



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**Request for
 Quotation**

RFO NUMBER
83800013

PAGE
3

ADDRESS CORRESPONDENCE TO ATTENTION OF
**MICHAEL AUSTIN
 304-558-2402**

*331142322 304-255-4821
**ANALABS INC
 PO BOX 1235
 CRAB ORCHARD WV 25827**

**DIVISION OF HIGHWAYS
 VARIOUS LOCALES AS INDICATED
 BY ORDER**

POSTAGE

SHIP TO

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/28/2007				
BID OPENING DATE: 12/19/2007		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p>EXHIBIT 10</p> <p>REQUISITION NO.:</p> <p>ADDENDUM ACKNOWLEDGEMENT</p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1</p> <p>NO. 2</p> <p>NO. 3</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Amissa Reagin</i>	TELEPHONE 304-255-4821	DATE 12-18-07
TITLE LABORATORY DIRECTOR	FEIN 55-0670153	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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S U R C O R E

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S H I P T O

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	NO. 4					
	NO. 5					
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: right;"> <i>Annissa Reiger</i> SIGNATURE ANALABS, INC COMPANY 12-18-07 DATE </p> <p>REV. 11/96</p> <p style="text-align: center;">VENDOR PREFERENCE CERTIFICATE</p> <p>CERTIFICATION AND APPLICATION* IS HEREBY MADE FOR PREFERENCE IN ACCORDANCE WITH WEST VIRGINIA CODE, 5A-3-37 (DOES NOT APPLY TO CONSTRUCTION CONTRACTS).</p> <p>A. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p>						

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SIGNATURE <i>Annissa Reiger</i>	TELEPHONE 304-255-4821	DATE 12-18-07
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<p>() BIDDER IS AN INDIVIDUAL RESIDENT VENDOR AND HAS RESIDED CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>(✓) BIDDER IS A PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR AND HAS MAINTAINED ITS HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR 80% OF THE OWNERSHIP INTEREST OF BIDDER IS HELD BY ANOTHER INDIVIDUAL, PARTNERSHIP, ASSOCIATION OR CORPORATION RESIDENT VENDOR WHO HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION; OR</p> <p>() BIDDER IS A CORPORATION NONRESIDENT VENDOR WHICH HAS AN AFFILIATE OR SUBSIDIARY WHICH EMPLOYS A MINIMUM OF ONE HUNDRED STATE RESIDENTS AND WHICH HAS MAINTAINED ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA CONTINUOUSLY FOR THE FOUR (4) YEARS IMMEDIATELY PRECEDING THE DATE OF THIS CERTIFICATION.</p> <p>B. APPLICATION IS MADE FOR 2.5% PREFERENCE FOR THE REASON CHECKED:</p> <p>(✓) BIDDER IS A RESIDENT VENDOR WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES WORKING ON THE PROJECT BEING BID ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID; OR</p>						

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<p>() BIDDER IS A NONRESIDENT VENDOR EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS OR IS A NONRESIDENT VENDOR WITH AN AFFILIATE OR SUBSIDIARY WHICH MAINTAINS ITS HEADQUARTERS OR PRINCIPAL PLACE OF BUSINESS WITHIN WEST VIRGINIA EMPLOYING A MINIMUM OF ONE HUNDRED STATE RESIDENTS WHO CERTIFIES THAT, DURING THE LIFE OF THE CONTRACT, ON AVERAGE AT LEAST 75% OF THE EMPLOYEES OR BIDDERS' AFFILIATE'S OR SUBSIDIARY'S EMPLOYEES ARE RESIDENTS OF WEST VIRGINIA WHO HAVE RESIDED IN THE STATE CONTINUOUSLY FOR THE TWO YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.</p> <p>BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & REVENUE DETERMINES THAT A BIDDER RECEIVING PREFERENCE HAS FAILED TO CONTINUE TO MEET THE REQUIREMENTS FOR SUCH PREFERENCE, THE SECRETARY MAY ORDER THE DIRECTOR OF PURCHASING TO: (A) RESCIND THE CONTRACT OR PURCHASE ORDER ISSUED; OR (B) ASSESS A PENALTY AGAINST SUCH BIDDER IN AN AMOUNT NOT TO EXCEED 5% OF THE BID AMOUNT AND THAT SUCH PENALTY WILL BE PAID TO THE CONTRACTING AGENCY OR DEDUCTED FROM ANY UNPAID BALANCE ON THE CONTRACT OR PURCHASE ORDER.</p> <p>BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE PURCHASING DIVISION AND AUTHORIZES THE DEPARTMENT OF TAX AND REVENUE TO DISCLOSE TO THE DIRECTOR OF PURCHASING APPROPRIATE INFORMATION VERIFYING THAT BIDDER HAS PAID THE REQUIRED BUSINESS TAXES, PROVIDED THAT SUCH INFORMATION DOES NOT CONTAIN THE AMOUNTS OF TAXES PAID NOR ANY OTHER INFORMATION DEEMED BY THE TAX COMMISSIONER TO BE CONFIDENTIAL.</p> <p>UNDER PENALTY OF LAW FOR FALSE SWEARING (WEST VIRGINIA CODE 61-5-3), BIDDER HEREBY CERTIFIES THAT THIS CERTIFICATE IS TRUE AND ACCURATE IN ALL RESPECTS; AND</p>						

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SIGNATURE <i>Ammissa Reigi</i>	TELEPHONE 304-255-4821	DATE 12-18-07
TITLE LABORATORY DIRECTOR	FEIN 55-0670153	ADDRESS CHANGES TO BE NOTED ABOVE

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PROPERTY

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<p>THAT IF A CONTRACT IS ISSUED TO BIDDER AND IF ANYTHING CONTAINED WITHIN THIS CERTIFICATE CHANGES DURING THE TERM OF THE CONTRACT, BIDDER WILL NOTIFY THE PURCHASING DIVISION IN WRITING IMMEDIATELY.</p> <p>BIDDER: --- ANALABS, INC. ---</p> <p>DATE: --- 12-18-2007 ---</p> <p>SIGNED: --- <i>Annessa Reigi</i> ---</p> <p>TITLE: --- LABORATORY DIRECTOR ---</p> <p>* CHECK ANY COMBINATION OF PREFERENCE CONSIDERATION(S) IN EITHER "A" OR "B", OR BOTH "A" AND "B" WHICH YOU ARE ENTITLED TO RECEIVE. YOU MAY REQUEST UP TO THE MAXIMUM 5% PREFERENCE FOR BOTH "A" AND "B". (REV. 12/00)</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF</p>						

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BID COST

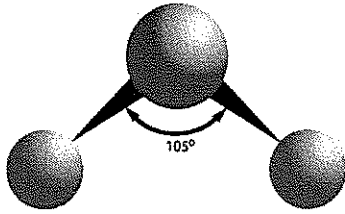
All per test costs are to be based upon an all-inclusive collection as seen through the entire process of analysis, culminating with the certification of results and proper reporting of such results to the Human Resources Division or the appropriate Agency Program Manager. Alcohol and drug screening requires separate pricing. Regular hours testing (Monday-Friday, 7:00 a.m.-5:00 p.m.) and after hours testing (Saturday & Sunday, 5:01 p.m.-6:59 a.m.) requires separate pricing.

The West Virginia Department of Transportation requests your bid based on the following estimated quantities:

	Usage	Unit Price	Amount
1. Drug Screening	<u>1890</u>	<u>\$38.50</u>	<u>\$72,765.00</u>
After hours	<u>27</u>	<u>\$48.00</u>	<u>\$1296.00</u>
2. Alcohol Testing	<u>735</u>	<u>\$17.00</u>	<u>\$12,495.00</u>
After hours	<u>13</u>	<u>\$21.25</u>	<u>\$276.25</u>
3. Expert Witness Testimony			
Collector Testimony	<u>10</u>	<u>0</u>	<u>0</u>
Deposition	<u>10</u>	<u>0</u>	<u>0</u>
Expert Witness Testimony	<u>10</u>	<u>0</u>	<u>0</u>
4. Laboratory Litigation Packages	<u>1</u>	<u>0</u>	<u>0</u>
5. Clinics (total cost only)	<u>100</u>	<u>\$47.00</u>	<u>\$4,700.00</u>
6. Blind Specimens	<u>54</u>	<u>0</u>	<u>0</u>
7. No-Show Charges	<u>20</u>	<u>0</u>	<u>0</u>
8. Emergency Service Rates	<u>12</u>	<u>\$57.75</u>	<u>\$693.00</u>
		Total	<u>\$ 92,225.25</u>

Include the name of the software or internet-based result reporting: _____
analabsinc.com Website

The vendor shall be required to perform all of the services named above. Failure to provide the services and bid prices shall result in disqualification of the bid.



ANALABS, INC.

www.analabsinc.com

196 Dayton St.
Crab Orchard, WV 25827
(304) 255-4821
Fax (304) 255-2410

4926 MacCorkle Ave., SE
Charleston, WV 25304
(304) 720-3461
Fax (304) 720-3463

REFERENCES

Marfork Coal Company

Elk Run Coal Company

Performance Coal Company

Contact – Jennifer Chandler /Rt 3 Human Resource Group Director

P.O. Box 457

Whitesville, WV 25209

Phone 304-854-1890

jennifer.chandler@masseyenergyco.com

Contract start date: February 2002 – renewing annually

Program Type: non-regulated

Number of employees: 1200

Services include onsite drug collection events of large numbers of employees ranging between 30 and 300 people during a day of shift changes. All employees are tested 2 – 3 times per year. Pre-employment testing, reasonable suspicion and post accident testing are other types of testing also provided on this account. Breath Alcohol tests are provided upon request. All types of testing are provided to this customer 24 hours a day, 7 days a week. Results are available through our web reporting system as well as paper reports.

Logan County Mine Services

Contact – Gary Duncan/ Human Resource Group Director

P.O. Box 1098

Holden, WV 25625

Phone 304-239-2300

gary.duncan@masseyenergyco.com

Contract start date: May 2004 – renewing annually

Program Type: non-regulated

Number of employees: 725

Services include onsite drug collection events of large numbers of employees ranging between 30 and 300 people during a day of shift changes. All employees are tested 2 – 3 times per year. Pre-employment testing, reasonable suspicion and post accident testing are other types of testing also provided on this account. Breath Alcohol tests are provided upon request. All types of testing are provided to this customer 24 hours a day, 7 days a week. Results are available through our web reporting system as well as paper reports.

Magnum Coal Company

Apogee Coal Company
Catenary Coal Company
Remington, LLC
Speed Mining
Contact: Frank Foster/Corporate Director of Safety
P.O. Box 305
Madison, WV 25130
Phone 304-369-8316
ffoster@magnumcoal.com
Service start date: May 2007
Program Type: non-regulated
Number of employees: 1200 – 1500

Services include onsite drug collection events of large numbers of employees ranging between 30 and 300 people during a day of shift changes. Pre-employment testing, reasonable suspicion and post accident testing are other types of testing also provided on this account. Breath Alcohol tests are provided upon request. All types of testing are provided to this customer 24 hours a day, 7 days a week. Results are available through our web reporting system as well as paper reports.

Raleigh County Board of Education

Contact: Mitzi Akers/ Designated Employer Representative
105 Adair Street
Beckley, WV 25801
Phone 304-256-4500
makers@access.k12.wv.us
Service start date: August 1999
Program Type: regulated and non-regulated
Number of Employees: 125

Services include random selection and drug and alcohol testing of DOT employees. Semi-annual summary reports. Provide help during DOT audits. Policy development assistance.

Wyoming County Board of Education

Contact: Jeff Hylton/ Safety Director
P.O. Box 69
Pineville, WV 24874
Phone 304-732-6262
jhylton@access.k12.wv.us
Contract start date: September 2007
Program Type: non-regulated
Number of students in pool this year: 170
Number of students in pool predicted for next year: 650 - 700

Services include help with policy development as well as help in community meetings and parent awareness about the student policy. Random selection of students, weekly on-site collections with web reporting of results.

Wyoming County Board of Education

Contact: Jeff Hylton/ Safety Director

P.O. Box 69

Pineville, WV 24874

Phone 304-732-6262

jhylton@access.k12.wv.us

Service start date: September 2006

Program Type: non-regulated

Number of employees: 700

Services include policy development for pre-employment and reasonable suspicion testing of all Board of Education staff. Provide both on-site and office collections.

Wyoming County Board of Education

Contact: Jim Graham/ Transportation Director

P.O. Box 69

Pineville, WV 24874

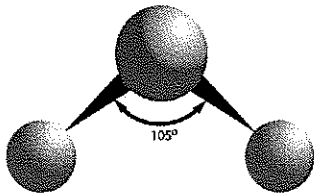
Phone 304-732-6262

Service start date: March 2002

Program Type: regulated

Number of employees: 60

Services include on-site collections and breath alcohol testing. Random selections of employees, semi-annual summary reports.



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(304) 720-3461
Fax (304) 720-3463

The following subcontractors may be used for pre-employment, reasonable suspicion, and followup collections:

COLLECTION SITE	CITY	STATE
EMSI	HUNTINGTON	WV
EMSI	DUNBAR	WV
ST FRANCIS WEST - LABORATORY	CHARLESTON	WV
NOWCARE-NORFOLK	NORFOLK	VA
MARIETTA OCC HEALTH PARTNERS	MARIETTA	OH
DR STANLEY E L FALOR MD	WAYNESBURG	PA
ADS OCCUPATIONAL HEALTH	WINCHESTER	VA
MEDICAL SERVICES INC.	HAGERSTOWN	MD
OCCUPATIONAL HEALTH SERVICES - WINCHESTER	WINCHESTER	VA
WELLNESS CENTER	CUMBERLAND	MD
WORKWELL-AIRPORT	CORAOPOLIS	PA
OCCUPATIONAL HEALTH SYSTEM - WHEELING	WHEELING	WV
DR. POWLEDGE OCCUPATIONAL MEDICINE PC	ROANOAKE	VA
COLUMBIA PULASKI COMM HOSP	PULASKI	VA
LABORATORY		
MedTox Laboratories	ST. PAUL	MN
MEDICAL REVIEW SERVICES		
1ST ADVANTAGE CORP.	BETHESDA	MD

STATE OF WEST VIRGINIA
Purchasing Division**PURCHASING AFFIDAVIT**

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

LICENSING: Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

CONFIDENTIALITY: The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit www.state.wv.us/admin/purchase/privacy for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and are in compliance with the requirements as stated.

Vendor's Name: Analabs, Inc.

Authorized Signature: Annissa Reig

Date: 12-18-07