a high quality product at a price that is statutorily compliant and does not exceed 10% above prevailing market price for this commodity. We also are able to provide options for our customers within the line for varying needs.

Impact Assessment on NYS Vendor/Suppliers - NYS Small Business Impact

There should be no significant impact to a substantial number of NYS businesses especially given our supplier is the local small business- this partnership is a win-win for NY.

As always, we strive to be a reliable supplier of quality products to meet customer needs and welcome any questions or clarifications you might require as you perform your review. Thank you for your consideration on this matter

Sincerely,



Colleen Franchini
Program Manager
NYSPSP



136 State Street
2nd Floor
Albany, New York 12207
800-421-9010
www.nyspsp.org

Commodity Application

March 27, 2017

MEMBER AGENCY INFORMATION:

Central Association for the Blind and Visually Impaired (CABVI)
507 Kent Street
Utica, NY 13501

Agency Contact: Katie Humphreys Title: VP of Products & Distribution

Phone: 315-797-2233

Fax: 315-223-4524

Email: katieh@cabvi.org

PRODUCT INFORMATION: New Product

Commodity Description: Medicine Cups OGS Group #: 10100

Type of work to be performed on commodity at the preferred source location: Repackaging

Pricing:

Style #	Description	UOM	Proposed Price per Case
176	Medicine Cups, Plastic 1oz, graduated markings, 100/slv 10slv/cs	CS	\$ 9.01
176.1	Medicine Cups, Paper Souffle 1oz, 250/bx 5bx/cs	CS	\$ 10.97
176.5	Medicine Cup, Plastic 5oz	CS	\$ 15.85

Is the price submitted with 15% of the prevailing market price? Y or N: YES (see market comparisons on CA Matrix form)

ANTICIPATED SALES VOLUMES:

Customers: Anticipated customers will be any facility that dispenses medicine. State run hospitals, county nursing homes, public schools and OPWDD facilities across New York State are a few examples of potential customers. This commodity can be used by any medical style facility or care community to provide their patients medicine in a safe and sanitary way.

Annual Sales \$: Estimated annual sales will be ~\$15,892 or 1,360 units collectively.

LABOR INFORMATION:

Basing a standard year on 7.5 hours per day, 5 days per week, 50 weeks per year (2wks vacation) = 1875 hours

Est. annual direct labor hours to produce this commodity line: 43.56/ 1875 = 0.0232 FTEs

Est. annual blind labor hours to produce this commodity line: 36.25/ 1875 = 0.0193 FTEs

75% of the direct labor on this commodity line will be performed by employees who are blind. Across all offerings, CABVI and NYSPSP for people who are blind maintain a direct labor ratio of 75% blind labor.

Labor Steps: These products will be pulled from our unfinished inventory and set up at the work station. They will then be repacked from a bulk case into smaller case sizes by opening the bulk case, forming the new corrugated and taping one end, pulling out the sleeves/boxes of cups and inserting the necessary number into the new corrugated, sealing the corrugated and labeling then placing on a pallet and shrink wrapping full pallets for warehousing.

NEW PRODUCT INFORMATION:

Is this product or a substantially similar product offered by another preferred source entity? N or Y: No

Is the commodity line under State Contract? N or Y: Yes (see Price Comps in CA Matrix)

Is this offered by a NYS Business to NYS? N or Y: No (our supplier is the local NYS business offering this product so it is a win-win)

NYSPSP Supplier: Mountainside Medical Equipment, 9262 Old River Rd, Marcy, NY 13403

BENEFIT TO NYS:

The addition of these Medicine Cups is in direct response to the needs of our customer OPWDD and the multiple houses within New York State that use these cups for various medication dispensing. Although the request was originated from a single customer, the need for this commodity exists throughout NY State. We have chosen these specific cups to meet all the needs communicated to us by the customer directly and in anticipation of meeting broad demand from many other customers. The benefit of having these on the Preferred Source listing is for ease of purchase for the customers and support of the mission to employ people who are blind and visually impaired. CABVI will be adding value and work hours to their Utica, NY facility by reducing the bulk sized packages to a smaller more storage and economical friendly size for the NYS customer.

This application is being submitted for review to both NYS Office of General Services and to NYS Empire State Development for concurrent review to be added to the list of Preferred Source Offerings made through NYS Preferred Source Program for People who are Blind (NYSPSP).

Please refer any questions or concerns to:

Authorized Signature:



Printed Name and Title: Colleen Franchini, NYSPSP Program Manager
Phone: 518-621-0640 Email: cfranchini@nyspsp.org

SECTION 1 - Product Information											SECTION 3 LABOR HOURS SUMMARY						SECTION 4 - COMPETITIVE PRICE ANALYSIS												
Line #	Type of Request	NYSPSP Item #	Product Description	Additional Product Info	MNF#	Qty per UOI	UOI	NEW NYSPSP Proposed Sell Price	NYSPSP Sell Price per each	Est Annual Volume in UOI	Est Annual Sales	Total Labor Hours / Unit	Blind Labor Hours / Unit	Total Labor Hours / Year	Blind Labor Hours / Year	Total Direct Labor FTE's / yr	Total Blind Labor FTE's / yr	COMP 1: OGS NYS Contract: Medline Contract					COMP 2: OGS NYS Contract: MedPart/Medline Contract						
																		Contract #	Part #	QTY per UOI	Price	Price per Ea	NYSPSP vs COMP	Contract #	Part#	QTY per UOI	Price	Price per Ea	NYSPSP vs COMP
1	Add to Preferred Source	176	Medicine Cups, Plastic 1oz, 100/siv 10s/vcs	High grade flexible polyethylene plastic with graduated markings for measurement, clear	4258	1000	CS	\$ 9.01	\$0.0090	650	\$5,856.50	0.0322	0.0272	20.93	17.68	0.0112	0.0094	NA	NA	NA	NA	NA	NA	NA	DYND80000 (Medline)	5000	\$40.94	\$0.0082	10%
2	Add to Preferred Source	176.1	Medicine Cups, Paper Souffle 1oz, 250/bx 5b/vcs	Paper pleated cup with rolled lip, white	GENF100	1250	CS	\$ 10.97	\$0.0088	250	\$2,743.07	0.0267	0.0227	6.69	5.69	0.0036	0.0030	PC66415	NON024220	5000	\$42.70	\$0.0085	2.78%	PC66414	009-17459 (MedPart)	5000	\$53.97	\$0.0108	-19%
3	Add to Preferred Source	176.5	Medicine Cup, Plastic 5oz	Disposable drinking cups with a ribbed center for gripping, clear	4255	1000	CS	\$ 15.85	\$0.0159	460	\$7,292.57	0.0347	0.0280	15.95	12.88	0.0085	0.0069	PC66415	NON03005	2500	\$42.66	\$0.0171	-7.09%	PC66414	009-PCCC5 (MedPart)	2500	\$36.45	\$0.0146	9%
SUBTOTALS -->>										1,360	\$15,892.14	0.0936	0.0779	43.56	36.25	0.0232	0.0193												

MATERIALS DETAIL					MATERIALS DETAIL					MATERIALS DETAIL							
176	Medicine Cups, Plastic 1oz, gradu				1	176.1	Medicine Cups, Paper Souffle 1oz,				2	176.5	Medicine Cup, Plastic 5oz				3
Description and part number from supplier	Unit Purchased from Supplier In	Cost from Supplier	Portion of Unit Purchased that is used per UOI	Cost per UOI	Description and part number from supplier	Unit Purchased from Supplier In	Cost from Supplier	Portion of Unit Purchased that is used per UOI	Cost per UOI	Description and part number from supplier	Unit Purchased from Supplier In	Cost from Supplier	Portion of Unit Purchased that is used per UOI	Cost per UOI			
Medicine Cup, Plastic 1oz #4258	5000/CS	\$ 31.00	0.2000	\$ 6.2000	Medicine Cup, Paper Souffle 1oz #GENF100	5000/CS	\$ 33.50	0.2500	\$ 8.3750	Medicine Cup, Plastic, 5oz #4255	2500/CS	\$ 27.00	0.4000	\$ 10.8000			
Corrugated 10x4x8-1/4	EA	\$ 0.76	1.0000	\$ 0.7600	Corrugated 13-5/8x7-1/4x3-5/8	1	\$ 0.81	1.0000	\$ 0.8100	Corrugated 12-5/8x5-1/8x11-3/4	1	\$ 0.89	1.0000	\$ 0.8900			
Label	EA	\$ 0.10	1.0000	\$ 0.1000	Label	1	\$ 0.10	1.0000	\$ 0.1000	Label	1	\$ 0.10	1.0000	\$ 0.1000			
Packing Tape	YD	\$ 0.2640	0.5000	\$ 0.1320	Packing Tape	YD	\$ 0.2640	0.2000	\$ 0.0528	Packing Tape	YD	\$ 0.2640	0.5000	\$ 0.1320			
Shrink Wrap	YD	\$ 0.0063	1.0000	\$ 0.0063	Shrink Wrap	YD	\$ 0.0063	0.5000	\$ 0.0032	Shrink Wrap	YD	\$ 0.0063	1.0000	\$ 0.0063			
Pallet	EA	\$ 5.8700	0.0035	\$ 0.0204	Pallet	EA	\$ 5.8700	0.0044	\$ 0.0261	Pallet	EA	\$ 5.8700	0.0089	\$ 0.0524			
MATERIALS TOTAL				\$ 7.2187	MATERIALS TOTAL				\$ 9.3670	MATERIALS TOTAL				\$ 11.9807			

LABOR DETAIL

ITEM#: 176	Medicine Cups, Plastic 1oz, graduated markings, 100/slv 10slv/cs	1		
PRODUCTION DAYS PER YEAR =	250	NUMBER PRODUCTION HRS PER DAY =	7.5	
STANDARD HOURS PER Full Time Equiv (FTE/BWY) (ex: 250 days x 8 HRS/DY = 2000 HRS)				1875

DIRECT LABOR STEP #	DIRECT LABOR Step Description	UNITS PER HOUR	HOURS PER UNIT	WAGE RATE	COST PER UNIT	PRODUCTIVITY (% OF STANDARD) based upon time study		Choose whether this is a sighted step or a blind step by selecting one or the other in the productivity % column to the left				DIRECT LABOR STEP #	DIRECT LABOR Step Description	UNITS PER HOUR	HOURS PER UNIT	WAGE RATE	COST PER UNIT	PRODUCTIVITY (% OF STANDARD) based upon time study		Choose whether this is a sighted step or a blind step by selecting one or the other in the productivity % column to the left															
						BLIND	SIGHTED	EST BLIND HOURS PER UNIT	BLIND EST UNIT COST	EST SIGHTED HOURS PER UNIT	EST SIGHTED UNIT COST							BLIND	SIGHTED	EST BLIND HOURS PER UNIT	BLIND EST UNIT COST	EST SIGHTED HOURS PER UNIT	EST SIGHTED UNIT COST												
		(I+C)	(D+E)					(D+G)	(F+G)	(D+H)	(F+H)			(I+C)	(D+E)					(D+G)	(F+G)	(D+H)	(F+H)												
1	Pull bulk product from stock and set-up in packaging area.	200.00	0.0050	\$ 11.00	\$0.0550		100%	0.0000	\$ -	0.0050	\$ 0.0550	1	Pull bulk product from stock and set-up in packaging area.	250.00	0.0040	\$ 11.00	\$0.0440		100%	0.0000	\$ -	0.0040	\$ 0.0440	1	Pull bulk product from stock and set-up in packaging area.	150.00	0.0067	\$ 11.00	\$0.0733		100%	0.0000	\$ -	0.0067	\$ 0.0733
2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -
3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -	3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -	3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -
4	Pull out sleeves of cups (100 cups per sleeve) from bulk and place 10 sleeves into corrugated carton, seal	60.00	0.0167	\$ 11.00	\$0.1833	80%		0.0133	\$ 0.1467	0.0000	\$ -	4	Pull out boxes of cups (250 cups per box) from bulk and place 5 boxes into	85.00	0.0118	\$ 11.00	\$0.1294	80%		0.0094	\$ 0.1035	0.0000	\$ -	4	Pull out sleeves of cups (100 cups per sleeve) from bulk and place 10 sleeves into	60.00	0.0167	\$ 11.00	\$0.1833	80%		0.0133	\$ 0.1467	0.0000	\$ -
5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	250.00	0.0040	\$ 11.00	\$0.0440	80%		0.0032	\$ 0.0352	0.0000	\$ -	5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	200.00	0.0050	\$ 11.00	\$0.0550	80%		0.0040	\$ 0.0440	0.0000	\$ -

TOTAL EMPLOYEES REQUIRED PER SHIFT AT FULL CAPACITY	2	TOTAL HRS / UNIT	blind 0.0272	total 0.0322	sighted 0.0050	
TOTAL DIRECT LABOR COST/UNIT	\$ 0.4290	TOTAL DIRECT LABOR COST/UNIT	\$ 0.3567	INDIRECT LABOR %	100%	\$ 0.43

LABOR DETAIL

ITEM#: 176.1	Medicine Cups, Paper Souffle 1oz, 250/bx 5bx/cs	2		
PRODUCTION DAYS PER YEAR =	250	NUMBER PRODUCTION HRS PER DAY =	7.5	
STANDARD HOURS PER Full Time Equiv (FTE/BWY) (ex: 250 days x 8 HRS/DY = 2000 HRS)				1875

DIRECT LABOR STEP #	DIRECT LABOR Step Description	UNITS PER HOUR	HOURS PER UNIT	WAGE RATE	COST PER UNIT	PRODUCTIVITY (% OF STANDARD) based upon time study		Choose whether this is a sighted step or a blind step by selecting one or the other in the productivity % column to the left				DIRECT LABOR STEP #	DIRECT LABOR Step Description	UNITS PER HOUR	HOURS PER UNIT	WAGE RATE	COST PER UNIT	PRODUCTIVITY (% OF STANDARD) based upon time study		Choose whether this is a sighted step or a blind step by selecting one or the other in the productivity % column to the left															
						BLIND	SIGHTED	EST BLIND HOURS PER UNIT	BLIND EST UNIT COST	EST SIGHTED HOURS PER UNIT	EST SIGHTED UNIT COST							BLIND	SIGHTED	EST BLIND HOURS PER UNIT	BLIND EST UNIT COST	EST SIGHTED HOURS PER UNIT	EST SIGHTED UNIT COST												
		(I+C)	(D+E)					(D+G)	(F+G)	(D+H)	(F+H)			(I+C)	(D+E)					(D+G)	(F+G)	(D+H)	(F+H)												
1	Pull bulk product from stock and set-up in packaging area.	200.00	0.0050	\$ 11.00	\$0.0550		100%	0.0000	\$ -	0.0050	\$ 0.0550	1	Pull bulk product from stock and set-up in packaging area.	250.00	0.0040	\$ 11.00	\$0.0440		100%	0.0000	\$ -	0.0040	\$ 0.0440	1	Pull bulk product from stock and set-up in packaging area.	150.00	0.0067	\$ 11.00	\$0.0733		100%	0.0000	\$ -	0.0067	\$ 0.0733
2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -
3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -	3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -	3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -
4	Pull out sleeves of cups (100 cups per sleeve) from bulk and place 10 sleeves into corrugated carton, seal	60.00	0.0167	\$ 11.00	\$0.1833	80%		0.0133	\$ 0.1467	0.0000	\$ -	4	Pull out boxes of cups (250 cups per box) from bulk and place 5 boxes into	85.00	0.0118	\$ 11.00	\$0.1294	80%		0.0094	\$ 0.1035	0.0000	\$ -	4	Pull out sleeves of cups (100 cups per sleeve) from bulk and place 10 sleeves into	60.00	0.0167	\$ 11.00	\$0.1833	80%		0.0133	\$ 0.1467	0.0000	\$ -
5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	250.00	0.0040	\$ 11.00	\$0.0440	80%		0.0032	\$ 0.0352	0.0000	\$ -	5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	200.00	0.0050	\$ 11.00	\$0.0550	80%		0.0040	\$ 0.0440	0.0000	\$ -

TOTAL EMPLOYEES REQUIRED PER SHIFT AT FULL CAPACITY	2	TOTAL HRS / UNIT	blind 0.0227	total 0.0267	sighted 0.0040	
TOTAL DIRECT LABOR COST/UNIT	\$ 0.3567	TOTAL DIRECT LABOR COST/UNIT	\$ 0.36	INDIRECT LABOR %	100%	\$ 0.36

LABOR DETAIL

ITEM#: 176.5	Medicine Cup, Plastic 5oz	3		
PRODUCTION DAYS PER YEAR =	250	NUMBER PRODUCTION HRS PER DAY =	7.5	
STANDARD HOURS PER Full Time Equiv (FTE/BWY) (ex: 250 days x 8 HRS/DY = 2000 HRS)				1875

DIRECT LABOR STEP #	DIRECT LABOR Step Description	UNITS PER HOUR	HOURS PER UNIT	WAGE RATE	COST PER UNIT	PRODUCTIVITY (% OF STANDARD) based upon time study		Choose whether this is a sighted step or a blind step by selecting one or the other in the productivity % column to the left				DIRECT LABOR STEP #	DIRECT LABOR Step Description	UNITS PER HOUR	HOURS PER UNIT	WAGE RATE	COST PER UNIT	PRODUCTIVITY (% OF STANDARD) based upon time study		Choose whether this is a sighted step or a blind step by selecting one or the other in the productivity % column to the left															
						BLIND	SIGHTED	EST BLIND HOURS PER UNIT	BLIND EST UNIT COST	EST SIGHTED HOURS PER UNIT	EST SIGHTED UNIT COST							BLIND	SIGHTED	EST BLIND HOURS PER UNIT	BLIND EST UNIT COST	EST SIGHTED HOURS PER UNIT	EST SIGHTED UNIT COST												
		(I+C)	(D+E)					(D+G)	(F+G)	(D+H)	(F+H)			(I+C)	(D+E)					(D+G)	(F+G)	(D+H)	(F+H)												
1	Pull bulk product from stock and set-up in packaging area.	200.00	0.0050	\$ 11.00	\$0.0550		100%	0.0000	\$ -	0.0050	\$ 0.0550	1	Pull bulk product from stock and set-up in packaging area.	250.00	0.0040	\$ 11.00	\$0.0440		100%	0.0000	\$ -	0.0040	\$ 0.0440	1	Pull bulk product from stock and set-up in packaging area.	150.00	0.0067	\$ 11.00	\$0.0733		100%	0.0000	\$ -	0.0067	\$ 0.0733
2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	2	Open bulk case	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -
3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -	3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -	3	Form corrugated carton and tape one end.	100.00	0.0100	\$ 11.00	\$0.1100	80%		0.0080	\$ 0.0880	0.0000	\$ -
4	Pull out sleeves of cups (100 cups per sleeve) from bulk and place 10 sleeves into corrugated carton, seal	60.00	0.0167	\$ 11.00	\$0.1833	80%		0.0133	\$ 0.1467	0.0000	\$ -	4	Pull out boxes of cups (250 cups per box) from bulk and place 5 boxes into	85.00	0.0118	\$ 11.00	\$0.1294	80%		0.0094	\$ 0.1035	0.0000	\$ -	4	Pull out sleeves of cups (100 cups per sleeve) from bulk and place 10 sleeves into	60.00	0.0167	\$ 11.00	\$0.1833	80%		0.0133	\$ 0.1467	0.0000	\$ -
5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	250.00	0.0040	\$ 11.00	\$0.0440	80%		0.0032	\$ 0.0352	0.0000	\$ -	5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	300.00	0.0033	\$ 11.00	\$0.0367	80%		0.0027	\$ 0.0293	0.0000	\$ -	5	Place finished cartons on a pallet and shrink wrap pallet for warehousing.	200.00	0.0050	\$ 11.00	\$0.0550	80%		0.0040	\$ 0.0440	0.0000	\$ -

TOTAL EMPLOYEES REQUIRED PER SHIFT AT FULL CAPACITY	2	TOTAL HRS / UNIT	blind 0.0280	total 0.0347	sighted 0.0067	
TOTAL DIRECT LABOR COST/UNIT	\$ 0.4583	TOTAL DIRECT LABOR COST/UNIT	\$ 0.46	INDIRECT LABOR %	100%	\$ 0.46



136 State Street
 2nd Floor
 Albany, New York 12207
 800-421-9010
www.nyspsp.org

VALUE ADDED STATEMENT FOR COMMODITIES

MEMBER AGENCY INFORMATION:	CABVI - Central Association for the Blind and Visually Impaired
USER AGENCY:	OPWDD and other State government agencies with a need for this product
LOCATION:	507 Kent St., Utica, NY 13501
COMMODITY PROVIDED:	Medicine Cups (various sizes & material)

VALUE ADDED TO COMMODITY (select one)

DESCRIBE CHANGE TO PHYSICAL STATE WHICH ENHANCES VALUE:

Re-packing from bulk size to a more usable smaller case quantity.

OR

DESCRIBE HOW COMMODITY HAS BEEN ALTERED OR PROCESSED TO INCREASE VALUE OR PROVIDE BENEFITS TO MEET CUSTOMERS' NEEDS:

DIRECT LABOR WORKFORCE (COMBINED TOTAL OF FTEs FOR PRODUCT LINE)

TOTAL FULL TIME EQUIVALENTS (FTEs):	0.0232
TOTAL BLIND WORKFORCE (FTEs):	0.0193

Based upon information submitted by the aforementioned member agency, the value added for the commodity in this application complies with the minimum Direct Labor Workforce requirements as set forth in the NYS Procurement Council

Preferred Source Guidelines as follows:

CHECK ONE BOX BELOW

<input type="checkbox"/>	1	The total direct labor workforce involved in this application is comprised of more than 10 employees (FTEs). A minimum of 75% of these employees are disabled.
<input type="checkbox"/>	2	The total direct labor workforce involved in this application is comprised of more than 10 employees (FTEs). At this time less than 75% of the employees are blind or visually impaired. We are requesting a period of no more than 6 months following the approval of this application by the NYS Office of General Services (OGS) in which to implement the 75% blind worker requirement. A revised value added statement will be submitted at that time confirming that 75% of the employees are disabled.
<input checked="" type="checkbox"/>	3	The total direct labor workforce involved in this application is comprised of 10 or fewer employees (FTEs). A majority of these employees are blind or visually impaired.
<input type="checkbox"/>	4	This is a partnership agreement. The required minimum percentage (51%) of employees are blind or visually impaired.

NYSPSP

FACILITATING AGENCY	Date
By: Colleen Franchini	3/27/2017
SIGNATURE	
Program Manager- Administration	TITLE
PRINT NAME	TITLE

Mountainside Medical Equipment

P.O. Box 247 ~ 9262 Old River Road
 Marcy, NY 13403

Phone: 315-768-3030 - Toll Free 888-687-4334
 Fax: 315-768-6111

MDU502

Invoice

Date	Invoice #
12/21/2016	263682

Bill To
Central Association for the Blind 507 Kent Street Utica, N.Y. 13501 Attn: Accounts Payable

Ship To
Central Association for the Blind 2270 Dwyer Avenue Warehouse Utica, NY 13501 *** No Deliveries After 2:00 ***

P.O. No.		Terms	Ship Via	Customer Notes	Ship Date	Order Date	Rep
44688-00		Net 30		Delivery: Monday	12/21/2016		CMN
Qty	U/M	Item	Description			Rate	Amount
50	cs	GENF100	Cups, 1oz. Paper Souffle, 250/bx, 20 bxs/cs (5000/cs)			33.50	1,675.00
GENF100- 176.1 NYSPSP							
RECEIVED JAN 03 2017							

*** Orders may be subject to a manufacturers 25% restocking fee if returned. ***
 *** Discrepancies and damages must be reported within 72 hours of delivery. ***

Delivery: Monday

Sales Tax	\$0.00
Total	\$4,925.00
Payments Applied	\$0.00
Balance Due	\$4,925.00

Mountainside Medical Equipment

P.O. Box 247 ~ 9262 Old River Road
 Marcy, NY 13403

Phone: 315-768-3030 - Toll Free 888-687-4334
 Fax: 315-768-6111

MOU500

Invoice

Date	Invoice #
1/25/2017	264529

Bill To
Central Association for the Blind 507 Kent Street Utica, N.Y. 13501 Attn: Accounts Payable

Ship To
Central Association for the Blind 2270 Dwyer Avenue Warehouse Utica, NY 13501 *** No Deliveries After 2:00 ***

P.O. No.	Terms	Ship Via	Customer Notes	Ship Date	Order Date	Rep
44925-00	Net 30		Delivery: Monday	1/18/2017		CMN
Qty	U/M	Item	Description	Rate	Amount	
100	cs/50/100	4258	176-NYSPSP Cup, 1oz Plastic Medicine, Economy, 100/pk, 50pks/cs (5000/cs) Dynarex®	31.00	3,100.00	
50	cs/25/100	4255	176.5-NYSPSP Cup, 5oz. Plastic Drinking, 100/pk, 25pk/cs (2500/cs) Dynarex®	27.00	1,350.00	

RECEIVED FEB 5 2017

*** Orders may be subject to a manufacturers 25% restocking fee if returned. ***
 *** Discrepancies and damages must be reported within 72 hours of delivery. ***

Delivery: Monday

Sales Tax	\$0.00
Total	\$4,450.00
Payments Applied	\$0.00
Balance Due	\$4,450.00



WE CARE LIKE FAMILY

Medicine Cups

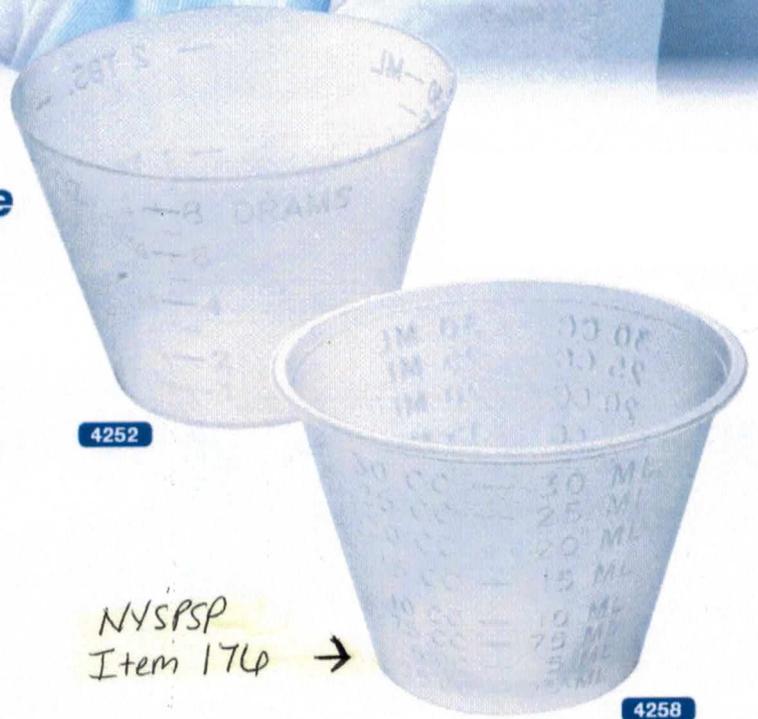
Manufactured of strong flexible virgin polypropylene material with easy-to-read gradations on all sides

4252

- Fluid Ounces (1/8, 1/4, 1/2, 3/4, 1)
- Drams (1-8 in 1 dram increments)
- Teaspoons (1/2, and 1)
- Tablespoons (1 and 2)
- cc or mL: (2.5, 5, 7.5, 10, 15, 20, 25, 30)

4258 (Economy)

- cc or mL: (2.5, 5, 7.5, 10, 15, 20, 25, 30)



See our website for our Disposable 3 oz. Cups (#4235)



Reorder No.	Description	Quantity
4252	Medicine Cup-1 oz.	50/100/Cs
4258	Medicine Cup-1 oz. (Economy)	50/100/Cs



Find us on:



dynarex is your one-stop medical supply company since 1967

For more information contact your local Dynarex® distributor sales representative.

Or call **888-396-2739** to find your nearest distributor.

10 Glenshaw Street • Orangeburg, NY 10962 • www.dynarex.com



Disposable 3 oz Cups

High Value, High Quality Drinking Cups

Translucent cup made from high impact polypropylene that is both sturdy and shatterproof, yet flexible.

- Versatile, general purpose drinking cups
- Used in hospitals, dentistry, home care and office
- Rolled lip for easy separation
- Ribbed in the center for easy handling and sturdy construction

Dimensions:

Top Diameter: 2 1/4"
 Bottom Diameter: 1 1/2"
 Height: approx. 2 1/4"



*NYS PSP
 Item# 176.5
 5oz = 4255*

Reorder No.	Description	Quantity
4235	3 oz Cups	100/25/Cs

See our website for our complete line of drinking cups



*Depending on market demand and Dynarex stock, we will be happy to address any orders for items currently not shown.

For more information contact your local Dynarex® distributor sales representative.
 Or call **888-396-2739** to find your nearest distributor.

Already mobile?
 Scan your smart phone here for more information.



Find us on:



SPECS

Capacity	1 oz.
Color	White
Green / Environmentally-Friendly	Yes
Material	Compostable Paper
Shape	Round
Type	Cups

NYSPPSP
Item# 176.1

Details

This Genpak F100 1 oz. paper souffle / portion cup is ideal for serving sauces, condiments, and dressings. It can also be used in health care as a medicine cup! Its design of tightly rolled rims and box pleats makes this cup regarded as the best in the industry. This item is not recommended for baking.

Dimensions:

Top Diameter: 1 5/8"

Height: 1"

Capacity: 1 oz.

**Biodegradable**

Upon disposal, biodegradable products are capable of being broken down by biological microorganisms, without harming the environment.

**Compostable**

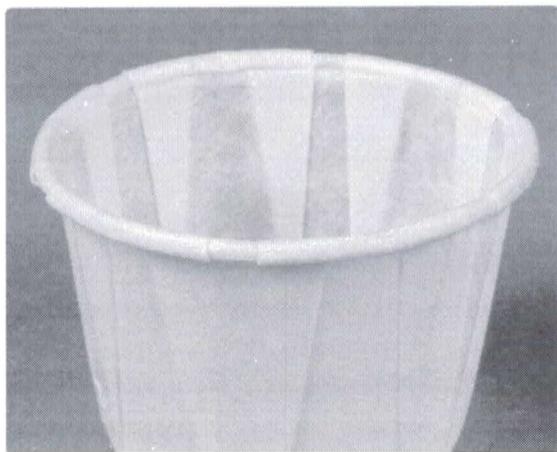
Compostable products will naturally degrade into nutrient-rich organic materials when disposed of with other compostable items, leaving no visible or toxic residue.

**BPI Approved**

This product is certified by the Biodegradable Products Institute (BPI) as biodegradable and/or compostable in a commercial composting facility.

Genpak F100 1 oz. Harvest Paper Souffle / Portion Cup - 250/Pack

Item #: 999F100



Each only

\$2.99/Pack



Due to a manufacturer's price increase, this price will increase by **6.00%** to **10.00%** on 04/01/17