



Engineering Solutions through Quality Products, since 1970.

## Bid Proposal

To: Brenda Bellow  
bbellow@jeffparish.net  
504-364-2683

From: Steve Lothspeich  
760-489-8745 x110  
[stevel@estcoenterprises.com](mailto:stevel@estcoenterprises.com)

Re: Bid No. 50-00133711

Date: 03-02-2021

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ESTCO Enterprises is a woman owned, certified micro small business that has been in business since 1970. Recently, due to the COVID-19 pandemic, ESTCO Enterprises has been providing PPE to the State of California as well as several of our longstanding customers. Documentation of our transaction history with the California Department of Corrections as well as the California Department of General Services are available on request.

Due to our long standing relationship with manufacturers domestically and abroad we have been able to secure numerous PPE items to help fight this ongoing pandemic. Our proposal for DYlor Level 1 3-Ply Disposable Surgical Masks is attached for your review. We hope everyone in Jefferson Parish is staying healthy and safe. Thank you for your time and consideration.

1549 Simpson Way Escondido, CA 92029

1 888.696.7826 2 760.489.8745 3 760.489.8746 760.489.9117  
 sales@estcoenterprises.com www.estcoenterprises.com



**CENTRALBIDDING**  
FROM CENTRAL AUCTION HOUSE

**50133711 - ONE TIME PURCHASE OF 3 PLY SURGICAL MASK FOR  
JEFFERSON PARISH CORRECTIONAL CENTER**  
Jefferson Parish Government

Project documents obtained from [www.CentralBidding.com](http://www.CentralBidding.com)  
01-Mar-2021 12:10:15 PM



# JEFFERSON PARISH

## DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG  
PARISH PRESIDENT

RENNY SIMNO  
DIRECTOR

September 2020

### Changes to Jefferson Parish Bidding Information

The Jefferson Parish Purchasing Department would like to make vendors aware of the following changes:

**Total Bid Price Must Include the Cost of Naming Jefferson Parish as Additional Insured:**

Bidder acknowledges that Bidder recovered the cost of any required insurance in the contract price as required by La.R.S. 9:2780.1 and that Bidder recovered any such cost for the purposes of insuring an obligation to indemnify Jefferson Parish, defend Jefferson Parish, or hold Jefferson Parish harmless and that Bidder's indemnity liability is limited to the amount of the proceeds that are payable under the insurance policy or policies that Bidder has obtained.

**Electronic Procurement:** Beginning November 1, 2020, Jefferson Parish will no longer accept manual bid submissions; and will only accept bid submissions electronically via our e-Procurement system, Central Bidding. Central Bidding can be accessed by visiting either [www.centralbidding.com](http://www.centralbidding.com) or [www.jeffparishbids.net](http://www.jeffparishbids.net). All bidders will be required to register with Central Bidding. Jefferson Parish vendors are able to register for free by accessing the following link: <https://www.centralauctionhouse.com/registration.php>.

**Probable Construction Cost:** Per Jefferson Parish Administrative Policy, the probable construction cost is not revealed in the Jefferson Parish Bidding Documents. Jefferson Parish Administrative Policy has changed and a range of the probable construction cost will be stated in the Jefferson Parish bidding document, entitled Important Notice to All Bidders – Bid Requirements. Per Louisiana Public Bid Law, the probable construction cost will be read at the bid opening.

**Insurance Requirement:** All bidders must provide proof of valid insurance in the required amounts as stated in the Standard Insurance Requirements for bidding purposes. Failure to provide the proof of valid insurance in all of the required coverage amounts will result in bid rejection.

GENERAL GOVERNMENT BLDG. – 200 DERBIGNY ST., SUITE 4400, GRETNA, LA 70053  
OFFICE 504.364.2678

JOSEPH S. YENNI BLDG. – 1221 ELMWOOD PARK BLVD., SUITE 404, JEFFERSON, LA 70123  
OFFICE 504.364.2678  
EMAIL: PURCHASING@JEFFPARISH.NET WEBSITE: WWW.JEFFPARISH.NET



**Bid Number 50 - 133711**

**ONE TIME PURCHASE OF 3 PLY SURGICAL MASK  
FOR JEFFERSON PARISH CORRECTIONAL CENTER**

**3/3/2021 AT 11:00 AM**

**ATTENTION VENDORS!!!**

**Please review all pages and respond accordingly, complying with all provisions in the technical specifications and Jefferson Parish Instructions for Bidders and General Terms and Conditions. All bids must be received on the Purchasing Department's eProcurement site, [www.jeffparishbids.net](http://www.jeffparishbids.net), by the bid due date and time.**

**Buyer Name: Brenda Bellow, Buyer I  
Buyer Email: [bbellow@jeffparish.net](mailto:bbellow@jeffparish.net)  
Buyer Phone: 504-364-2683**

DATE: 2/26/2021

INVITATION TO BID  
THIS IS NOT AN ORDER

Page: 1

BID NO.: 50-00133711

**JEFFERSON PARISH**  
PURCHASING DEPARTMENT  
P.O. BOX 9  
GRETNA, LA. 70054-0009  
504-364-2678

VENDOR: 27118 BLANK BID COPY VENDOR

BUYER: BBELLOW@jeffparish.net

Bids will be received until 11:00 AM, 3/03/2021 via online at [www.jeffparishbids.net](http://www.jeffparishbids.net).

LATE BIDS WILL NOT BE ACCEPTED

NOTE: ONLY BIDS WRITTEN IN INK OR TYPEWRITTEN, AND PROPERLY SIGNED BY A MEMBER OF THE FIRM OR AUTHORIZED REPRESENTATIVE, WILL BE ACCEPTED. PENCIL AND/OR PHOTOSTATIC FIGURES OR SIGNATURES SHALL RESULT IN BID REJECTION. HOWEVER, ELECTRONIC SIGNATURES AS DEFINED IN LSA - R.S. 9:2602(8) ARE ACCEPTABLE. SIGNATURE MUST BE A SECURED DIGITAL SIGNATURE.

All bids submitted are subject to these instructions and general conditions and any special conditions and specifications contained herein, all of which are made part of this bid proposal reference. By submitting a bid, vendor agrees to comply with all provisions of Louisiana Law, as well be in compliance with the Jefferson Parish Code of Ordinances, Louisiana Code of Ethics, applicable Jefferson Parish ethical standards and Jefferson Parish Resolution No. 113646 and/or Resolution No. 113647 as amended. A copy of these resolutions may be obtained from the Office of the Parish Clerk, Suite 6700, Jefferson Parish General Government Building, 200 Derbigny Street, Gretna, LA 70053. You may also obtain a copy by visiting the Purchasing Department webpage at [purchasing.jeffparish.net](http://purchasing.jeffparish.net) and clicking on On-line forms.

All vendors submitting bids should register as a Jefferson Parish vendor if not already yet registered. Registration forms may be downloaded from <http://purchasing.jeffparish.net> and by clicking on Vendor Information. Current W-9 forms with respective Tax Identification numbers and vendor applications may be submitted at any time; however, if your company is not registered and/or a current W-9 form is not on file, vendor registration is mandatory. Vendors may experience a delay in payment if your company is not a registered vendor with Jefferson Parish.

Jefferson Parish is exempt from paying sales tax under LSA-R.S. 47:301 (8)(c). All prices for purchases by Jefferson Parish of supplies and materials shall be quoted in the unit of measure specified and unless otherwise specified, shall be exclusive of state and local taxes. The price quoted for work shall be stated in figures. In the event there is a difference in unit prices and totals, the unit price shall prevail. Quotations shall be based on F.O.B. Delivered, anywhere within the Parish as designated by the Purchasing Department. JEFFERSON PARISH WILL ACCEPT ONE BID ONLY FROM EACH VENDOR. Items bid must meet specifications. JEFFERSON PARISH will accept one price for each item unless otherwise indicated. Two or more prices for one item will result in bid rejection. Bidders are required to complete, sign and return the bid form and/or complete and return the associated line item pricing forms as indicated. The price quoted for work shall be stated in figures. In the event there is a difference in unit prices and totals, the unit prices shall prevail

JEFFERSON PARISH reserves the right to award contracts or place orders on a lump sum or individual item basis, or such combination, as shall in its judgment be in the best interest of JEFFERSON PARISH. Every contract or order shall be awarded to the LOWEST RESPONSIVE and RESPONSIBLE BIDDER, taking into consideration the CONFORMITY WITH THE SPECIFICATIONS and the DELIVERY AND/OR COMPLETION DATE

PROTESTS: Only those vendors that submit bids in response to this solicitation may protest any element of the procurement, in writing to the Director of the Purchasing Department. Written protest must be received within 48 hours of the release of the bid tabulation by the Purchasing Department. After consultation, the Parish Attorney's Office will then respond to protests in writing. (For more information, please see Chapter 2, Article VII, Division 2, Sec. 2-914.1 of the Jefferson Parish Code of Ordinances.)

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in the quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH requires all products to be new (current) and all work must be performed according to standard practices for the project. Unless otherwise specified, no aftermarket parts will be accepted. Unless otherwise specified, all workmanship and materials must have at least one (1) year guaranty, in writing, from the date of delivery and/or acceptance of the project. Any deviations or alteration from the specifications must be indicated on the bid form for each item and upon request, product data for same must be submitted by the time specified by the Purchasing Department.

If this bid requires a pre-bid conference (see Additional Requirements section), bidders are advised that such conference will be held to allow bidders the opportunity to identify any discrepancies in the bid specifications and seek further clarification regarding instructions. The Purchasing Department will issue a written response to bidders' questions in the form of an Addendum.

All formal Addenda require written acknowledgment on the bid form by the bidder by the bidder placing the Addendum number in the appropriate section. Failure to acknowledge an Addendum on the bid form shall cause the bid to be rejected; JEFFERSON PARISH reserves the right to award bid to next lowest responsive and responsible bidder in this event.

USE OF BRAND NAMES AND STOCK NUMBERS: Where brand names and stock numbers are specified, it is for the purpose of establishing certain minimum standards of quality. Bids may be submitted for products of equal quality, provided brand names and stock numbers are specified. Complete product data may be required prior to award.

Quantities listed are for bidding purposes only. Actual requirements may be more or less than quantities listed.

### INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS

Bidders are not to exclude from participation in, deny the benefits of, or subject to discrimination under any program or activity, any person in the United States on the grounds of race, color, national origin, or sex; nor discriminate on the basis of age under the Age Discrimination Act of 1975, or with respect to an otherwise qualified handicapped individual as provided in Section 504 of the Rehabilitation Act of 1973, or on the basis of religion, except that any exemption from such prohibition against discrimination on the basis of religion as provided in the Civil Rights Act of 1964, or Title VI and VII of the Act of April 11, 1968, shall also apply. This assurance includes compliance with the administrative requirements of the Revenue Sharing final handicapped discrimination provisions contained in Section 51.55 (c), (d), (e), and (k)(5) of the Regulations. New construction or renovation projects must comply with Section 504 of the 1973 Rehabilitation Act, as amended, in accordance with the American National Standard Institute's specifications (ANSI A1 17.1-1961).

Jefferson Parish and its partners as the recipients of federal funds are fully committed to awarding a contract(s) to firm(s) that will provide high quality services and that are dedicated to diversity and to containing costs. Thus, Jefferson Parish strongly encourages the involvement of minority and/or woman-owned business enterprises (DBE's, including MBE's, WBE's and SBE's) to stimulate participation in procurement and assistance programs.

#### IN ACCORDANCE WITH STATE REGULATIONS JEFFERSON PARISH OFFERS ELECTRONIC PROCUREMENT TO ALL VENDORS

**This electronic procurement system allows vendors the convenience of reviewing and submitting bids online. This is a secure site and authorized personnel have limited read access only. Bidders are to submit electronically using this free service; while the website accepts various file types, one single PDF file containing all appropriate and required bid documents is preferred. Bidders submitting uploaded images of bid responses are solely responsible for clarity. If uploaded images/documents are not legible, then bidder's submission will be rejected. Please note all requirements contained in this bid package for electronic bid submission.**

**Please visit our E-Procurement Page at [www.jeffparishbids.net](http://www.jeffparishbids.net) to register and view Jefferson Parish solicitations. For more information, please visit the Purchasing Department page at <http://purchasing.jeffparish.net>.**

### ADDITIONAL REQUIREMENTS FOR THIS BID

PLEASE MATCH THE NUMBERS PRINTED IN THIS BOX WITH THE CORRESPONDING INSTRUCTIONS BELOW.

13

1. All bidders must attend the MANDATORY pre-bid conference and will be required to sign in and out as evidence of attendance. In accordance with LSA R.S. 38:2212(l), all prospective bidders shall be present at the beginning of the MANDATORY pre-bid conference and shall remain in attendance for the duration of the conference. Any prospective bidder who fails to attend the conference or remain for the duration shall be prohibited from submitting a bid for the project.
2. Attendance to this pre-bid conference is optional. However, failure to attend the pre-bid conference shall not relieve the bidder of responsibility for information discussed at the conference. Furthermore, failure to attend the pre-bid conference and inspection does not relieve the successful bidder from the necessity of furnishing materials or performing any work that may be required to complete the work in accordance with the specification with no additional cost to the owner.
3. Contractor must hold current applicable JEFFERSON PARISH licenses with the Department of Inspection and Code Enforcement. Contractor shall obtain any and all permits required by the JEFFERSON PARISH Department of Inspection and Code Enforcement. The contractor shall be responsible for the payment of these permits. All permits must be obtained prior to the start of the project. Contractor must also hold any and all applicable Federal and State licenses. Contractor shall be responsible for the payment of these permits and shall obtain them prior to the start of the project.
4. A LA State Contractor's License will be required in accordance with LSA R.S. 37-2150 et. seq. and such license number will be shown on the outside of the bid electronic envelope. Failure to comply will cause the bid to be rejected. When submitting the bid electronically, the license number must be entered in the appropriate field in the electronic procurement system. Failure to comply will cause the bid to be rejected.

**INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS**

5. It is the bidder's responsibility to visit the job site and evaluate the job before submitting a bid.
6. Job site must be clean and free of all litter and debris daily and upon completion of the contract. Passageways must be kept clean and free of material, equipment, and debris at all times. Flammable material must be removed from the job site daily because storage will not be permitted on the premises. Precaution must be exercised at all times to safeguard the welfare of JEFFERSON PARISH and the general public.
7. PUBLIC WORKS BIDS: All awards for public works in excess of \$5,000.00 will be reduced to a formal contract which shall be recorded at the contractor's expense with the Clerk of Court and Ex-Officio Recorder of Mortgages for the Parish of Jefferson. A price list of recordation costs may be obtained from the Clerk of Court and Ex-Officio Recorder of Mortgages for the Parish of Jefferson. All awards in excess of \$25,000.00 will require both a performance and a payment bond. Unless otherwise stated in the bid specifications, the performance bond requirements shall be 100% of the contract price. Unless otherwise state in the bid specifications, the payment bond requirements shall be 100% of the contract price. Both bonds shall be supplied at the signing of the contract.
8. NON-PUBLIC WORKS BIDS: A performance bond will be required for this bid. The amount of the bond will be 100% of the contract price unless otherwise indicated in the specifications. The performance bond shall be supplied at the signing of the contract.
9. NON-PUBLIC WORKS BIDS: A payment bond will be required for this bid. The amount of the bond will be 100% of the contract price unless otherwise indicated in the specifications. The payment bond shall be supplied at the signing of the contract.
10. All bidders must comply with the requirements stated in the attached "Standard Insurance Requirements" sheet attached to this bid solicitation. Failure to comply with this instruction will result in bid rejection.
11. A bid bond will be required with bid submission in the amount of 5% of the total bid, unless otherwise stated in the bid specifications. All sureties must be in original format (no copies). When submitting a bid online, vendors must submit an electronic bid bond through the respective online clearinghouse bond management system(s) as indicated in the electronic bid solicitation on Central Auction House. No scanned paper copies of any bid bond will be accepted as part of the electronic bid submission.
12. This is an as needed basis contract. JEFFERSON PARISH makes no representations on warranties with regard to minimum guaranteed quantities unless otherwise stated in the bid specifications.
13. Freight charges should be included in total cost when quoting. If not quoted FOB DELIVERED, freight must be quoted as a separate item. Bid may be rejected if not quoted FOB DELIVERED or if freight charges are not indicated on bid form.
14. PUBLIC WORKS BIDS - Completed, Signed and Properly Notarized Affidavits Required; This applies to all solicitations for construction, alteration or demolition of public buildings or projects, in conformity with the provisions contained in LSA-RS 38:2212.9, LSA-RS 38:2212.10, LSA-RS 38:2224, and Sec 2-923.1 of the Jefferson Parish Code of Ordinances. For bidding purposes, all bidders must submit with bid submission COMPLETED, SIGNED and PROPERLY NOTARIZED Affidavits, including: Non-Conviction Affidavit, Non-Collusion Affidavit, Campaign Contribution Affidavit, Debt Disclosures Affidavit and E-Verify Affidavit. For the convenience of vendors, all affidavits have been combined into one form entitled PUBLIC WORKS BID AFFIDAVIT. This affidavit must be submitted in its original format, and without material alteration, in order to be compliant and for the bid to be considered responsive. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid, however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.
15. NON PUBLIC WORK BIDS - Completed, Signed and Properly Notarized Affidavits Required in conformity with the provisions contained in LSA – RS 38:2224 and Sec 2-923.1 of the Jefferson Parish Code of Ordinances. For bidding purposes, all bidders must submit with bid submission COMPLETED, SIGNED and PROPERLY NOTARIZED Affidavits, including: Non-Collusion Affidavit, Debt Disclosures Affidavit and Campaign Contribution Affidavit. For the convenience of vendors, all affidavits have been combined into one form entitled NON PUBLIC WORKS BID AFFIDAVIT. This affidavit must be submitted in its original format, and without material alteration, in order to be compliant and for the bid to be considered responsive. A scanned copy of the completed, signed and properly notarized affidavit may be submitted with the bid, however, the successful bidder must submit the original affidavit in its original format and without material alteration upon contract execution. Failure to comply will result in the bid submission being rejected as non-responsive. The Parish reserves the right to award bid to the next lowest responsive and responsible bidder in this event.

## INSTRUCTIONS FOR BIDDERS AND GENERAL CONDITIONS

16. The ensuing contract for this bid solicitation may be eligible for FEMA reimbursement and/or Federal funding/reimbursement. As such, the referenced appendix will be applicable accordingly and shall be considered a part of the bid documents. All applicable certifications must be duly completed, signed and submitted with bid submission. Failure to submit applicable certifications with bid submission will result in bid rejection.

17. For this project, the Contractor shall not pay any state or local sales or use taxes on materials and equipment which are affixed and made part of the immovable property of the project or which is permanently incorporated in the project (hereinafter referred to as "applicable materials and equipment"). All purchases of applicable materials or equipment shall be made by the contractor on behalf of and as the agent of Jefferson Parish (Owner), a political subdivision of the State of Louisiana. No state and local sales and use taxes are owed on applicable materials and equipment under the provisions of Act 1029 of the 1991 Regular Session - Louisiana Revised Statute 47:301(8)(c). Owner will furnish to contractor a certificate form which certifies that Owner is not required to pay such state or local sales and use taxes, and contractor shall furnish a copy of such certificate to all vendors or suppliers of the applicable materials and equipment, and report to Owner the amount of taxes not incurred.

**It shall be the duty of every parish officer, employee, department, agency, special district, board, and commission; and the duty of every contractor, subcontractor, and licensee of the parish, and the duty of every applicant for certification of eligibility for a parish contract or program, to cooperate with the Inspector General in any investigation, audit, inspection, performance review, or hearing pursuant to Jefferson Parish Code of Ordinances Section 2-155.10(19). By submitting a bid, vendor acknowledges this and will abide by all provisions of the referenced Jefferson Parish Code of Ordinances.**

DATE: 2/26/2021

INVITATION TO BID  
THIS IS NOT AN ORDER

Page: 5

BID NO.: 50-00133711

### JEFFERSON PARISH

PURCHASING DEPARTMENT  
P.O. BOX 9  
GRETNA, LA. 70054-0009  
504-364-2678

VENDOR: 27118 BLANK BID COPY VENDOR

BUYER: BBELLOW

As per LSA-RS 47:301 et seq., all governmental bodies are excluded from payment of sales taxes to any Louisiana taxing body. Quotations shall be based on F.O.B. Agency warehouse or jobsite, anywhere within the Parish as designated by the Purchasing Department.

JEFFERSON PARISH reserves the right to cancel all or any part of an order if not shipped promptly. No charges will be allowed for parking or cartage unless specified in quotation. The order must not be filled at a higher price than quoted. JEFFERSON PARISH reserves the right to cancel at any time and for any reason by issuing a THIRTY (30) day written notice to the contractor.

JEFFERSON PARISH is expecting all products to be new and all work to be done in workman-like manner, according to standard practices. Any deviations or alteration from the specifications must be indicated on the bid form for each item and upon request, product data for same must be submitted by the time specified by the Purchasing Department.

<b>DELIVERY: FOB JEFFERSON PARISH</b>	
INDICATE DELIVERY DATE ON EQUIPMENT AND SUPPLIES	7 days from receipt of a Purchase Order
INDICATE STARTING TIME (IN DAYS) FOR CONSTRUCTION WORK	_____
INDICATE COMPLETION TIME (IN DAYS) FOR CONSTRUCTION WORK	_____

In the event that addenda are issued with this bid, bidders MUST acknowledge all addenda on the bid form. Bidder must acknowledge receipt of an addendum on the bid form by placing the addendum number as indicated. Failure to acknowledge any addendum on the bid form will result in bid rejection.

Acknowledge Receipt of Addenda: NUMBER: 1

NUMBER: \_\_\_\_\_

NUMBER: \_\_\_\_\_

NUMBER: \_\_\_\_\_

LOUISIANA CONTRACTOR'S LICENSE NO.: (if applicable) N/A

<b>*** ALL BIDDERS MUST COMPLETE SECTION BELOW ***</b>	
FIRM NAME: ESTCO Enterprises, Inc.	
SIGNATURE: (Must be signed here) <i>Steve Lothspeich</i>	TITLE: Vice President, Sales
PRINT OR TYPE NAME: Steve Lothspeich	
ADDRESS: 1549 Simpson Way	
CITY, STATE: Escondido, CA	ZIP: 92029
TELEPHONE: (760) 489-8745	FAX: (760) 489-9117
EMAIL ADDRESS:	

TOTAL PRICE OF ALL BID ITEMS: \$ 1200.00

INVITATION TO BID FROM JEFFERSON PARISH - continued

BID NO.: 50-00133711

SEALED BID

ITEM NUMBER	QUANTITY	U/M	DESCRIPTION OF ARTICLES	UNIT PRICE QUOTED	TOTALS
1	12,000.00	EA	<p>ONE TIME PURCHASE OF 3 PLY SURGICAL MASK FOR JEFFERSON PARISH CORRECTIONAL CENTER</p> <p>1000 - SURGICAL MASK 3-PLY PREFERABLY BLUE                      ADJUSTIBLE NOSE CLIP                      LATEX AND FIBERGLASS FREE                      ADULT SIZE                      EAR LOOPS NO TIES</p> <p>SPECIFICATION SHEET IS ATTACHED.</p> <p>NOTE: NOSE CLIP MUST BE PLASTIC, CANNOT ACCEPT METAL NOSE CLIP.</p> <p>ADDENDUM 1 WAS DUE TO ADD SPECIFICATION SHEET AND NOTATION ON THE NOSE CLIP. BID OPENING DATE HAS NOT BEEN REVISED.</p>	\$0.10/ea.	\$1200.00
					FOB: Delivered

Disposable Face Mask With Ear Loops,  
Blue, 3-Ply, 50/Box



3-ply Disposable Face Mask, with Ear Loops, Pleated 50/Box

Features:

- Flexible nose piece for adjusting fit ✓
- 100% polypropylene
- White inner and blue outer layer
- Latex-free

*Cannot have metal nose piece only plastic*

# DYLOR



## Disposable Protective Mask

ASTM F2100-19 Level 1

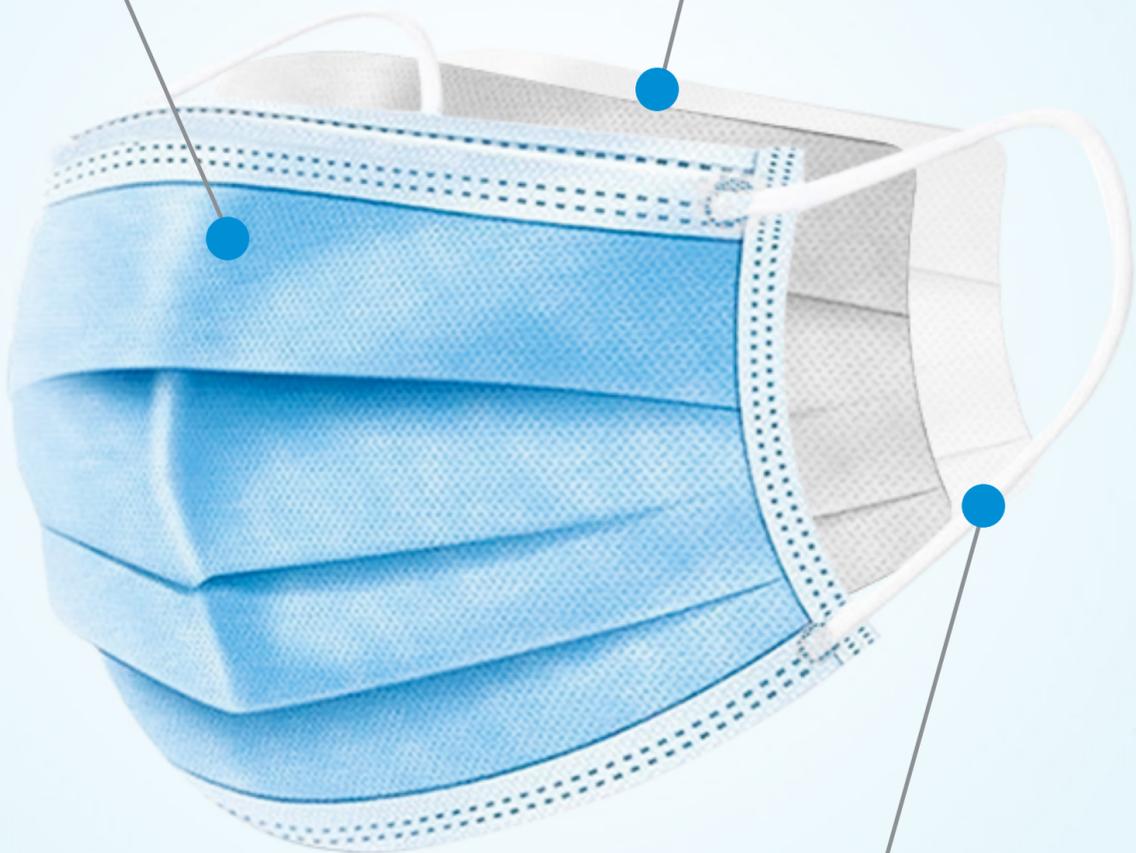
MAKE YOUR BREATH MORE COMFORTABLE

**3M** Certified Material Supplier  
**Nelson Lab** approved ASTM test report

### Three layer filtration

Specialty High Fluid Resistance Outer-Layer  
for Blood Penetration Protection

High BFE/PFE  
Melt-blown Filtration Layer



Flat Earloop,  
More Comfortable for Longer time usage

MAKE YOUR BREATH MORE COMFORTABLE

# DYLOR ASTM Level 1

Blue Mask w. Earloop



**>95%**

Bacterial  
Filtration  
Efficiency

**>95%**

Submicron  
Particle  
Filtration  
Efficiency

**<60**

Differential  
Pressure

**80mmHg Pass**

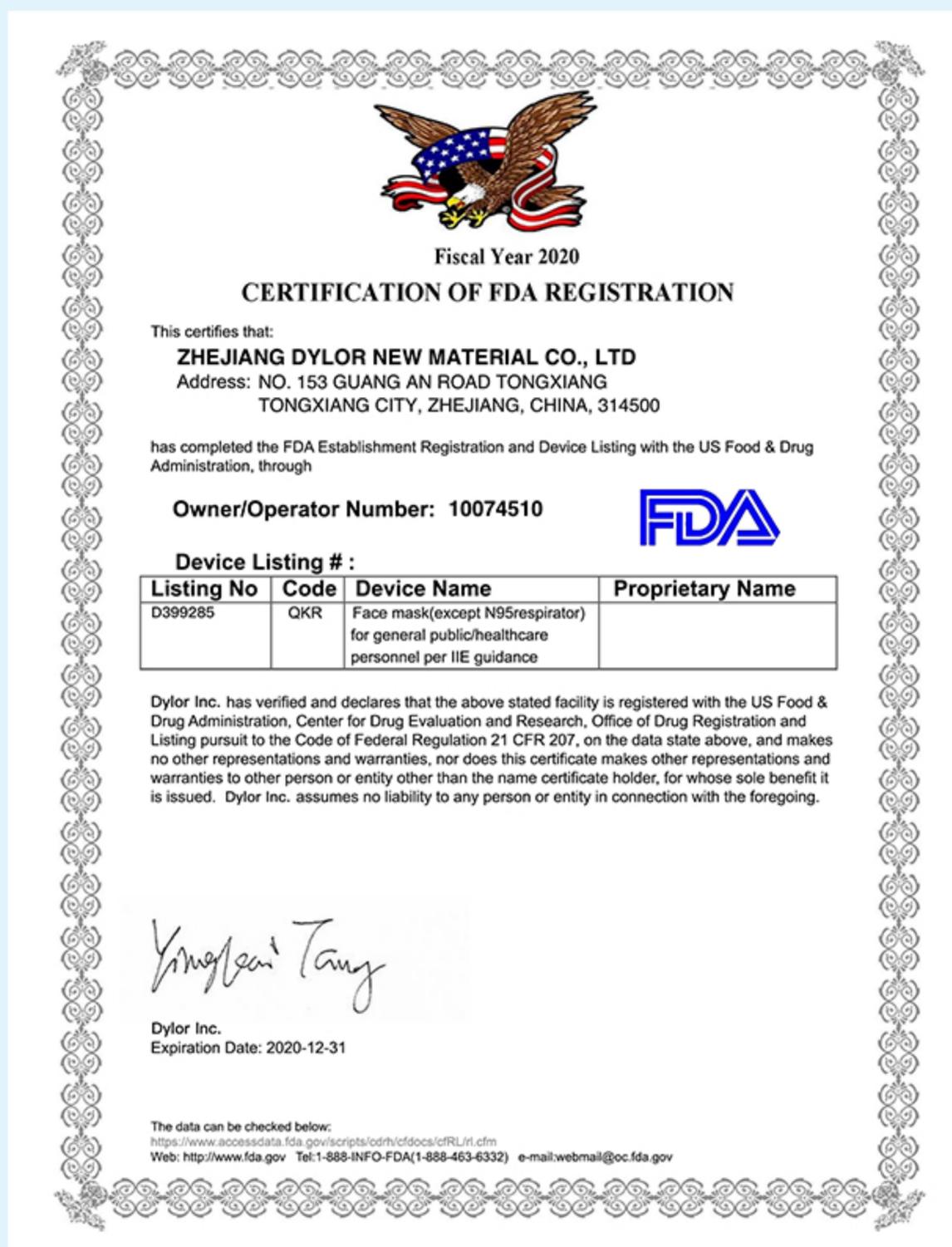
Fluid Resistance  
(Splash Resistance Pressure)

**Class 1**

Flammability 16 CFR  
part 1610

# Manufacturer Information

Zhejiang Dylor New Material Co., Ltd.  
is a specially designated material supplier  
for personal care products of **3M** in China.



# Test Reports

## ASTM Level 1 reports by Nelson Lab.



Sponsor:  
Yingkai Tang  
Zhejiang Dylor New Materials Co.,Ltd  
No. 153 Guang'An Road  
Tongxiang, Zhejiang Province,  
CHINA

### Bacterial Filtration Efficiency (BFE) and Differential Pressure (Delta P) Final Report

Test Article: Disposable Protective Mask, DM20200101, Non-woven fabric 65%,  
Melt-blown fabric 35%, Batch number202005  
Purchase Order: 20-577A  
Study Number: 1306401-S01  
Study Received Date: 03 Jun 2020  
Testing Facility: Nelson Laboratories, LLC  
6280 S. Redwood Rd.  
Salt Lake City, UT 84123 U.S.A.  
Test Procedure(s): Standard Test Protocol (STP) Number: STP0004 Rev 18  
Deviation(s): None

**Summary:** The BFE test is performed to determine the filtration efficiency of test articles by comparing the bacterial control counts upstream of the test article to the bacterial counts downstream. A suspension of *Staphylococcus aureus* was aerosolized using a nebulizer and delivered to the test article at a constant flow rate and fixed air pressure. The challenge delivery was maintained at  $1.7 - 3.0 \times 10^3$  colony forming units (CFU) with a mean particle size (MPS) of  $3.0 \pm 0.3 \mu\text{m}$ . The aerosols were drawn through a six-stage, viable particle, Andersen sampler for collection. This test method complies with ASTM F2101-19 and EN 14683:2019, Annex B.

The Delta P test is performed to determine the breathability of test articles by measuring the differential air pressure on either side of the test article using a manometer, at a constant flow rate. The Delta P test complies with EN 14683:2019, Annex C and ASTM F2100-19.

All test method acceptance criteria were met. Testing was performed in compliance with US FDA good manufacturing practice (GMP) regulations 21 CFR Parts 210, 211 and 820.

Test Side: Inside  
BFE Test Area:  $\sim 40 \text{ cm}^2$   
BFE Flow Rate: 28.3 Liters per minute (L/min)  
Delta P Flow Rate: 8 L/min  
Conditioning Parameters:  $85 \pm 5\%$  relative humidity (RH) and  $21 \pm 5^\circ\text{C}$  for a minimum of 4 hours  
Test Article Dimensions:  $\sim 172 \text{ mm} \times \sim 155 \text{ mm}$   
Positive Control Average:  $2.8 \times 10^3 \text{ CFU}$   
Negative Monitor Count:  $< 1 \text{ CFU}$   
MPS:  $2.8 \mu\text{m}$



James Luskin electronically approved  
Study Director

James Luskin

09 Jul 2020 14:52 (+00:00)  
Study Completion Date and Time

801-290-7500 | [nelsonlabs.com](http://nelsonlabs.com) | [sales@nelsonlabs.com](mailto:sales@nelsonlabs.com)

szh FRT0004-0001 Rev 22  
Page 1 of 2

These results apply to the samples as received and relate only to the test article listed in this report. Reports may not be reproduced except in their entirety. Subject to NL terms and conditions at [www.nelsonlabs.com](http://www.nelsonlabs.com).



Study Number 1306401-S01  
Bacterial Filtration Efficiency (BFE)  
and Differential Pressure (Delta P) Final Report

#### Results:

Test Article Number	Percent BFE (%)
1	97.4
2	98.1
3	98.7
4	99.5
5	99.8

Test Article Number	Delta P (mm H <sub>2</sub> O/cm <sup>2</sup> )	Delta P (Pa/cm <sup>2</sup> )
1	3.9	37.9
2	3.8	37.3
3	3.9	37.8
4	3.8	37.3
5	3.8	37.7

The filtration efficiency percentages were calculated using the following equation:

$$\% \text{ BFE} = \frac{C - T}{C} \times 100$$

C = Positive control average

T = Plate count total recovered downstream of the test article

Note: The plate count total is available upon request

801-290-7500 | [nelsonlabs.com](http://nelsonlabs.com) | [sales@nelsonlabs.com](mailto:sales@nelsonlabs.com)

szh FRT0004-0001 Rev 22  
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# Test Reports

## ASTM Level 1 reports by Nelson Lab.



Sponsor:  
Yingkai Tang  
Zhejiang Dylor New Materials Co.,Ltd  
No 153 Guang'An Rd.  
Tongxiang, Zhejiang Province,  
CHINA

### Synthetic Blood Penetration Resistance Final Report

Test Article: Disposable Protective Mask, DM20200101, Non-woven fabric 65%, Melt-blown fabric 35%, Batch number202005  
 Purchase Order: 20-577A  
 Study Number: 1306405-S01  
 Study Received Date: 03 Jun 2020  
 Testing Facility: Nelson Laboratories, LLC  
 6280 S. Redwood Rd.  
 Salt Lake City, UT 84123 U.S.A.  
 Test Procedure(s): Standard Test Protocol (STP) Number: STP0012 Rev 09  
 Deviation(s): None

**Summary:** This procedure was performed to evaluate surgical facemasks and other types of protective clothing materials designed to protect against fluid penetration. The purpose of this procedure is to simulate an arterial spray and evaluate the effectiveness of the test article in protecting the user from possible exposure to blood and other body fluids. The distance from the target area surface to the tip of the cannula is 30.5 cm. A test volume of 2 mL of synthetic blood was employed using the targeting plate method.

This test method was designed to comply with ASTM F1862 and ISO 22609 (as referenced in EN 14683:2019 and AS4381:2015) with the following exception: ISO 22609 requires testing to be performed in an environment with a temperature of 21 ± 5°C and a relative humidity of 85 ± 10%. Instead, testing was performed at ambient conditions within one minute of removal from the environmental chamber held at those parameters.

All test method acceptance criteria were met. Testing was performed in compliance with US FDA good manufacturing practice (GMP) regulations 21 CFR Parts 210, 211 and 820.

Number of Test Articles Tested: 32  
 Number of Test Articles Passed: 32  
 Test Side: Outside  
 Pre-Conditioning: Minimum of 4 hours at 21 ± 5°C and 85 ± 5% relative humidity (RH)  
 Test Conditions: 23.4°C and 22% RH



Brent Shelley electronically approved for  
 Study Director

James Luskin

19 Jun 2020 17:14 (+00:00)  
 Study Completion Date and Time



Study Number 1306405-S01  
 Synthetic Blood Penetration Resistance Final Report

**Results:** Per ASTM F1862 and ISO 22609, an acceptable quality limit of 4.0% is met for a normal single sampling plan when ≥29 of 32 test articles show passing results.

Test Pressure: 80 mmHg (10.7 kPa)

Test Article Number	Synthetic Blood Penetration
1-32	None Seen

# Test Reports

## ASTM Level 1 reports by Nelson Lab.



Sponsor:  
Yingkai Tang  
Zhejiang Dylor New Materials Co. Ltd.  
No 153 Guang'An Rd.  
Tongxiang, Zhejiang,  
CHINA

### Latex Particle Challenge Final Report

Test Article: Disposable Protective Mask, DM20200101, Non-woven fabric 65% Melt-blown fabric 35%, Batch #202005  
 Purchase Order: 20-577A  
 Study Number: 1306403-S01  
 Study Received Date: 03 Jun 2020  
 Testing Facility: Nelson Laboratories, LLC  
 6280 S. Redwood Rd.  
 Salt Lake City, UT 84123 U.S.A.  
 Test Procedure(s): Standard Test Protocol (STP) Number: STP0005 Rev 07  
 Deviation(s): Quality Event (QE) Number(s): QE22125

**Summary:** This procedure was performed to evaluate the non-viable particle filtration efficiency (PFE) of the test article. Monodispersed polystyrene latex spheres (PSL) were nebulized (atomized), dried, and passed through the test article. The particles that passed through the test article were enumerated using a laser particle counter.

A one-minute count was performed, with the test article in the system. A one-minute control count was performed, without a test article in the system, before and after each test article and the counts were averaged. Control counts were performed to determine the average number of particles delivered to the test article. The filtration efficiency was calculated using the number of particles penetrating the test article compared to the average of the control values.

The procedure employed the basic particle filtration method described in ASTM F2299, with some exceptions; notably the procedure incorporated a non-neutralized challenge. In real use, particles carry a charge, thus this challenge represents a more natural state. The non-neutralized aerosol is also specified in the FDA guidance document on surgical face masks. All test method acceptance criteria were met. Testing was performed in compliance with US FDA good manufacturing practice (GMP) regulations 21 CFR Parts 210, 211 and 820.

Test Side: Inside  
 Area Tested: 91.5 cm<sup>2</sup>  
 Particle Size: 0.1 µm  
 Laboratory Conditions: 21°C, 31% relative humidity (RH) at 8:42 AM; 21°C, 31% RH at 9:50 AM  
 Average Filtration Efficiency: 97.5%  
 Standard Deviation: 0.15



McKenna Wild electronically approved for  
 Study Director \_\_\_\_\_  
 Curtis Gerow

23 Jul 2020 18:40 (+00:00)  
 Study Completion Date and Time



Study Number 1306403-S01  
 Latex Particle Challenge Final Report

**Deviation Details:** Controls and sample counts were conducted for one minute instead of an average of three one minute counts. This change shortens the total test time for each sample but will still provide an accurate determination of the particle counts. An equilibrate is a dwell period where the challenge is being applied to the test article for a certain period of time before test article counts are counted. The equilibrate period was reduced from 2 minutes to a minimum of 30 seconds which is sufficient time to clear the system of any residual particles, and establish a state of stable equilibrium before sample counts are taken. Test method acceptance criteria were met, results are valid.

**Results:**

Test Article Number	Test Article Counts	Average Control Counts	Filtration Efficiency (%)
1	301	12,535	97.6
2	307	12,876	97.6
3	360	13,233	97.3
4	348	13,150	97.4
5	339	13,500	97.5

# Test Reports

## ASTM Level 1 reports by Nelson Lab.



Sponsor:  
Yingkai Tang  
Zhejiang Dylor New Materials Co. Ltd.  
No 153 Guang'An Rd.  
Tongxiang, Zhejiang,  
CHINA

### Flammability of Clothing Textiles Final Report

Test Article: Disposable Protective Mask, DM20200101, Non-woven fabric 65% Melt-blown fabric 35%, Batch #202005  
 Purchase Order: 20-577A  
 Study Number: 1306404-S01  
 Study Received Date: 03 Jun 2020  
 Testing Facility: Nelson Laboratories, LLC  
 6280 S. Redwood Rd.  
 Salt Lake City, UT 84123 U.S.A.  
 Test Procedure(s): Standard Test Protocol (STP) Number: STP0073 Rev 06  
 Deviation(s): None

**Summary:** This procedure was performed to evaluate the flammability of plain surface clothing textiles by measuring the ease of ignition and the speed of flame spread. The parameter of time is used to separate materials into different classes, thereby assisting in a judgment of fabric suitability for clothing and protective clothing material. The test procedure was performed in accordance with the test method outlined in 16 CFR Part 1610 (a) *Step 1 - testing in the original state*. *Step 2 - Refurbishing and testing after refurbishing*, was not performed. All test method acceptance criteria were met. Testing was performed in compliance with US FDA good manufacturing practice (GMP) regulations 21 CFR Parts 210, 211 and 820.

Test Article Side Tested: Outside Surface  
 Orientation: Machine

Test Criteria for Specimen Classification (See 16 CFR Part 1610.7):

Class	Plain Surface Textile Fabric
1	Burn time ≥3.5 seconds
2	Not applicable to plain surface textile fabrics
3	Burn time <3.5 seconds

The 16 CFR Part 1610 standard specifies that 10 replicates are to be tested if, during preliminary testing, only 1 test article exhibits flame spread and it is less than 3.5 seconds or the test articles exhibit an average flame spread less than 3.5 seconds. Five replicates are to be tested if no flame spread is observed upon preliminary testing, if only 1 test article exhibits flame spread and it is equal to or greater than 3.5 seconds, or if the average flame spread is equal to or greater than 3.5 seconds. In accordance with the standard, 5 replicates were tested for this study.



Sean Shepherd electronically approved for  
 Study Director

Curtis Gerow

06 Jul 2020 20:48 (+00:00)  
 Study Completion Date and Time



Study Number 1306404-S01  
 Flammability of Clothing Textiles Final Report

**Results:**

Replicate Number	Time of Flame Spread
1	DNI
2	DNI
3	DNI
4	DNI
5	DNI

DNI = Test Article did not ignite



### Company Info:

**ESTCO Enterprises Inc.**

*1549 Simpson Way Escondido, CA 92029*

*760-489-8745*

***Founded in 1970***

TIN: 95-3087209

DUNS: 040945768

CAGE Code # OH6Y7

MPIN: ESTCO8745

NAICS: 423840

CA Seller Permit: SR FHB 16-624713

**ISO Certified 9001:2015**

(Certification #: 08-511)

**Insured By:**

The Hartford/USAA

**Certified Small Business**

**#2012292**

**Woman Owned**

Owner: Judy Taylor 55%

**Josh Taylor, President**

josh@estcoenterprises.com

**Cindy Cargill, Quality Manager/Office Manager**

cindy@estcoenterprises.com

**Monica Ohlandt, Accounting Manager**

monica@estcoenterprises.com

**Steve Lothspeich, Vice President**

stevel@estcoenterprises.com

**Rolando Reyes, Warehouse Manager**

rolando@estcoenterprises.com

**Tyler Avery, Fulfillment Manager**

tyler@estcoenterprises.com

**Spencer Tate, Fulfillment**

spencer@estcoenterprises.com

**Matt D'Elia, Vice President Sales**

matt@estcoenterprises.com

## Our Representatives

Josh Taylor

President, ESTCO Enterprises, Inc.

[josh@estcoenterprises.com](mailto:josh@estcoenterprises.com)

760-489-8745

Steve Lothspeich

Vice President, ESTCO Enterprises, Inc.

[stevel@estcoenterprises.com](mailto:stevel@estcoenterprises.com)

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Matt D'Elia

Vice President, Sales

[matt@estcoenterprises.com](mailto:matt@estcoenterprises.com)

760-489-8745

George Creviston

Regional Vice President, MAGID Safety

[GeorgeCreviston@magidglove.com](mailto:GeorgeCreviston@magidglove.com)

773-289-1439



City of Escondido  
Business License Division  
201 N Broadway  
Escondido, CA 92025

## CITY OF ESCONDIDO BUSINESS LICENSE CERTIFICATE

[www.escondido.org](http://www.escondido.org)

Estco Enterprises  
1549 Simpson Way  
Escondido, CA 92029

Business License No: 029980  
Expiration Date: 06/30/2021  
Business Type: RETAIL  
Ownership: CORPORATION

### IMPORTANT INFORMATION

- Please verify all information. If any changes occur, please contact the Business License Division at (760) 839-4659.
- Remember for renew your Business License within one month of the Expiration Date, even if you don't receive a Renewal Notice. Payments postmarked or paid on-line after the Penalty Date will incur late penalties of 25% per month.
- Closing your business or no longer working in Escondido? You must sign, date and return your Renewal Notice to close your account.
- Please display the Certificate below in public view.
- Escondido's business licenses are issued for revenue purposes. The issuance or possession of a license confers no rights or privileges and only serves to prove that a business tax has been paid for the period specified on the license certificate. Licenses are not deemed regulatory in any way and are not proof of compliance with zoning, building, or any other regulations of the city.

*Thank you for doing business in the City of Escondido!*

FOLD OR DETACH HERE FOR DISPLAY

## BUSINESS LICENSE CERTIFICATE

This certificate is to be displayed at your place of business. It is issued without verification that the holder is subject to or exempt from licensing by the State of California. This certificate does not constitute a permit to operate a business in violation of any law or ordinance.

**Business License Number: 029980**

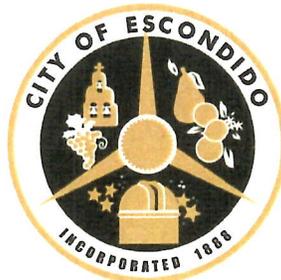
Business Name: Estco Enterprises

Business Location: 1549 Simpson Way  
Escondido, CA 92029

Business Phone: 7604898745

Owner/ Officer: Judy Taylor  
Josh Taylor

NPDES:



## CITY OF ESCONDIDO

201 N Broadway  
Escondido, CA 92025  
(760) 839-4659

[www.escondido.org](http://www.escondido.org)

**Expiration Date:** 06/30/2021

**NAICS#:** 423840 - Industrial Supplies Merchant  
Wholesalers

**SIC#:** 5085 - Industrial Supplies

**Conditions/Remarks:**

POST IN A CONSPICUOUS PLACE - NOT TRANSFERABLE

To verify most current certification status go to: <https://www.caleprocure.ca.gov>



## Office of Small Business & DVBE Services

**Certification ID:** 2012292

**Legal Business Name:**  
ESTCO ENTERPRISES INC

**Doing Business As (DBA) Name 1:**

**Doing Business As (DBA) Name 2:**

**Address:**  
1549 SIMPSON WAY  
ESCONDIDO  
CA 92029-1203

**Email Address:**

[josh@estcoenterprises.com](mailto:josh@estcoenterprises.com)

**Business Web Page:**

[www.estcoenterprises.com](http://www.estcoenterprises.com)

**Business Phone Number:**

760/489-8745

**Business Fax Number:**

760/489-9117

**Business Types:**

Non-Manufacturer

Certification Type	Status	From	To
SB(Micro)	Approved	08/17/2020	08/31/2022

Questions?

Email: [OSDSHELP@DGS.CA.GOV](mailto:OSDSHELP@DGS.CA.GOV)

Call OSDS Main Number: 916-375-4940

707 3rd Street, 1-400, West Sacramento, CA 95605

# Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

**1** Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**ESTCO Enterprises, Inc.**

**2** Business name/disregarded entity name, if different from above

**3** Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC     C Corporation     S Corporation     Partnership     Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ \_\_\_\_\_

**Note:** Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶ \_\_\_\_\_

**4** Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) \_\_\_\_\_

Exemption from FATCA reporting code (if any) \_\_\_\_\_

*(Applies to accounts maintained outside the US)*

**5** Address (number, street, and apt. or suite no.) See instructions.  
**1549 Simpson Way**

**6** City, state, and ZIP code  
**Escondido, CA 92029**

**7** List account number(s) here (optional)

Requester's name and address (optional)

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

**Social security number**

			-						
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or

**Employer identification number**

9	5	-	3	0	8	7	2	0	9
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## Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

**Sign Here**    Signature of U.S. person ▶ *Jack Day L*    Date ▶ *1/9/20*

## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

ISO 9001



## Management System Certification

Estco Enterprises, Inc.  
1549 Simpson Way  
Escondido, CA 92029

**Integrated Management Systems Group, LLC certifies that the Management System of the above organization has been audited by auditor(s) certified to International Standards and found to be in accordance with the requirements of the Management System Standards and Scope of Supply described below.**

The distribution of industrial rubber and elastomeric related products.

Clauses Not Applicable: 8.3 Design and Development; 8.5.1f) Validation of process for production and service operations and 8.5.1 h) and 8.5.5 post-delivery activities.

**Certification Standard:**

ISO 9001:2015

**Certificate Number:** 08 - 511

**Issue Date:** March 22, 2018

**Expiration Date:** March 21, 2021

Subject to continued satisfactory operation of the Organization's Management System, this certificate will remain valid until the certificate expiration date shown above.

Further clarification regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organization.

**Original Certification Date:** February 21, 2008

A handwritten signature in black ink, appearing to read "Daniel Dolan", is written over a horizontal line.

Daniel Dolan  
Integrated Management Systems Group, LLC  
[www.imsllc.net](http://www.imsllc.net)

