

ORIGINAL



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

Request for Quotation

RFQ NUMBER

6612C007

PAGE

1

ADDRESS CORRESPONDENCE TO ATTENTION OF:

PAUL REYNOLDS
304-558-0468

RFQ COPY

310143042

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Varitech Industries, Inc.
4115 Minnesota Street
P.O. Box 457
Alexandria, MN 56308

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DIVISION OF HIGHWAYS
VARIOUS LOCALES AS INDICATED
BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/02/2011				

BID OPENING DATE:

09/14/2011

BID OPENING TIME

01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001		EA		160-12		See Price schedule
BRINE PUMPING UNITS						
REQUEST FOR QUOTATION						
OPEN END CONTRACT						
THE WEST VIRGINIA STATE DIVISION OF PURCHASING FOR THE AGENCY. THE WEST VIRGINIA DIVISION OF HIGHWAYS IS SOLICITING BIDS FOR AN OPEN END CONTRACT TO PROVIDE NEW AUTOMATIC BRINE MAKER SYSTEMS PER THE ATTACHED SPECIFICATIONS.						
TECHNICAL QUESTIONS CONCERNING THIS SOLICITATION MUST BE SUBMITTED IN WRITING TO PAUL REYNOLDS IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN IN THE BODY OF THIS RFQ, VIA FAX AT 304-558-2596, OR VIA EMAIL AT PAUL.REYNOLDS@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 09/09/2011, AT THE CLOSE OF BUSINESS. ANY TECHNICAL QUESTIONS RECEIVED WILL BE ANSWERED BY FORMAL ADDENDUM TO BE ISSUED BY THE PURCHASING DIVISION AFTER THE DEADLINE HAS LAPSED.						
EXHIBIT 3						
LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE UPON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE						

RECEIVED
2011 SEP 12 AM 10:10
WV PURCHASING
DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE

[Signature]
Central Sales

TELEPHONE

888-208-0686

DATE

Sept. 9, 2011

TITLE

FAX

41-1557096

ADDRESS CHANGES TO BE NOTED ABOVE

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

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
 2. The State may accept or reject in part, or in whole, any bid.
 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
 15. **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, and the West Virginia Insurance Commission. 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.
 16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.
- I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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Department of Administration
Purchasing Division
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Varitech Industries, Inc.
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P.O. Box 457
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DIVISION OF HIGHWAYS
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BID OPENING DATE: 09/14/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
	888-208-0686	Sept. 9, 2011
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Central Sales	41-1557096	

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P.O. Box 457
Alexandria, MN 56308

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<p>THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <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. 05/26/2009</p> <p>EXHIBIT 4</p> <p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEND TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.						
REV. 3/88						
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.						
NOTICE						
A SIGNED BID MUST BE SUBMITTED TO:						
DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:						
SEALED BID						
BUYER:				PAUL REYNOLDS	FILE 33	

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE

TELEPHONE

888-208-0686

DATE

Sept. 9, 2011

TITLE

Central Sales

FEIN

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				RFQ. NO. : 6612C007		
				BID OPENING DATE: 09/14/2011		
				BID OPENING TIME: 1:30 P.M.		
				PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:		
				----- 320-763-5612 -----		
				CONTACT PERSON (PLEASE PRINT CLEARLY):		
				----- Bjorn Kleven -----		
				***** THIS IS THE END OF RFQ 6612C007 ***** TOTAL:		See Price Schedule

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE 888-208-0686	DATE Sept. 9 2011
TITLE Central Sales	FEIN 41-1557096	ADDRESS CHANGES TO BE NOTED ABOVE

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1. SCOPE OF WORK

The intent of this request is to provide for the purchase of new automatic brine makers which shall be capable of producing brine, without the intervention of an operator after the initial system start and automatically monitor and control brine concentration during production at a minimum of 3,000 gallons of brine per hour.

2. EQUIPMENT REQUIREMENTS

The automatic brine maker shall be no larger than 132"L x 102"W x 84"H.

The entire automatic brine maker including control system shall be contained and easily fit into a 15'L x 15'W x 10'H heated room supplied by the Division of Highways.

The automatic brine maker shall be designed and constructed to be easily filled with rock salt using a standard 2 cubic yard or 3 cubic yard loader bucket. To accommodate an 8' wide loader bucket, the salt hopper should have an approximate width of 120 inches. The entire loader will not have to fit inside of the room.

All metallic items shall be 304 stainless steel.

The salt hopper shall be constructed of either 10-GA 304 stainless steel or 16,000 lb. tensile strength fiberglass & isophthalic resin with all inside surfaces coated with a ceramic resin 0.050" thick.

The salt hopper shall have a minimum capacity of 4.0 cubic yards with an additional minimum 0.5 cubic yards of sediment collection in the bottom of the tank.

Salt tank shall have a 3/16" diameter stainless steel debris screen located above the sediment collection area capable of supporting the salt capacity of the hopper.

If fiberglass, the vessel shall have structural integral ribs to limit flex to within 1" from empty to full. The overall thickness of fiberglass and resin in the tank shall be 0.35" thick, with structural areas such as ribs, corners and floor having additional layers of woven fiberglass matt for an overall thickness of 0.50".

The screen frame shall be designed to be easily removed in one piece.

There shall be a 4" stainless steel bulkhead fitting and 4" stainless steel ball valve installed as a sediment drain in the sediment collection area.

Sediment shall be removed by using a fresh water flushing system to force sediment through the sediment drain from the sediment collection area into a loader bucket.

The vessel shall have 2" male cam-lock fittings and on/off ball valves for hose connections to fresh water, brine return and brine outlet to pump.

The pump shall be 304 stainless steel with a stainless steel shaft and impeller.

Pump shall be capable of delivering 5,000 gallons per hour of salt brine to the storage tanks with a dynamic head of 45 feet.

Electric pump motor shall be thermally protected 3 HP 220 Volt single phase.

All fittings and valves shall be manifold type glass filled polypropylene.

All exposed electric components shall be rated at NEMA 12X

The Division of Highways will provide electrical and water service to the placement area of the automatic brine maker.

There shall be reinforced forklift pockets for moving the automatic brine maker.

3. CONTROL SYSTEM REQUIREMENTS

The control system shall be a continuous brine production system located adjacent to the automatic brine maker in the heated room supplied by the Division of Highways.

The main panel shall be constructed of 304 brushed stainless steel, with labels and functions etched into the panel.

The control system shall be capable of producing brine in concentrations of 20.0% to 26.0% and automatically adjust water or salt content to reach the desired concentration.

The control system shall include a display screen that includes information such as brine production concentration, % sodium chloride by weight, self-diagnostics with sensors and valves, gallons of freshwater used, gallons of brine produced and salt used.

When brine is at the desired concentration, + or - 0.3% of target concentration, the brine is to be diverted to storage tanks provided by the Division of Highways.

The control system shall be designed to automatically stop brine production when the tank is full or when production batch is complete.

The control system shall be able to monitor total gallons of freshwater used, salt used and brine produced daily and seasonally for record keeping.

The control system shall have manual overrides that will allow the system to be operated in the event of an electrical component failure.

4. BID SCHEDULE

Bidding price shall be one price per District, FOB job site per county. The District will advise the awarded vendor of the job site on an Agency Release at the time of need.

Qualified vendors who submit a valid low bid will be awarded a contract for those items for which their bid is lowest per District. The State of West Virginia reserves the right to make multiple awards on this contract when it is in the best interest of the State.

The actual number of units to be ordered is unknown. An Agency Release will be issued to the awarded vendor at the time of need.

5. **DELIVERY**

Delivery of the automatic brine maker shall be made to the specified job site within thirty (30) calendar days of the date of the Agency Release by the awarded vendor. The Division of Highways shall provide a loader with forks, or forklift and operator to unload the brine maker at the time of delivery.

6. **PRE-SERVICE**

The vendor shall install the automatic brine maker inside the heated room, hooking up all lines and plumbing within the heated room, preparing the unit for immediate use. The automatic brine maker shall be completely serviced, all equipment installed and all adjustments made which are required to prepare the unit ready for immediate and continuous use upon delivery.

The Division of Highways shall provide plumbing and electrical service to the heated room. All electrical and plumbing side the heated room to the automatic brine maker shall be provided by the vendor.

7. **WARRANTY**

The awarded vendor(s) shall provide to the Division of Highways a copy of the manufacturer's standard one (1) year minimum warranty and service policy upon delivery of the automatic brine maker.

8. **SERVICE MANUALS, PARTS LISTS, TRAINING**

Two (2) copies of parts lists, service and maintenance manuals and operator's manuals shall be furnished with the automatic brine maker at the time of delivery. The vendor is required to provide on-site training on operation and maintenance of each automatic brine maker placed.

9. **VENDOR'S INVOICES**

Vendor's invoices must be submitted in original and four copies and contain the following:

- a. Division of Highways Agency Release Number and Contract Number.
- b. Unit price with the total cost of each item.

Note: Under no circumstance will the Division of Highways accept, or pay for, quantities of material in excess of the quantity stated on the Agency Release.

10. PURCHASING CARD ACCEPTANCE

The State of West Virginia currently utilizes a VISA Purchasing Card Program which is issued through a bank. The successful vendor(s) 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.

11. Bid Schedule -- Automatic Brine Maker #6612C007

VENDOR: VariTech Industries Inc.

NOTE: The actual number or estimated number of units to be ordered is unknown.

COST *

District 1	Boone County, Clay County, Kanawha County, Mason County and Putnam County	\$44,900.00
District 2	Cabell County, Lincoln County, Logan County, Mingo County and Wayne County	\$44,900.00
District 3	Calhoun County, Jackson County, Pleasants County, Ritchie County, Roane County, Wirt County and Wood County	\$44,900.00
District 4	Doddridge County, Harrison County, Marion County, Monongalia County, Preston County and Taylor County	\$45,000.00
District 5	Berkeley County, Grant County, Hampshire County, Hardy County, Jefferson County, Mineral County and Morgan County	\$45,100.00
District 6	Brooke County, Hancock County, Marshall County, Ohio County, Tyler County and Wetzel County	\$44,900.00
District 7	Barbour County, Braxton County, Gilmer County, Lewis County, Upshur County and Webster County	\$44,900.00
District 8	Pendleton County, Pocahontas County, Randolph County and Tucker County	\$45,000.00
District 9	Fayette County, Greenbrier County, Monroe County, Nicholas County and Summers County	\$45,000.00
District 10	McDowell County, Mercer County, Raleigh County and Wyoming County	\$44,900.00

* Heated shelter for brine maker available for an additional \$18,490.00 per unit. *



VariTech Industries Inc.
4115 Minnesota Street
Alexandria, MN 56308

September 9, 2011

Exceptions to RFQ 6612C007

Please see enclosed specification sheet and product brochure for reference.

2. EQUIPMENT REQUIREMENTS

- Hopper is constructed of high strength High Density PolyEthylene (HDPE).
- Hopper capacity is 3.68 cubic yards.
- Hopper is the sediment collection area. Upward flow production allows for collection of sediment at the bottom of the hopper.
- Sediment drain is 6" PVC.
- Backup pump is 110V.

3. CONTROL SYSTEM REQUIREMENTS

- All controls required for manual operation are properly labeled, but not etched.
- Brine Maker includes provisions for a single storage tank provided by the Division of Highways.
- All controls required for manual operation are properly labeled, and include backup pump.

5. DELIVERY

- Delivery and installation will be within 60 days of order.

If you have any questions please call VariTech Industries at 1-888-208-0686.

4115 Minnesota Street
P.O. Box 457
Alexandria, MN 56308
Phone: 1-888-208-0686 • Fax: 320-763-5612 • Email: sales@varitech-industries.com

F E A T U R E S

For use with the SB600 or HSCB1400-SS Salt Brine Production Systems.

When coupled with our patented up-flow brine process, you will be able to produce cleaner, more consistent brine faster than ever before.

The stand alone cabinet is ideal for new installations or it can easily be placed into service for use with any existing Varitech brine production system.

- 12.1-inch Color Touch Screen

- Clear, bright screen makes page navigation smooth and easy even in low light conditions

- Administer Security Protection

- Ensures that target salinity and system settings can only be accessed through password verification

- Multiple Group User Options

- Allows multiple users such as State, County, and City personnel to use the same system while tracking usage per group

- Advanced Data Tracking and Transfer Capabilities

- Allows the administrator to view and transfer data such as salt used, gallons of brine produced, truck ID numbers, date, time, and more
- Add-on software packages allow the administrator to download and transmit the information to remote locations

- Heavy-Duty Pump and Plumbing Components

- Stainless steel centrifugal pump coupled to a TEFC motor and poly housed ball valves with stainless steel balls will provide years of dependable use

- Truck Loading and Offloading

- The system allows for loading and offloading of mobile truck tanks while tracking truck ID, date, time, and gallons dispensed

- Temperature Compensated Brine Production

- Our Interface monitors water temperature to make sure the brine that is produced is consistent each and every time

- Multiple Tank Monitoring System

- Producing and pumping brine to multiple storage tanks is no problem at all with add-on valve and hose packages

SB600 sold separately



888-208-0686

www.varitech-industries.com



Specifications
VariTech **BRINE BOSS™**
Automatic Salt Brine Production System

1.0 Scope:

This specification covers requirements for an Automated Salt Brine Production System intended for use as a generator of quality salt brine that is used as a prewetting, anti-icing, and/or a de-icing agent on pavement or roadways. The system shall be fully automated eliminating the need for manual salinity testing, monitoring, and adjustment.

The system must use an upflow brine production process to insure single pass saturation of fresh water being introduced into the salt bed for increased production. In addition, the upflow process will provide a sediment free brine solution that can be stored in standard flat bottom storage vessels. The need for cone bottom storage vessels is unacceptable.

The system shall include a secondary pump and plumbing arrangement allowing for manual brine production in the event of a primary pump, valve, or other electrical component failure. The secondary plumbing must include a means of automatic shutdown when the onboard storage tank is full. The secondary pump and all plumbing components shall be pre-installed and wired to provide immediate operation.

2.0 Dimensions:

Model # BB600 - 62" W X 62" H X 119" Long

3.0 Storage/Holding Capacity (U.S. Gallons):

	<u>Main Tank</u>	<u>Hopper Tank</u>	<u>Total</u>
Model BB600	600	800	1400

Rock Salt Holding Capacity (Cubic Yards)

Model BB600.....3.68

4.0 Production Rate:

Model BB600.....5000 Gallons Per Hour (Based on Customers Water Supply)

5.0 Tank Materials:

The salt brine production systems shall be comprised of rotationally molded, one-piece tanks. Rotationally molded polyethylene SBPS tanks shall be manufactured from a polyethylene compound that conforms to the following properties.....

Density- ASTM D-1505 .942 g/cm³

Melt Index- ASTM D-1238 2.0 g/10min.

Tensile Strength- ASTM D-638 2,700 PSI

Flexural Modulus- ASTM D-790 103,000 PSI

Low Temp Impact- ARM-Low Impact (1/4") 175 ft. lbs.

4115 Minnesota Street

P.O. Box 457

Alexandria, MN 56308

Phone: 1-888-208-0686 • Fax: 320-763-5612 • Email: sales@varitech-industries.com



Specifications for Model BB600 continued.....

Main Salt Brine Tank:

Rotationally molded one piece (no welds, joints, or seams) polyethylene plastic tank- UV stabilized to provide protection from sunlight- 5/8" nominal thickness- Open floor with interior rib to prevent any type of tank bulging - Pitched bottom to lower sump area provides total drainage- 3" schedule 80 PVC drain pipe with threaded plug end

Hopper/Rock Salt Tank:

Rotationally molded one - piece (no welds, joints, or seams) polyethylene plastic tank-UV stabilized to provide protection from sunlight- 5/8" nominal thickness-Open floor (No interior floor ribs to hinder cleaning)- Pitched bottom to lower sump area provides total drainage- 6" schedule 80 PVC drain pipe with threaded cap end- Full length 2" PVC water in-feed manifold provides even filling and salt saturation through an up flow process

Secondary Containment Tank:

Rotationally molded one piece (no welds, joints, or seams) polyethylene plastic tank- UV stabilized to provide protection from sunlight- 5/8" nominal thickness- Self supporting, molded in vertical support ribs and 3" high skid bottoms provide easy forklift entry- Requires no complex saddling or support structures- 2-1" PVC threaded plug drain fittings- Minimum 110% containment capacity

6.0 Plumbing and Plumbing Components:

All plumbing fittings shall be constructed of corrosion resistant materials such as PVC, glass reinforced polypropylene, or stainless steel. All electric valves shall be constructed of glass reinforced polypropylene with stainless steel balls and stems. Wherever possible, the use of manifold flange fittings with EPDM gaskets and stainless steel clamps shall be used for ease of maintenance. All metal fasteners shall be a minimum of 316 grade stainless steel.

The primary pump shall be a 2" x 1 1/2" stainless steel centrifugal pump that is close coupled to a 3 HP, 230V, single phase, TEFC motor. Based on water, the pump shall produce 165 GPM at 30' TDH. A dual volute casing and mechanical shaft seal shall prevent the intrusion of liquid to the electric motor.

The secondary pump shall be an epoxy coated cast iron effluent ejector pump which includes a 1/2 HP, 115V oil filled motor with thermal overload protection. Based on water, the 1 1/2" pump discharge shall be capable of pumping 100 GPM at 10' TDH.

7.0 Control Package:

The control system shall allow for either continuous brine production to fill a single or multiple vertical storage tanks, or batch production to fill a truck mounted applicator tank. In addition, the control system shall allow for truck loading and offloading from a single or multiple vertical storage tanks. All of these functions shall be accomplished with a single pump and control package.

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Specifications for Model BB600 continued.....

The system controls shall come standard with the option of multiple users tracking for filling and offloading of storage tanks in a shared environment. Each user shall have their password to access the truck fill operation. The system will track the time and date, gallons ordered, gallons produced, and truck identification number for viewing and/or downloading by the system administrator.

All operation and calibration features shall be password protected to prevent unauthorized use or inadvertent start-up. During production, the system shall utilize a dual toroidal sensor application to insure that the brine that is transferred to storage or truck tanks is within the acceptable range of 23.3% plus or minus .3%. If the brine is oversaturated it shall be looped back through the system while fresh water is incorporated to provide an acceptable solution. Once the brine is within range it would be diverted to a storage or truck tank. Should the brine concentration fall below the target range the system will shut down and the user will be prompted to add more salt.

The controller shall include a 12.1" TFT, 32000 color touch screen. The controller shall include USB ports and a CompactFLASH card that is removable for data transfer. The controller shall also be capable of integrating optional networking and Ethernet support for remote access and data transfer.

The operation screen of the controller shall be capable of showing the following: target brine concentration, real-time brine concentration, mode, gallons ordered, gallons produced or transferred, and storage tank volume in gallons for up to 8 storage tanks. In addition, the liquid flow throughout the system shall be displayed in real-time.

The controller shall be capable of logging the following information per production event: time and date, brine concentration produced, salt used, water used, gallons ordered, gallons completed, truck ID, user group if multiple users are selected, and any errors. Any transfer event shall track: time and date, gallons ordered, gallons completed, truck ID, user group if multiple users are selected, and any errors.

In the event of a component malfunction or failure, the system shall shut down and perform a self-diagnosis to inform the user of the fault.

8.0 Installation:

The controller shall come prewired and ready to plug into a customer supplied 220V, single phase power service. The brine system will be plumbed into customer supplier water service. The seller must provide a minimum of 8 hours of on-site support for installation and training.

9.0 Warranty:

The unit shall be warranted for a period of 1 year from the date of purchase.

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F E A T U R E S

– 12.1-inch Color Touch Screen

- Clear, bright screen makes page navigation smooth and easy even in low light conditions

– Administer Security Protection

- Ensures that target salinity and system settings can only be accessed through password verification

– Multiple Group User Options

- Allows multiple users such as State, County, and City personnel to use the same system while tracking usage per group

– Advanced Data Tracking and Transfer Capabilities

- Allows the administrator to view and transfer data such as salt used, gallons of brine produced, truck ID numbers, date, time, and more
- Add-on software packages allow the administrator to download and transmit the information to remote locations

– Heavy-Duty Pump and Plumbing Components

- Stainless steel centrifugal pump coupled to a TEFC motor and poly housed ball valves with stainless steel balls will provide years of dependable use

– Truck Loading and Offloading

- The system allows for loading and offloading of mobile truck tanks while tracking truck ID, date, time, and gallons dispensed

– Temperature Compensated Brine Production

- Our Interface monitors water temperature to make sure the brine that is produced is consistent each and every time

– Multiple Tank Monitoring System

- Producing and pumping brine to multiple storage tanks is no problem at all with add-on valve and hose packages

For use with the SB600 or HSCB1400-SS Salt Brine Production Systems.

When coupled with our patented up-flow brine process, you will be able to produce cleaner, more consistent brine faster than ever before.

The stand alone cabinet is ideal for new installations or it can easily be placed into service for use with any existing Varitech brine production system.



SB600 sold separately

888-208-0686

www.varitech-industries.com



Specifications
VariTech **BRINE BOSS™**
Automatic Salt Brine Production System

1.0 Scope:

This specification covers requirements for an Automated Salt Brine Production System intended for use as a generator of quality salt brine that is used as a prewetting, anti-icing, and/or a de-icing agent on pavement or roadways. The system shall be fully automated eliminating the need for manual salinity testing, monitoring, and adjustment.

The system must use an upflow brine production process to insure single pass saturation of fresh water being introduced into the salt bed for increased production. In addition, the upflow process will provide a sediment free brine solution that can be stored in standard flat bottom storage vessels. The need for cone bottom storage vessels is unacceptable.

The system shall include a secondary pump and plumbing arrangement allowing for manual brine production in the event of a primary pump, valve, or other electrical component failure. The secondary plumbing must include a means of automatic shutdown when the onboard storage tank is full. The secondary pump and all plumbing components shall be pre-installed and wired to provide immediate operation.

2.0 Dimensions:

Model # BB600 - 62" W X 62" H X 119" Long

3.0 Storage/Holding Capacity (U.S. Gallons):

	<u>Main Tank</u>	<u>Hopper Tank</u>	<u>Total</u>
Model BB600	600	800	1400

Rock Salt Holding Capacity (Cubic Yards)

Model BB600.....3.68

4.0 Production Rate:

Model BB600.....5000 Gallons Per Hour (Based on Customers Water Supply)

5.0 Tank Materials:

The salt brine production systems shall be comprised of rotationally molded, one-piece tanks. Rotationally molded polyethylene SBPS tanks shall be manufactured from a polyethylene compound that conforms to the following properties.....

Density- ASTM D-1505 .942 g/cm³

Melt Index- ASTM D-1238 2.0 g/10min.

Tensile Strength- ASTM D-638 2,700 PSI

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Specifications for Model BB600 continued.....

Main Salt Brine Tank:

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All plumbing fittings shall be constructed of corrosion resistant materials such as PVC, glass reinforced polypropylene, or stainless steel. All electric valves shall be constructed of glass reinforced polypropylene with stainless steel balls and stems. Wherever possible, the use of manifold flange fittings with EPDM gaskets and stainless steel clamps shall be used for ease of maintenance. All metal fasteners shall be a minimum of 316 grade stainless steel.

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Specifications for Model BB600 continued.....

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In the event of a component malfunction or failure, the system shall shut down and perform a self-diagnosis to inform the user of the fault.

8.0 Installation:

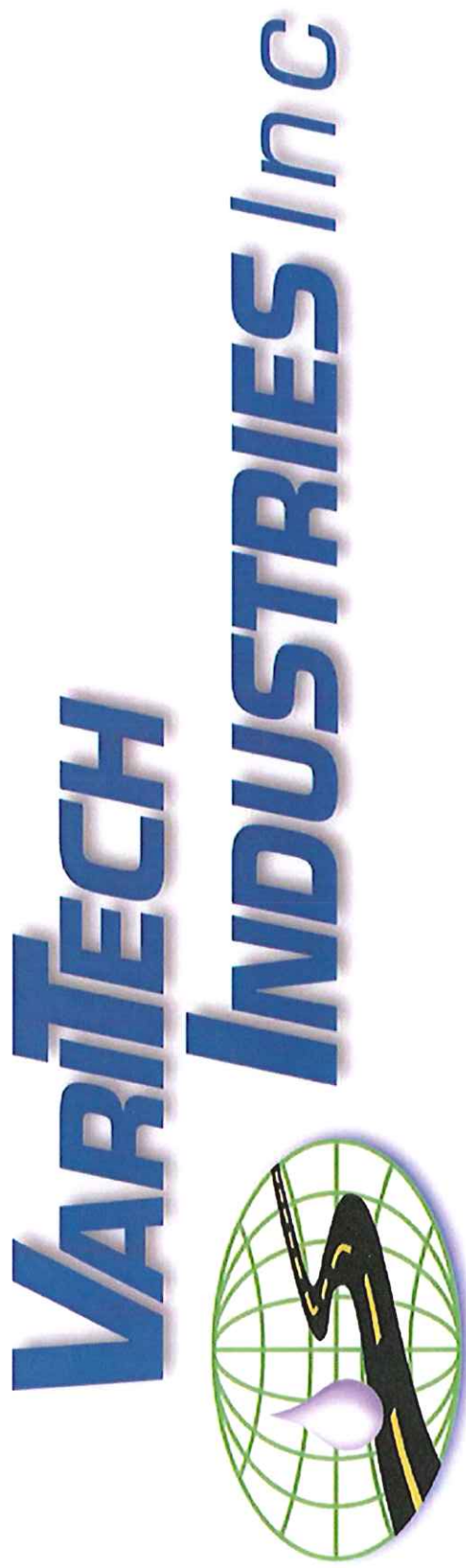
The controller shall come prewired and ready to plug into a customer supplied 220V, single phase power service. The brine system will be plumbed into customer supplier water service. The seller must provide a minimum of 8 hours of on-site support for installation and training.

9.0 Warranty:

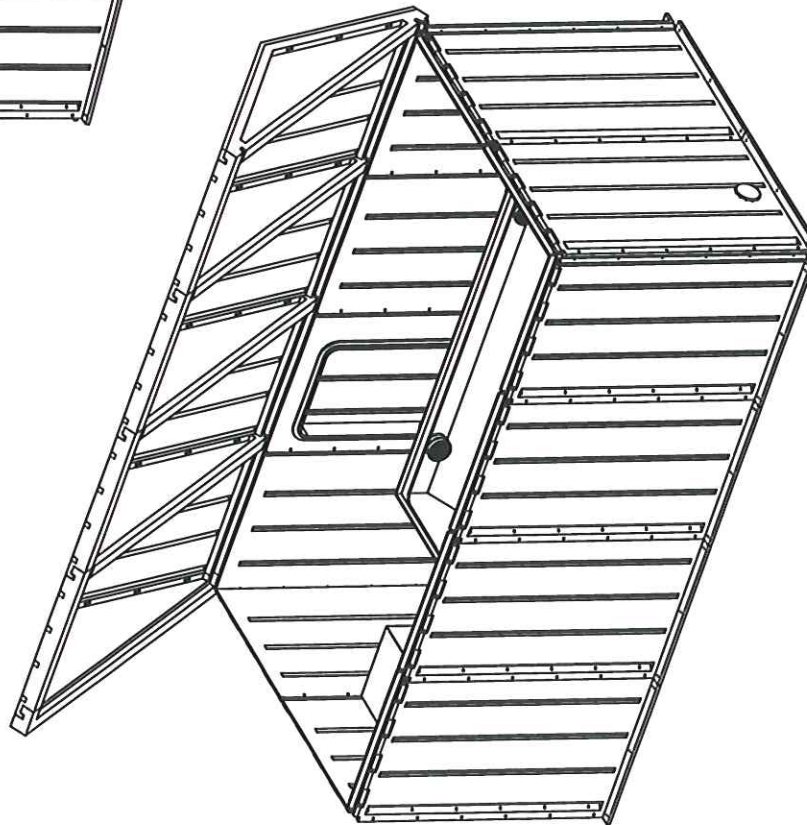
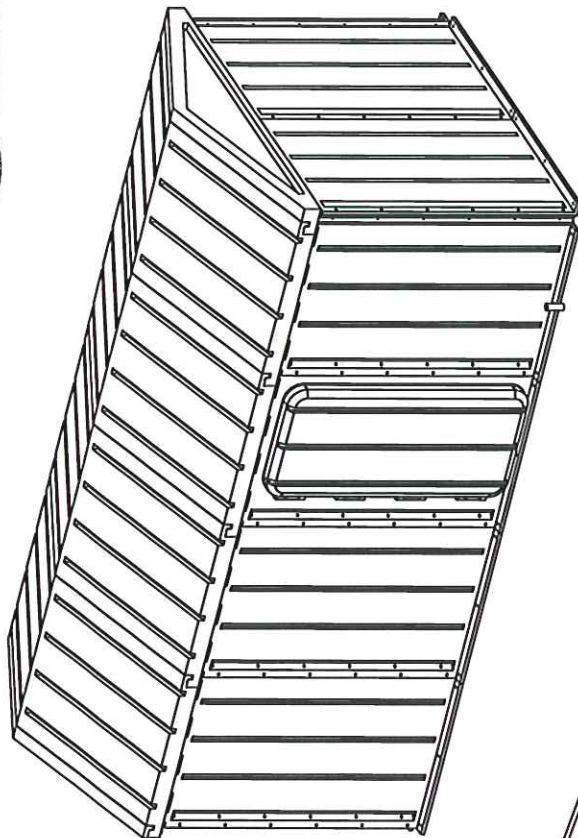
The unit shall be warranted for a period of 1 year from the date of purchase.

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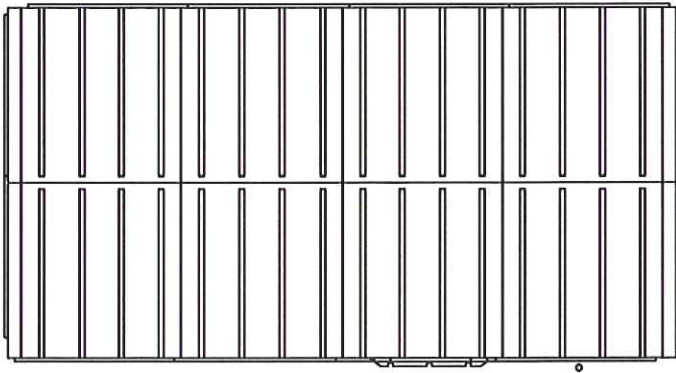
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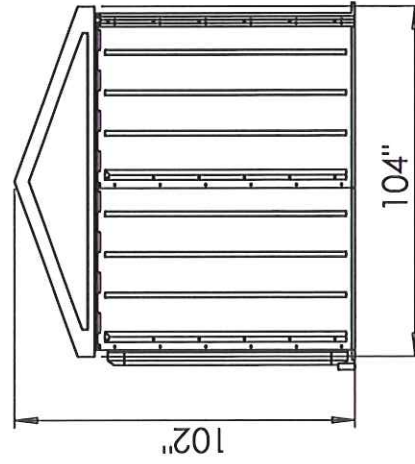
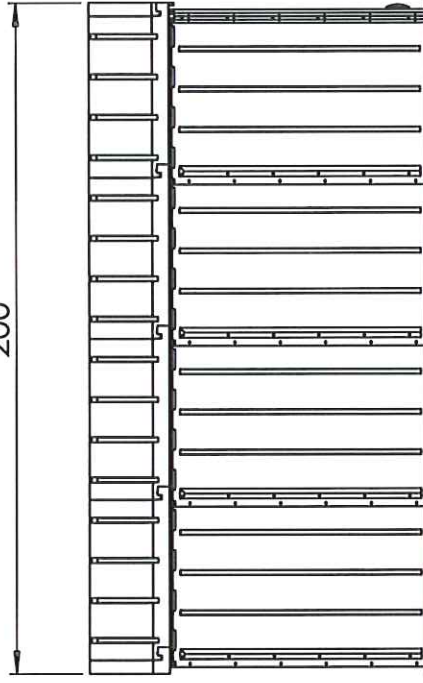
CONCRETE PAD LAYOUT & WATER SUPPLY
FOR THE BRINE BOSS / SB600 & 16' SHELTER

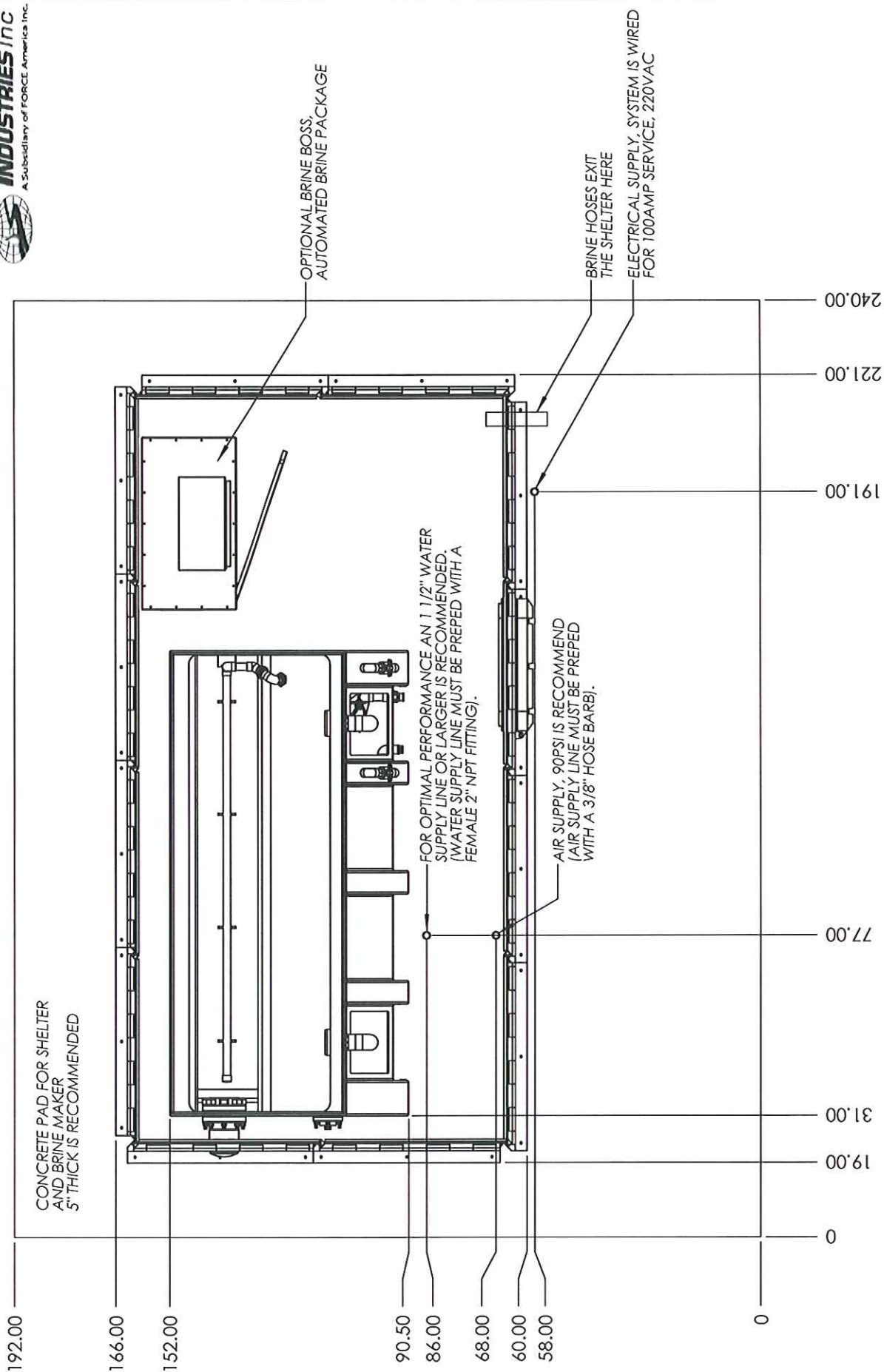


PART NO.	HBSS816
DESCRIPTION	SB600 / BRINE BOSS AND 16' SHELTER
REV	C



200"





PART NO.	HBSS816
DESCRIPTION	SB600 / BRINE BOSS AND 16' SHELTER
REV	B

Please use this document for technical questions, posing in question format.

Technical Questions for RFQ: _____

Vendor Name: _____

Questions:

1. Specifications

2 Delivery

3 Involcing

4 Award

Other:

Rev. 09/08

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

1. Application is made for 2.5% resident vendor preference for the reason checked:
☐ 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,
☐ Bidder is a partnership, association or corporation resident vendor and 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 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,
☐ Bidder is a 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; or,
2. Application is made for 2.5% resident vendor preference for the reason checked:
☐ 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,
3. Application is made for 2.5% resident vendor preference for the reason checked:
☐ 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 Bidder's 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; or,
4. Application is made for 5% resident vendor preference for the reason checked:
☐ Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:
☐ Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked:
☐ Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of 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) reject the bid; 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.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of 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.

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 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.

Bidder: VariTech Industries Signed: _____

Date: _____ Title: _____

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. 6612C007

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 owned 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 instrumentally 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.

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

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: VariTech Industries Inc.

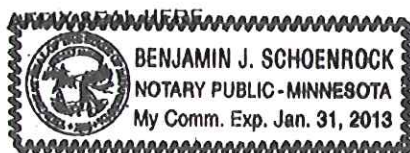
Authorized Signature: [Signature] Date: September 9, 2011

State of Minnesota

County of Douglas to-wit:

Taken, subscribed, and sworn to before me this 9th day of SEPTEMBER 2011

My Commission expires JANUARY 31, 2013



NOTARY PUBLIC [Signature]