



July 7, 2020

To: All Potential Respondents  
From: Julie Janssen, Purchasing Agent  
Subject: RFB032005107 Prescription Safety Eyewear

### Addendum One

**Q1. Section 4.9 (Preference) I do not understand what this section is saying/asking. As an out of state bidder (Michigan) I want to make sure we respond appropriately. Is there any further explanation to what this means?**

A1. If your State Code has a preference for in-state bidders please check yes.

**Q2. Approximately how many pair of glasses per year are ordered?**

A2. 2017 – 4201  
2018 – 3139  
2019 - 2971

**Q3. "Dispensing locations all over the state" is quite broad. Is there a list of state agencies or a list of areas/big cities you where the need for a dispensing location would be biggest?**

A3. The resulting Contract will be available to all State Agencies and Political Subdivisions. The Department of Corrections and Department of Human Services are the primary users of the previous contracts. See the attached list of the previous Vendor dispensing locations.

**Q4. Approximately how many pair of glasses per year are ordered?**

A4. 2017 – 4201  
2018 – 3139  
2019 - 2971

**Q5. What is the current contract annual worth?**

A5. 2017 Annual Spend - \$128215.43  
2018 Annual Spend - \$89,452.76  
2019 Annual Spend- \$87025.49

**Q6. Is there a price schedule? If it is on the VSS I will find it there once I can successfully log-in.**

A6. See the attached Previous Contract. The pricing is requested in Iowa Vendor Self Service.

**Q7. Can you provide a current list of dispensing locations?**

A7. The resulting Contract will be available to all State Agencies and Political Subdivisions. The Department of Corrections and Department of Human Services are the primary users of the previous contracts. See the attached list of the previous Vendor dispensing locations.

**Q8. "Dispensing locations all over the state" is quite broad. Is there a list of state agencies and or a list of areas/big cities you where the need for a dispensing location would be biggest?**

A8. The resulting Contract will be available to all State Agencies and Political Subdivisions. The Department of Corrections and Department of Human Services are the primary users of the previous contracts. See the attached list of the previous Vendor dispensing locations.

**Q9. Can you provide a current list of dispensing locations throughout the state?**

A9. The resulting Contract will be available to all State Agencies and Political Subdivisions. The Department of Corrections and Department of Human Services are the primary users of the previous contracts. See the attached list of the previous Vendor dispensing locations.

**Please acknowledge receipt of this addendum by signing in the space provided below, and return this letter with your offer (do not send back separately).**

I hereby acknowledge receipt of this addendum.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Typed or Printed Name



Office Name	Phone	Address	City	State	Zip	
Vision Care Specialist of Council Bluffs	712-322-3097	1505 West Broadway #3-5	Council Bluffs	IA	51501	Katie
Ames Eye Clinic	515-232-3451	201 10th Street	Ames	IA	50010	Missy
Ames Vision Center	515-450-5941	2721 Stange Rd Ste 101	Ames	IA	50010	
Boone Vision Center	515-432-2973	621 Story St	Boone	IA	50036	Susan
McFarland Clinic	515-382-4626	1014 6th Street	Nevada	IA	50201	Cindy
McFarland Clinic	515-663-4833	3600 Lincoln Way	Ames	IA	50014	Terri
McFarland Clinic	515-239-4460	1128 Duff Avenue	Ames	IA	50010	Gwen
Eye Care Center of Newton	641-792-7900	100 N 4th Avenue W	Newton	IA	50208	Angie
Slade Eyewear Emporium	563-583-4119	806 Wacker Drive Ste 102	Dubuque	IA	52002	Chris
Eyedeal Optical	563-557-0995	1950 JFK Road	Dubuque	IA	52002	Adah
Midwest Optometric Association	563-875-8123	420 1st Avenue E	Dyersville	IA	52040	Jane
Wolfe Clinic Eye Centers, LLC	515-832-2401	701 Division Street	Webster City	IA	50677	Jeannie
Korver Eyecare	712-276-2323	3535 Southern Hills Drive	Sioux City	IA	51106	Connie



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VENDOR:

Essilor Laboratories of America Inc
Twin City Optical
5205 Hwy 169 N
Minneapolis, MN 75234

VENDOR CONTACT:
John Hammer
PHONE: 612 - 840 - 5171
EMAIL: jhammer@essilorusa.com

ISSUER:
Julie Janssen
PHONE: (515) 281-5602
EMAIL: julie.janssen@iowa.gov

FOB: FOB Dest, Freight Prepaid

Contract For: Prescription Safety Eyewear

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachments are on file with the Department of Administrative Services, General Services Enterprise.

- Attachment 1: General Terms and Conditions for goods contracts are posted at: http://das.gse.iowa.gov/terms\_goods.pdf
Attachment 2: Contractor's Response to Competitive Bidding RFB0614005034 (except for any contractor objection or amendment to the Competitive Bidding Document requirements that the State has not explicitly agreed to in writing)
Attachment 3: Bidders' Cost (final pricing documentation) response to competitive bidding document RFB0614005034
Attachment 4: Dept. of Correction Eyewear order form
Attachment 5: Non-Correctional Eyewear order form
Attachment 6: Twin City Frames
Attachment 7: Twin City Repair Part Prices & Options
Attachment 8: Twin City Iowa Eye Care Providers

FOB
Payment Terms
State of Iowa is allowed sixty (60) days to pay an invoice submitted by a vendor.

Twin City Optical order process:

RENEWAL OPTIONS

AUTHORIZED DEPARTMENT

- ALL
SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000	EA	34564	\$ 15.950000 \$ 0.000000
REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL				
<p align="center"><b>Head, Ear, Eye and Face Protection</b>  <b>TITMUS / UVEX SC910 Side shield included</b></p> <p align="center">Basic Plastic Frames w/o spring hinges w/o metal encased in temple.</p>				
2	0.00000	EA	34564	\$ 7.950000 \$ 0.000000
REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL				
<p align="center"><b>Head, Ear, Eye and Face Protection</b>  <b>F9800 Side shield included, F9900, F4000</b></p> <p align="center">Basic Plastic Frames w/o spring hinges</p>				
3	0.00000	EA	34564	\$ 7.950000 \$ 0.000000
REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL				
<p align="center"><b>Head, Ear, Eye and Face Protection</b>  <b>F6000</b></p> <p align="center">Fashion Plastic Frames w/o spring hinges</p>				
4	0.00000	EA	34564	\$ 0.000000 \$ 0.000000
REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL				
<p align="center"><b>Head, Ear, Eye and Face Protection</b>  <b>Basic Collection \$0 Eagel &amp; UVEX 70F. Side shield included</b></p> <p align="center">Fashion Plastic Frames w/o spring hinges</p>				
5	0.00000	EA	34564	\$ 7.950000 \$ 0.000000
REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL				
<p align="center"><b>Head, Ear, Eye and Face Protection</b>  <b>FC709</b></p> <p align="center">High Fashion Plastic and metal w/o spring hinges</p>				
6	0.00000	EA	34564	\$ 15.950000 \$ 0.000000



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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 FC704, FC705

High Fashion Plastic and metal w/o spring hinges

7	0.00000	EA	34564	\$ 20.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 FC707

High Fashion Plastic and metal w/o spring hinges

8	0.00000	EA	34564	\$ 15.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 C470

High Fashion Plastic Frames (with spring hinges)

9	0.00000	EA	34564	\$ 25.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 650

High Fashion Plastic Frames (with spring hinges)

10	0.00000	EA	34564	\$ 25.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 PC266, PC269

Standard Metal Frames (w/o spring hinges)

11	0.00000	EA	34564	\$ 40.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection



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			PC250A, PC250SWA	
			Standard Metal Frames (w/o spring hinges)	
12	0.00000	EA	34564	\$ 25.950000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Head, Ear, Eye and Face Protection DP720	
			Standard Metal Frame with spring hinges	
13	0.00000	EA	34564	\$ 35.950000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Head, Ear, Eye and Face Protection TR301, TR303S	
			Standard Metal Frame with spring hinges	
14	0.00000	EA	34564	\$ 35.950000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Head, Ear, Eye and Face Protection TR307, TR309	
			Fashion Metal Frame with spring hinges	
15	0.00000	EA	34564	\$ 35.950000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Head, Ear, Eye and Face Protection TR310S, TR311S	
			High Fashion Metal Frame with spring hinges	
16	0.00000	EA	34564	\$ 65.950000 \$ 0.000000
REF DOC:			REF VNDR LN: REF COMM LN: REF TYPE: FINAL	
			Head, Ear, Eye and Face Protection EXT8, EXT10	



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Corrosion Resistant Frames, Titanium and/or Stainless Steel with spring hinges

17	0.00000	EA	34564	\$ 65.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
EX2

High Fashion Titanium frames with spring hinges

18	0.00000	EA	34564	\$ 16.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
PLANO LENSES -POYLCARBONATE

19	0.00000	EA	34564	\$ 16.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
SINGLE VISION - POYLCARBONATE

20	0.00000	EA	34564	\$ 27.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
BIFOCAL ST25, 28, Exec Bifoc, Rd22 Blended, ST-7x25, S-7x28

21	0.00000	EA	34564	\$ 34.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
TRIFOCAL - POYLCARBONATE ST25 & 28, Exectutive



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22	0.00000	EA	34564	\$ 75.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 OCCUPATIONAL LENSES - POYLCARBONATE/PLASTIC

24	0.00000	EA	34564	\$ 69.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 UPGRADE PROGRESSIVE LEVEL 1 - ADAPTOR

PROGRESSIVE LENSES - POYLCARBONATE \$49.95 PLUS \$20.00 FOR THE ADAPTOR

25	0.00000	EA	34564	\$ 75.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 UPGRADE PROGRESSIVE LEVEL 2 - VARILUX COMFORT

PROGRESSIVE LENSES - POYLCARBONATE \$49.95 PLUS \$26.00 FOR THE VARILUX COMFORT

26	0.00000	EA	34564	\$ 98.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 UPGRADE PROGRESSIVE LEVEL 3 - VARILUX ELLIPSE

PROGRESSIVE LENSES - POYLCARBONATE \$49.95 PLUS \$49.00 FOR THE VARILUX ELLIPSE

27	0.00000	EA	34564	\$ 122.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 UPGRADE PROGRESSIVE LEVEL 4 - VARILUX PHYSIO

PROGRESSIVE LENSES - POYLCARBONATE \$49.95 PLUS \$73.00 FOR THE VARILUX PHYSIO



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28	0.00000	EA	34564	\$ 19.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 TD2-SIDED COATED LENSES

29	0.00000	EA	34564	\$ 34.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 TD2 WITH OPTIFOG

30	0.00000	EA	34564	\$ 76.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZAL UV WITH OPTIFOG

31	0.00000	EA	34564	\$ 48.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZA EASY UV COATED LENSES

32	0.00000	EA	34564	\$ 64.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZAL ALIZE UV COATED LENSES

33	0.00000	EA	34564	\$ 66.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZAL SUNSHIELD UV LENSES

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34	0.00000	EA	34564	\$ 65.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZAL SUNSHIELD UV MIRROR LENSES

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35	0.00000	EA	34564	\$ 67.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZAL AVANCE UV

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36	0.00000	EA	34564	\$ 77.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CRIZAL SAPPHIRE UV

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37	0.00000	EA	34564	\$ 28.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 SHARPVUE COATING

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38	0.00000	EA	34564	\$ 4.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection



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TINTS-SOLID AND GRADIENT

39	0.00000	EA	34564	\$ 59.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 TRANSITIONS LENS

40	0.00000	EA	34564	\$ 66.900000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 POLARIZED - SINGLE VISION

single vision \$16.95 + polarized upgrade \$49.95

41	0.00000	EA	34564	\$ 87.900000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 POLARIZED - LINED BIFOCAL

bifocal \$27.95 + polarized upgrade \$59.95

42	0.00000	EA	34564	\$ 94.900000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 POLARIZED - LINED TRIFOCAL

trifocal \$34.95 + polarized upgrade \$59.95

44	0.00000	EA	34564	\$ 147.850000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 POLARIZED - UPGRADE PROGRESSIVE LEVEL 1



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progressive lense \$49.95 + progressive upgrade \$20.00 + polarized upgrade \$59.95

45	0.00000	EA	34564	\$ 135.900000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Head, Ear, Eye and Face Protection**  
**POLARIZED - UPGRADE PROGRESSIVE LEVEL 2**

progressive lense \$49.95 + progressive upgrade \$26.00 + polarized upgrade \$59.95

46	0.00000	EA	34564	\$ 158.900000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Head, Ear, Eye and Face Protection**  
**POLARIZED - UPGRADE PROGRESSIVE LEVEL 3**

progressive lense \$49.95 + progressive upgrade \$49.00 + polarized upgrade \$59.95

47	0.00000	EA	34564	\$ 182.900000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Head, Ear, Eye and Face Protection**  
**POLARIZED - UPGRADE PROGRESSIVE LEVEL 4**

progressive lense \$49.95 + progressive upgrade \$73.00 + polarized upgrade \$59.95

51	0.00000	EA	34564	\$ 15.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Head, Ear, Eye and Face Protection**  
**GOGGLES - EYEPROTECTION**

52	0.00000	EA	34564	\$ 15.950000 \$ 0.000000
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REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**Head, Ear, Eye and Face Protection**  
**GOGGLES - ANTI FOG**



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53	0.00000	EA	34564	\$ 15.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 GOGGLES - CHEMICAL

54	0.00000	EA	34564	\$ 6.100000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 SILICON NOSE PADS PACKAGE SIZE

55	0.00000	EA	34564	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 PROTECTIVE CASE - NO METAL HINGES - NO CHARGE  
 NO CHARGE

56	0.00000	EA	34564	\$ 2.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 CLIP - ON SIDE SHIELDS

57	0.00000	EA	34564	\$ 2.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL  
 Head, Ear, Eye and Face Protection  
 PERMANENT SIDE SHIELD

Retail dispensing program



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58	0.00000	EA	34564	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 REPAIR PARTS AT WHOLESALE COST - FRAME FRONTS, TEMPLES

See attached parts/price list

59	0.00000	EA	34564	\$ 20.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 DISPENSING FEE FOR PRESCRIPTION SAFETY GLASSES

Retail dispensing program

60	0.00000	EA	34564	\$ 51.950000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 Double Segments, ST35, 7X35, 8X35

61	0.00000	EA	34564	\$ 16.590000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

Head, Ear, Eye and Face Protection  
 F70 Frame only

F70 Frame only



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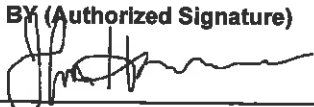

**TERMS AND CONDITIONS**

**Terms & Conditions Goods**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement.

General Terms and Conditions for goods contracts are posted at: [http://das.gse.iowa.gov/terms\\_goods.pdf](http://das.gse.iowa.gov/terms_goods.pdf)

**THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN "EFFECTIVE BEGIN DATE" IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.**

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.) Essilor Laboratories of America		AGENCY NAME DAS CENTRAL PROCUREMENT & FLEET ENTERPRISE	
BY (Authorized Signature) 	Date Signed 06/05/2019	BY (Authorized Signature) 	Date Signed 6/5/2019
Printed Name and Title of Person Signing John Hammer PSE Safety Sales		Printed Name and Title of Person Signing Julie Janssen, Purchasing Agent III	
Address 5205 Highway 169 N., Mpls, MN 55442		Address Hoover Building, 3rd Floor 1305 E Walnut Street Des Moines, Iowa 50319	

*Tory Olson*  
*Director of Sales*  
*Essilor Prescription Safety Eyewear*  
 06/19/2019