

PCR FORM: PRODUCT COST REDUCTION ©



Presented to: University of Washington

Product Focus: Top 20% of Consumable Spend

Date Presented: 10-Oct-11

| SAVINGS TYPE & PRODUCT | CURRENT PRODUCT | | | PROPOSED PRODUCT | | | COST COMPARISON | | | | |
|------------------------------|--|---------------|-------------------------|--|---------------|-------------------------|-------------------|-------------------|-------------------------|--------------------|----------------------------|
| | Description | Ea qty per um | Product Cost | Description | Ea qty per um | Product Cost | Unit Cost Savings | Monthly Savings % | Monthly Usage in eaches | Monthly Savings \$ | Annualized Product Savings |
| Product Conversion | COVERGLASS 12MM CIRCLE 1 EA=OZ 48366-251 | 1 EA | 117.76 117.76 | VWR COVERGLASS 12MM PK=10Z 89015-724 | 1 EA | 70.96 70.96 | 46.80 | 39.7% | 1 | 46.80 | 561.60 |
| ERIE SCIENTIFIC SALES CO INC | ERIE SCIENTIFIC SALES CO INC | | | VWR COLLECTION | | | | | | | |
| Product Conversion | ACETONE ELECTRONIC GRADE 4L JT9005-5 | 4 CS | 25.99 103.96 | BDH ACETONE SEMI GRADE 1GL BDH2025-1GLP | 4 CS | 14.11 56.42 | 11.89 | 45.7% | 4 | 47.54 | 570.48 |
| AVANTOR | AVANTOR | | | VWR COLLECTION | | | | | | | |
| Product Conversion | VORTEX-GENIE 2 MIXR CSA 120V 58815-234 | 1 EA | 274.75 274.75 | VWR VORTEXER MINI 120V 58816-121 | 1 EA | 264.03 264.03 | 10.72 | 3.9% | 1 | 13.40 | 160.80 |
| SCIENTIFIC INDUSTRIES | SCIENTIFIC INDUSTRIES | | | VWR COLLECTION | | | | | | | |
| Product Conversion | CRYO-OCT COMPOUND 4OZ 25608-930 | 1 EA | 16.71 16.71 | VWR CLEAR FROZEN SECT CMPD 4OZ 95057-838 | 1 EA | 7.06 7.06 | 9.65 | 57.7% | 6 | 60.31 | 723.75 |
| SAKUR | SAKURA | | | VWR COLLECTION | | | | | | | |
| Product Conversion | AEROSOL FREEZIN CYTOCL II 11OZ 48212-190 | 1 EA | 21.63 21.63 | VWR CYTO-FREEZE FRZ SPRAY 11OZ 16650-029 | 1 EA | 14.51 14.51 | 7.12 | 32.9% | 1 | 7.12 | 85.44 |
| THERMO | THERMO | | | VWR COLLECTION | | | | | | | |

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| DU | | | | | | | | | | | |
| Product Conversion | SEALING TAPE PAD PK10 55003-076 | 10 PK | 9.27 92.66 | VWR MAT SEALING SILICONE PK5 82009-996 | 5 PK | 6.55 32.74 | 2.72 | 29.3% | 25 | 67.95 | 815.40 |
| JP MORGAN CHASE | JP MORGAN CHASE | | | VWR COLLECTION | | | | | | | |
| Product Conversion | AUTOCLAVE TAPE 1.9CM X 55.4M 58752-704 | 1 EA | 5.70 5.70 | VWR TAPE ST IND 3/4X500 PK4RL 89097-992 | 16 CS | 4.15 66.36 | 1.55 | 27.2% | 3 | 5.28 | 63.34 |
| PROPPER | PROPPER | | | VWR COLLECTION | | | | | | | |
| Product Conversion | SYRINGE FILTER GRN.45UM PK50 28196-077 | 300 CS | 2.32 697.30 | VWR SYRINGE FILTER 0.2UM CS100 28145-495 | 100 CS | 0.78 78.46 | 1.54 | 66.2% | 250 | 384.93 | 4,619.20 |
| NALGE NUNC | NALGE NUNC | | | VWR COLLECTION | | | | | | | |
| Product Conversion | BOX CRYOSTORE81CELL STD HT CS6 55710-256 | 6 CS | 3.99 23.94 | VWR FREEZER BOX MECHANICL CRYO 82007-162 | 120 CS | 2.60 312.51 | 1.39 | 34.7% | 18 | 24.94 | 299.32 |
| NALGE NUNC | NALGE NUNC | | | VWR COLLECTION | | | | | | | |
| Product Conversion | RESPIRATOR N95 W/EX VALVE PK10 43300-859 | 120 CS | 2.02 242.52 | VWR N95 RESPIRATOR W/VLVE PK10 89030-108 | 120 CS | 0.79 94.87 | 1.23 | 60.9% | 120 | 147.65 | 1,771.80 |
| 3M | 3M | | | VWR COLLECTION | | | | | | | |
| Product Conversion | RESPIRATOR N95 W/EX VALVE PK10 43300-859 | 10 PK | 2.12 21.20 | VWR N95 RESPIRATOR W/VLVE PK10 89030-108 | 10 PK | 0.90 9.01 | 1.22 | 57.5% | 119 | 145.10 | 1,741.16 |
| 3M | 3M | | | VWR COLLECTION | | | | | | | |
| Product Conversion | SHARPS COLLECTOR EX LRG 5GL BD305491 | 1 EA | 17.19 17.19 | VWR SHARPS CONT LG WD 23QT RD 19001-030 | 1 EA | 16.13 16.13 | 1.06 | 6.2% | 7 | 6.89 | 82.68 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | DIVIDERS BOX HLD 100 12MM PK12 | 12 | 2.33 | VWR DIVIDER 100 CELL | 1 | 1.34 | 0.99 | 42.4% | 11 | 10.84 | 130.02 |

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| | 55705-640 | PK | 27.90 | 82007-156 | EA | 1.34 | | | | | |
| THERMO | THERMO | | | VWR COLLECTION | | | | | | | |
| Product Conversion | DISH INTERGRID 150X25MM CS100 25383-103 | 100 CS | 1.16 116.49 | VWR CONTACT DISH 65X15MM CS500 25384-093 | 500 CS | 0.18 90.49 | 0.98 | 84.5% | 667 | 656.27 | 7,875.30 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | SAMPLE BAG LDPE 9X13IN PK50 56766-107 | 50 PK | 1.03 51.49 | VWR BAG 4MIL ZIP 9X12IN CS500 89005-310 | 500 CS | 0.12 59.22 | 0.91 | 88.5% | 46 | 41.92 | 503.07 |
| NALGE NUNC | NALGE NUNC | | | VWR COLLECTION | | | | | | | |
| Product Conversion | PCR PLATE TWIN.TEC 96 SKIRT- C 47744-116 | 25 CS | 3.60 90.12 | VWR PCR PLATE 96 SKIRTED PK10 82006-704 | 100 CS | 2.80 280.45 | 0.80 | 22.2% | 87 | 69.63 | 835.51 |
| EPPENDORF | EPPENDORF | | | VWR COLLECTION | | | | | | | |
| Product Conversion | BOX FIBER BOARD 2IN PK12 55705-424 | 12 PK | 3.04 36.44 | VWR BOX MECH CRYOGENIC 5X5X2IN 82007-142 | 120 CS | 2.28 273.99 | 0.75 | 24.8% | 222 | 167.26 | 2,007.10 |
| THERMO | THERMO | | | VWR COLLECTION | | | | | | | |
| Product Conversion | CONICAL GLASS INSERT PK100 HP-5181-1270 | 100 PK | 0.86 86.02 | VWR INSERT 175UL CONICAL PK100 82028-446 | 100 PK | 0.28 27.74 | 0.58 | 67.8% | 392 | 228.46 | 2,741.49 |
| AGILENT | AGILENT | | | VWR COLLECTION | | | | | | | |
| Product Conversion | BULB RUBBER 2ML PK12 56311-049 | 12 PK | 0.58 6.99 | VWR RUBBER BULB 2ML RED PK12 15001-364 | 12 PK | 0.18 2.19 | 0.40 | 68.7% | 43 | 17.20 | 206.40 |
| WALTER STERN | WALTER STERN | | | VWR COLLECTION | | | | | | | |
| Product Conversion | TUBE BIOPUR SAFLCK 1.5ML CS100 53511-997 | 100 CS | 0.42 41.60 | VWR TUBE MICROCENT 1.7ML PK500 87003-294 | 5000 CS | 0.03 146.96 | 0.39 | 92.9% | 116 | 44.85 | 538.16 |
| EPPENDORF | EPPENDORF | | | VWR COLLECTION | | | | | | | |

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| Product Conversion | RESPIRATOR N-95 DISP PK20 56222-362 | 20 PK | 0.86 17.27 | VWR RESPIRATOR N95 PK20 89030-106 | 20 PK | 0.56 11.23 | 0.30 | 35.0% | 17 | 5.13 | 61.61 |
| 3M | 3M | | | VWR COLLECTION | | | | | | | |
| Product Conversion | BLADE ACCU-EDGE MICROTOME PK50 25608-964 | 50 PK | 2.07 103.35 | VWR LP MICROTOME BLADES PK50 95057-832 | 50 PK | 1.78 88.77 | 0.29 | 14.1% | 337 | 98.27 | 1,179.23 |
| SAKURA | SAKURA | | | VWR COLLECTION | | | | | | | |
| Product Conversion | MICSLIDE UF PK-72 75X25X1MM 48312-160 | 72 PK | 0.47 33.95 | VWR MICROSLIDE 25X75X1MM PK72 16004-418 | 72 PK | 0.24 17.16 | 0.23 | 49.5% | 66 | 15.39 | 184.69 |
| ERIE | ERIE SCIENTIFIC SALES CO INC | | | VWR COLLECTION | | | | | | | |
| Product Conversion | PIPET SER EXT INDIV 25ML CS200 53106-195 | 200 CS | 0.53 106.35 | VWR PIPETTE SERO 25ML PL CS200 89130-890 | 200 CS | 0.34 68.15 | 0.19 | 35.9% | 167 | 31.90 | 382.76 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | CULTURE DISH ST 100X20MM CS200 25382-166 | 200 CS | 0.36 72.06 | VWR PETRI DISH 100X15MM CS600 25384-094 | 600 CS | 0.18 106.63 | 0.18 | 50.7% | 2,400 | 438.20 | 5,258.40 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | PIPET ASPIRATING STER 2ML CS200 53106-450 | 200 CS | 0.33 65.00 | VWR PIPET ASPIRATING 2ML CS200 414004-265 | 200 CS | 0.16 31.24 | 0.17 | 51.9% | 800 | 135.04 | 1,620.48 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | BUFFER PH4.01 475ML 34182-306 | 1 EA | 15.64 15.64 | BDH BUFFER PH 4 RED 500ML BDH5018-500ML | 1 EA | 15.54 15.54 | 0.10 | 0.6% | 1 | 0.10 | 1.20 |
| THERMO | THERMO | | | VWR COLLECTION | | | | | | | |
| Product Conversion | CULTURE DISH 60X15MM PS CS500 25382-100 | 500 CS | 0.24 120.69 | VWR PETRI DISH 60X15MM CS500 25384-092 | 500 CS | 0.14 70.73 | 0.10 | 41.4% | 417 | 41.67 | 500.00 |

| BD | BD | | | VWR COLLECTION | | | | | | | |
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| Product Conversion | SULFURIC ACID CMOS 15LB. JT9684-5 | 4 CS | 21.31 85.23 | BDH SULFURIC ACID ACS/FCC 3.8L BDH3074-3.8LP | 4 CS | 21.22 84.89 | 0.09 | 0.4% | 4 | 0.34 | 4.08 |
| AVANTOR | AVANTOR | | | VWR COLLECTION | | | | | | | |
| Product Conversion | GLOVES NITRILE BLU MED PK100 PH8817N | 100 PK | 0.15 14.88 | VWR GLOVE NITRILE PF M PK100 82026-426 | 100 PK | 0.07 7.36 | 0.08 | 50.5% | 92 | 6.92 | 83.02 |
| CARDINAL | CARDINAL | | | VWR COLLECTION | | | | | | | |
| Product Conversion | CENTRIFUGE TUBE 15ML CS500 21008-936 | 500 CS | 0.20 99.00 | VWR TUBE CENT 15ML FC B CS500 89039-664 | 500 CS | 0.14 68.90 | 0.06 | 30.4% | 917 | 55.20 | 662.44 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | TUBE MICROCENTRIFG 1.5ML PK500 21008-959 | 500 PK | 0.08 42.22 | VWR TUBE GRAD NAT 1.5ML PK500 89000-028 | 500 PK | 0.02 12.44 | 0.06 | 70.5% | 542 | 32.28 | 387.38 |
| EPPENDORF | EPPENDORF | | | VWR COLLECTION | | | | | | | |
| Product Conversion | PIPET ASPIRATNG DISP 1ML CS200 12777-012 | 200 CS | 0.23 45.24 | VWR PIPET ASPIRATING 1ML CS200 414004-264 | 200 CS | 0.17 33.69 | 0.06 | 25.5% | 300 | 17.33 | 207.90 |
| BD | BD | | | VWR COLLECTION | | | | | | | |
| Product Conversion | VIAL PLASTIC CS1000 66021-330 | 1000 CS | 0.14 137.60 | VWR VIAL SCINT PE 7ML CS1000 66022-398 | 1000 CS | 0.09 86.71 | 0.05 | 37.0% | 1,083 | 55.11 | 661.37 |
| WHEATON | WHEATON | | | VWR COLLECTION | | | | | | | |
| Product Conversion | PIPET TRNS LRG BULB 15CM PK400 73990-098 | 400 PK | 0.16 62.44 | VWR PIPET TRANS 15ML ST PK250 414004-041 | 250 PK | 0.11 26.86 | 0.05 | 31.2% | 633 | 30.80 | 369.62 |
| THERMO | THERMO | | | VWR COLLECTION | | | | | | | |
| Product Conversion | PIPET TIP FILTER 100UL CS960 | 960 | 0.12 | VWR TIP AEROSOL 1- 100UL PK960 | 9600 | 0.07 | 0.05 | 38.9% | 2,800 | 126.77 | 1,521.28 |

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| DU | | | | | | | | | | | | |
| Product Conversion | TUBE CENTRIFG POLYP 50ML CS500 21008-951 | 500 CS | 0.16 79.30 | VWR TUBE CENT 50ML FC R CS500 89039-658 | 500 CS | 0.15 72.93 | 0.01 | 8.0% | 3,625 | 46.18 | 554.19 | |
| BD | BD | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | CAPS ONLY 12MM CS2000 60819-251 | 2000 CS | 0.04 88.50 | VWR SNAP CAPS PE PK1000 60818-463 | 3000 CS | 0.03 97.47 | 0.01 | 26.6% | 2,333 | 27.44 | 329.23 | |
| BD | BD | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | EMBEDDING RINGS - WHITE CS1000 87002-368 | 1000 CS | 0.08 82.91 | VWR EMBEDDING RINGS WHT BX1000 18000-272 | 1000 PK | 0.08 75.62 | 0.01 | 8.8% | 1,250 | 9.11 | 109.35 | |
| SIMPORT | SIMPORT | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | TUBE CULTURAL RIA 12X75 CS1000 60819-794 | 1000 CS | 0.03 32.55 | VWR TUBE NATURL 12X75MM CS3000 60818-383 | 3000 CS | 0.03 81.43 | 0.01 | 16.6% | 2,333 | 12.61 | 151.37 | |
| BD | BD | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | WIPES KIMWPE 11.4X21.3CM PK280 21905-026 | 280 PK | 0.01 2.92 | VWR WIPERS 11.4X21.3CM PK280 82003-820 | 280 PK | 0.01 1.65 | 0.00 | 43.5% | 10,150 | 46.04 | 552.45 | |
| KIMBERLY-CLARK | KIMBERLY-CLARK | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | WIPES KIMWPE 11.4X21.3CM PK280 21905-026 | 16800 CS | 0.01 174.89 | VWR WIPERS 11.4X21.3CM PK280 82003-820 | 16800 CS | 0.01 104.26 | 0.00 | 40.4% | 43,400 | 182.46 | 2,189.53 | |
| KIMBERLY-CLARK | KIMBERLY-CLARK | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | PETRI DISH 60X15MM CS500 25373-085 | 500 CS | 0.13 66.20 | VWR PETRI DISH 60X15MM CS500 25384-090 | 500 CS | 0.13 65.14 | 0.00 | 1.6% | 583 | 1.24 | 14.83 | |
| BD | BD | | | VWR COLLECTION | | | | | | | | |
| Product Conversion | KIMWIPE 38.1 X 42.7CM PK140 21905-049 | 140 PK | 0.06 8.85 | VWR WIPERS 14X16.7IN PK140 82003-822 | 140 PK | 0.06 8.59 | 0.00 | 2.9% | 350 | 0.65 | 7.80 | |
| KIMBERLY-CLARK | KIMBERLY-CLARK | | | VWR COLLECTION | | | | | | | | |

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| Product Conversion | FILTER PAPER #1 9CM PK100 28450-081 GE WHATMAN | 100 | 0.24 | VWR FILTER PAPER 454 9CM PK100 28306-095 VWR COLLECTION | 100 | 0.10 | 0.15 | 60.6% | 125 | 18.29 | 219.45 |
| | | PK | 24.14 | | PK | 9.51 | | | | | |
| GE WHATMAN | | | | | | | | | | | |

NOTES: **COST SAVINGS SUMMARY**

| Estimated Cost Savings | | |
|------------------------|----------|------------|
| Ave. % | Monthly | Annualized |
| 37.3% | 4,696.85 | 56,362.24 |