




The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header

 List View

General Information

Contact

Default Values

Discount


Document Information

Procurement Folder: 30005

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0506

Vendor ID: 

SO Doc ID: HOP1500000002

Legal Name: DIRECT SUPPLY INC

Published Date: 1/2/15

Alias/DBA:

Close Date: 1/8/15

Total Bid: \$28,502.68

Close Time: 13:30

Response Date: 

Status: Closed

Response Time: Solicitation Description: 

Total of Header Attachments: 0

Total of All Attachments: 0



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

**State Of West Virginia
 Solicitation Response**

Proc Folder : 30005

Solicitation Description : ADDENDUM NO. 1 RESIDENT BATHING TUBS

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation No	Version
	2015-01-08 13:30:00	SR 0506 ESR01051500000001539	1

VENDOR

000000182814
 DIRECT SUPPLY INC

FOR INFORMATION CONTACT THE BUYER

Gregory Clay
 (304) 558-2566
 gregory.c.clay@wv.gov


Signature X FEIN # DATE

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	CASCADE AQUA-AIRE RESIDENT BATHING TUB, PT360010-1WT OR	2.00000	EA	\$14,251.34	

Comm Code	Manufacturer	Specification	Model #
30181501			

Extended Description : Addendum No. 1 has been issued to answer vendor questions as attachment A.
 Cascade Aqua-Aire PT#360010-1WT or equal including warranty and shipping per the attached specification.

	Apollo
	
Name	Apollo Advantage
Purpose	Rear Entry tub allows for resident to be rolled into the tub with chair lift .
Recommended Resident	Accommodates both those who are ambulatory and those who are more dependent but can physically support themselves.
Scald Protection	Yes
Disinfection System	Closed Loop and UV-C radiation
Therapy Style	4 Whirlpool or 12 Air Spa
Door Opening	Rear Entry swining door
Built-In, Molded Seat	No
Is a lifter/transfer frame needed with this tub?	Yes
Scale option	Yes, Optional
Plumbing Included	Yes
Warranty	1 year limited warranty Optional 5-year warranty program
In-Service Training	Each Apollo tub includes an on-site in-service training with a manufacturer's rep.
Service Support	Apollo offers phone support, as well as nation-wide network of certified technicians. Training video and operators manual is also included.
Key Differences	Operates on a rail system. Chair stays in the tub or when used with level glide system can be removed from tub and rolled around like a transport wheelchair

Key Considerations

Stocked in WI and can usually ship out same day or next day

Competitor: Penner



Cascade Premier

Side entry with pivoting chair for transfers

Accommodates both those who are ambulatory and those who are more dependent but can physically support themselves.

Not noted

Not noted

Air Spa

Swing open door

No

Yes

Not noted

Yes

5 Year Limited Warranty

unknown

unknown

Chair pivits into tub. Chair must be used at all times.

Assembly required.

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

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.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-20-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"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.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Direct Supply, Inc.

Authorized Signature: _____ Date: 12-30-14

State of Wisconsin

County of Milwaukee, to-wit:

Taken, subscribed, and sworn to before me this 30th day of December, 2014

My Commission expires August 24, 2018.

AFFIX SEAL HERE

NOTARY PUBLIC

Art J. Clarke

Purchasing Affidavit (Revised 07/01/2012)

AMANDA J. CLARKE
Notary Public
State of Wisconsin

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: HOP1500000002

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

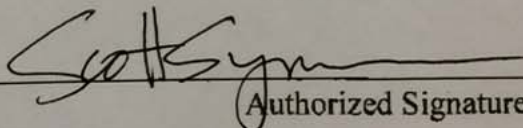
Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

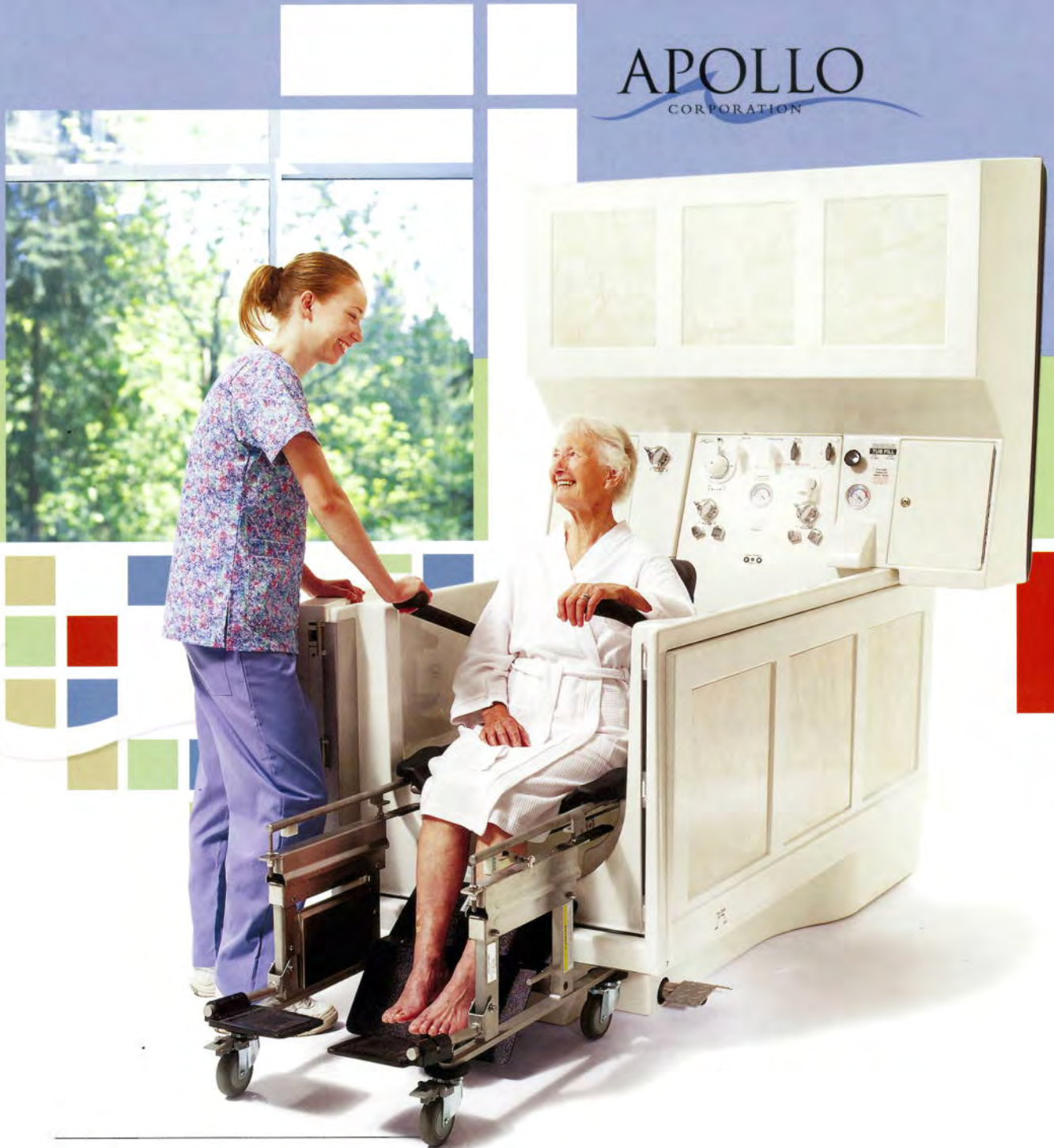
I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

DIRECT SUPPLY, INC.
Company


Authorized Signature

1/5/2015
Date

APOLLO
CORPORATION



ADVANTAGE™
SEATED BATHING SYSTEM

Dignity. Value. Care.

Choose a bathing system that delivers unsurpassed value and resident care.

Apollo Advantage™ Seated Bathing System

The Apollo Advantage™ Seated Bathing System offers long-term care residents a dignified, safe and comfortable alternative to traditional bathing methods. This innovative system improves the bathing experience for residents and provides a variety of exclusive clinical and financial benefits. Designed to create the atmosphere of a luxury spa, the Advantage is available in select colors and styles that give your bathing area an upscale look.

Safe, secure and comfortable. One of the unique features of the Advantage is its front entry and exit with the industry's most user-friendly door. Bathers enter the tub in a comfortable and secure chair, gliding into place without the disruption or danger of traditional lifts. The whirlpool provides a gentle, massaging motion that soothes and nurtures skin, and the thermometer monitors water temperature to ensure a safer bath.

Improving quality of care. Caregivers will enjoy the Advantage for its ease of use and the improved quality of care they can provide. The chair moves easily to allow access to all areas of the body. The system's ergonomic design reduces bending and back strain by providing a comfortable place for caregivers to lean for support while giving baths. That means less likelihood of a painful injury.



Skin integrity begins with bathing.

Proper skin care is vital to a resident's health and well-being. That's why the Advantage's integrated dispensing system adds Apollo's high quality shampoo and body oil in metered amounts to ensure that just the right quantity is used, to keep skin hydrated, pliable and healthy.

Complete cleaning in minutes.

The Advantage's integrated cleaning system automatically flushes and disinfects the internal piping, so there's no need to mix and pour hazardous chemicals, which makes bath time safer for caregivers. Residents also are protected, because all chemicals are stored in a locked cabinet.

Easy operation and maintenance.

The Advantage is easy to maintain – the side panels can be easily removed for access to the entire unit. The system contains no electronic controls, which can fail in a humid bathing room. And parts are easy to obtain, allowing on-site maintenance personnel to make most repairs. The result? Fewer expensive service calls and less down time.

For more information on Apollo's specialty products for skin care and equipment cleaning and disinfecting, visit www.apollobath.com.

The Best Overall Value

The Apollo Advantage™ delivers quantifiable value by solving the problems that cost facilities money, bringing long-term care providers both improved resident care and unsurpassed cost control that help increase profitability and provide a real return on investment.

- **Medicare Reimbursement:** Choose the Apollo Advantage and your facility could become eligible for thousands of dollars in direct Medicare and Medicaid reimbursements for residents who qualify for wound care and hydrotherapy treatment.
- **Liability Reduction:** The Level Glide™ transfer system significantly reduces the risk of lifting-related injuries and the costs associated with those injuries.

- **Cost Savings through Infection Protection:**

Apollo's patented Remedy® UV Water Purifier is clinically proven to be the most effective way to reduce bathing-related nosocomial infections, offering substantial savings potential in both nursing and operational costs.

Color Panel Examples:*



*Actual colors may vary.

Benefits

- Reduces infection when used with Remedy® UV Water Purifier
- Improves residents' bathing experience
- Reduces caregiver strain
- Saves time and money
- Reduces transferring and lifting
- Easy to clean and disinfect
- Easy and inexpensive to maintain

Your Apollo Advantage Seated Bathing System comes equipped with these features:**

Remedy® Ultraviolet Water Purifier

It improves infection control by stopping bacteria dead in the water. Beta studies show that Remedy's patented ultraviolet light technology reduces bacteria levels in the whirlpool by as much as 90%. Some facilities report that Remedy reduces the number of urinary tract infections by up to 50%, and respiratory infections by up to 35%.

Rapid Fill Reservoir

Low water pressure? Lots of baths? The Rapid Fill Reservoir pre-fills while you bathe one resident, then quickly fills the tub for the next bath. Quick fills are more comfortable for residents and more efficient for staff. In fact, with the Rapid Fill Reservoir, caregivers can give up to twice as many baths in one day as they can with conventional tubs.

Level Glide™ Transfer System

Fewer transfers mean less risk of injury for both residents and caregivers. Transporting non-ambulatory residents is simple with the Level Glide Transfer System, designed to minimize dangerous lifts and restore dignity to the bathing process. Transfer the resident into the chair; wheel to the bathing area and glide into the bath, and then return to the resident's room when bathing is finished.

Digital Scale

Take accurate weight readings at bath time. The mobile digital scale on the Level Glide™ Transfer System can save time and eliminate unnecessary transfers.



** Six standard configurations available.

*The Apollo Advantage™
Seated Bathing System*

Transform your tub room into a spa, and pamper your residents with the innovative Apollo Advantage Seated Bathing System. Guaranteed to complement any decor.

All Apollo equipment is American-made in Somerset, Wisconsin. For help or replacement parts, just call Apollo to speak personally to a customer service representative. In most cases, we will ship the part you need from Somerset the next business day.

For more information, contact your local authorized Apollo dealer or call Apollo at 715-247-5625.



APOLLO
CORPORATION

450 Main Street, Somerset, WI 54025

Phone: 715.247.5625

Fax: 715.247.3424

E-mail: apollosales@apollobath.com

Website: www.apollobath.com





APOLLO OFFICIAL WARRANTY REGISTRATION - ADVANTAGE™

(This document includes important, time-sensitive information that requires your attention. See below)

ONE YEAR LIMITED WARRANTY

APOLLO Corp. warrants to the original purchaser the product listed above (Advantage™) for a period of one year from shipping date against defects in workmanship and materials. Should the product not function properly within one year of the date of shipment, contact APOLLO. During the above one (1) year warranty period, the defective parts will either be repaired or replaced at the option of APOLLO. In the event of replacement, the replacement part will continue the warranty of the original part or 90 days, whichever is longer. Liability in all events is limited to the purchase price and liability under the aforesaid warranty is limited to the repair or replacement of parts which prove defective under normal use and service and which examination and/or determination by APOLLO shall disclose, to its satisfaction, to be defective. All shipping costs for defective materials or workmanship returned to the factory or authorized APOLLO Representative shall be paid by Purchaser unless requested by Apollo for evaluation. This warranty is limited to defective materials and workmanship and does not cover normal wear and tear items, such as, but not limited to, batteries or thermoscopic mixing valve cartridges. This warranty is void and APOLLO Corp. shall not be obligated in any way to repair or replace if: (i) The product and their part(s) are beyond the one (1) year warranty period, have been damaged by accident or unreasonable use, negligence, neglect, abuse, repaired by unauthorized personnel, improper installation, has been altered outside our factory, or otherwise misused, improperly serviced or other causes not arising out of defects in material or workmanship(ii) the serial number(s) has/have been altered or defaced, (iii) The Warranty Registration is not signed and a copy returned to APOLLO Corporation as required.

This warranty does not cover the labor or travel cost of replacing parts by the Factory, an Authorized APOLLO Representative or other authorized personnel. APOLLO Corp. will not be responsible for any freight, shipping, dismantling, reassembly or reinstallation charges.

This warranty is in lieu of all other warranties, expressed or implied. APOLLO Corp. shall not be liable for loss of use of the aforementioned product or other special indirect, incidental or consequential costs, expenses or damages, including damages claimed in connection with any rescission of this agreement or incurred by the Purchaser.

OPTIONAL 5-YEAR WARRANTY PROGRAM

APOLLO Corporation hereby offers to extend the Warranty of the Advantage™ 6000/6300 series bathing system listed below beyond the standard one year period from the date of shipment in consideration of the following:

The facility named below agrees, by signing, to use Apollo's recommended bathing and cleaning products such as: Cid-A-L™ II, Turbo Clean™, Hygena™ and Therasol™, or any of our other Skin Care products such as Perine™, Hygena™ Foam, Hygena™ Plus, Thera 5™, Thera 10™, Apollo Cream™ or DuO™ and to purchase a minimum of twelve (12) cases of product in any combination per system per year beginning from the shipping date documented below for five consecutive years. In return, APOLLO agrees to extend the Warranty (as described above) for up to four additional years beyond the initial one year Warranty (5 years total). In the event you fail to meet the annual twelve case requirement, the 5-Year Extended Warranty will be rendered null and void.

NO WARRANTY OF MERCHANTABILITY OR OF FITNESS FOR PURPOSE SHALL APPLY. THE ABOVE WARRANTY COVERS ALL PARTS EXCEPT THERMOSCOPIC MIXING VALVE CARTRIDGES, SCALE BATTERIES AND GEL COAT DEFECTS. This Warranty is not transferable.

FACILITY:

ADDRESS:

APOLLO MODEL & SERIAL NO.:

DATE OF SHIPMENT:

DATE OF IN-SERVICE:

Retain a copy for your records and mail the original to: **Apollo Corporation**
450 Main St
Somerset, WI 54025

Please check one box below:

- I prefer Apollo's standard 1 Year Warranty (decline the 5 Year Extended Warranty).
- I hereby **ACCEPT** the 5 Year Extended Warranty and its terms and conditions. (Warranty Card must be received within 45 days of shipment).

Signature of Authorized Facility Representative

Signature of Authorized APOLLO Representative

Print Name:

Sign Name:

Title:

Date Signed:

Print Name:

Sign Name:

Title:

Date Signed: