



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							

Product Conversion	CRYO-OCT COMPOUND 4OZ 25608-930	12 CS	10.01 120.09	VWR CLEAR FROZEN SECT CMPD 4OZ 95057-838	9 CS	4.73 42.57	5.28	52.7%	22	116.11	1,393.26
SAKURA	SAKURA			VWR COLLECTION							
Product Conversion	CONTNR HORIZ DROP 2GL CS20 15704-200	20 CS	8.37 167.47	VWR CONTAINER SYSTEMS RED 2GL 19001-006	24 CS	3.44 82.44	4.94	59.0%	20	98.77	1,185.24
COVIDIEN	COVIDIEN			VWR COLLECTION							
Product Conversion	2-PROPANOL CMOS POLY BOTTLE 4L JT9079-5	4 CS	19.16 76.64	BDH IPA SEMI POLY 1GL BDH2027-1GLP	4 CS	14.86 59.42	4.31	22.5%	4	17.22	206.64
AVANTOR	AVANTOR			VWR COLLECTION							
Product Conversion	AUTOCLAVE TAPE 2.5CM X 55.4M 58752-781	1 EA	7.57 7.57	VWR TAPE ST IND 1X500 PK3RL 89098-064	12 CS	3.50 42.02	4.07	53.7%	6	25.63	307.57
PROPPER	PROPPER			VWR COLLECTION							
Product Conversion	SHARP COLLECTOR 6.9QT CS12 BD305489	12 CS	8.00 96.03	VWR CONTAINER M 6.2QT RED 19001-025	12 CS	4.34 52.08	3.66	45.8%	14	51.28	615.30
BD	BD			VWR COLLECTION							
Product Conversion	SHARPS COLLECTOR LARGE 8.2QT BD305490	12 CS	8.31 99.75	VWR CONTAINER SYSTEM 10QT RED 19001-026	12 CS	4.88 58.51	3.44	41.3%	21	72.17	866.04
BD	BD			VWR COLLECTION							
Product Conversion	SHARPS COLLECTOR LARGE 8.2QT BD305490	1 EA	12.47 12.47	VWR CONTAINER SYSTEM 10QT RED 19001-026	1 EA	9.05 9.05	3.42	27.4%	3	8.89	106.70
BD	BD			VWR COLLECTION							
Product Conversion	SHARPS COLLECTOR NESTABLE 8QT BD305460	1 EA	10.00 10.00	VWR CONTAINER SYSTEMS RED 2GL 19001-006	1 EA	6.68 6.68	3.32	33.2%	1	3.32	39.84
BD	BD			VWR COLLECTION							

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

	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							

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

Product Conversion	PASTEUR PIPETTES 228MM CS1000 53499-632	1000 CS	0.06 61.21	VWR PIPET PAST 5- 3/4IN CS1000 14673-010	1000 CS	0.03 34.23	0.03	44.1%	1,750	47.22	566.58
WHEATON	WHEATON			VWR COLLECTION							
Product Conversion	CENTRIFUGE TUBE 15ML CS500 62406-200	500 CS	0.16 81.79	VWR TUBE CENT 15ML FC B CS500 89039-664	500 CS	0.14 68.90	0.03	15.8%	1,833	47.25	567.06
BD	BD			VWR COLLECTION							
Product Conversion	PIPET POLYETHYLENE 7.7ML PK500 14670-103	500 PK	0.06 27.95	VWR PIPET TRANS 7.5ML PK500 414004-004	500 PK	0.04 19.81	0.02	29.1%	4,750	77.33	927.96
THERMO	THERMO			VWR COLLECTION							
Product Conversion	PIPET TRANSFER BB 4800UL PK500 14670-420	500 PK	0.06 30.88	VWR PIPET TRANSFER 5ML PK500 16001-182	500 PK	0.04 19.81	0.02	35.8%	417	9.23	110.79
THERMO	THERMO			VWR COLLECTION							
Product Conversion	FINNTIP FLEX 300UL EA1000 11388-540	1000 PK	0.05 46.10	VWR TIP 300UL ULTRAFINE PK1000 83007-350	1000 PK	0.03 25.87	0.02	43.9%	2,333	47.20	566.36
THERMO	THERMO			VWR COLLECTION							
Product Conversion	KIMWIPE 38.1 X 42.7CM PK140 21905-049	2100 CS	0.06 132.64	VWR WIPERS 14X16.7IN PK140 82003-822	2100 CS	0.04 91.55	0.02	31.0%	4,025	78.76	945.07
KIMBERLY-CLARK	KIMBERLY-CLARK			VWR COLLECTION							
Product Conversion	FINNTIP MICRO 0.2- 10UL CS960 53515-958	960 CS	0.06 58.69	VWR PIPET TIP 10UL LWBND PK960 82028-530	4800 CS	0.04 208.76	0.02	28.9%	800	14.12	169.38
THERMO	THERMO			VWR COLLECTION							
Product Conversion	TUBE CENTRIFUGE PP 50ML CS500 21008-940	500 CS	0.16 79.30	VWR TUBE CENT 50ML FC B CS500 89039-656	500 CS	0.14 70.89	0.02	10.6%	3,333	56.06	672.73
BD	BD			VWR COLLECTION							

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							

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

NOTES:

COST SAVINGS SUMMARY

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