



# West Virginia Purchasing Division

2019 Washington Street, East  
Charleston, WV 25305  
Telephone: 304-558-2306  
General Fax: 304-558-6026  
Bid Fax: 304-558-3970

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 1

List View

### General Information | Contact | Default Values | Discount | Document Information

Procurement Folder: 300301

Procurement Type: Central Master Agreement

Vendor ID: 000000213570

Legal Name: CHEMSTATION OF WV

Alias/DBA:

Total Bid: \$49,140.00

Response Date: 05/26/2017

Response Time: 14:46

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT1700000081

Published Date: 5/8/17

Close Date: 5/30/17

Close Time: 13:30

Status: Closed

Solicitation Description: SALT NEUTRALIZER FOAMING  
SPRAY WASH SYSTEM and

Total of Header Attachments: 1

Total of All Attachments: 1



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

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 300301

**Solicitation Description :** SALT NEUTRALIZER FOAMING SPRAY WASH SYSTEM and CONCENTRATE

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-05-30 13:30:00	SR 0803 ESR05261700000005868	1

<b>VENDOR</b>
000000213570 CHEMSTATION OF WV

**Solicitation Number:** CRFQ 0803 DOT1700000081

**Total Bid :** \$49,140.00      **Response Date:** 2017-05-26      **Response Time:** 14:46:43

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 Mark A Atkins  
 (304) 558-2307  
 mark.a.atkins@wv.gov

<b>Signature on File</b>	<b>FEIN #</b>	<b>DATE</b>
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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	SALT NEUTRALIZER CONCENTRATE	4500.00000	GL	\$10.920000	\$49,140.00

Comm Code	Manufacturer	Specification	Model #
39112204			

**Extended Description :** SALT NEUTRALIZER CONCENTRATE:  
To be supplied in 220-350 gallon free standing refillable tank.

**Comments:** Product 99132 is recommended to be used at a 12:1 dilution ration resulting in an end use cost of \$0.84 per gallon. The 350 gallon tank system and components are provided free of charge.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	FOAMING SPRAY WASH SYSTEM	14.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
39112204			

**Extended Description :** FOAMING SPRAY WASH SYSTEM (LAFFERTY MODEL 944105 OR EQUAL)

**Comments:** Lafferty Model 944105 is provided at no cost.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	MAINTENANCE ON SYSTEM	14.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
39112204			

**Extended Description :** FOAMING SPRAY WASH SYSTEM  
MAINTENANCE ON SYSTEM  
YEAR 2 (OPTIONAL) INCLUDES PARTS AND LABOR

**Comments:** Maintenance, parts, labor and service are provided at no charge.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	MAINTENANCE ON SYSTEM	14.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
39112204			

<b>Extended Description :</b>	FOAMING SPRAY WASH SYSTEM MAINTENANCE ON SYSTEM YEAR 3 (OPTIONAL) INCLUDES PARTS AND LABOR
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**Comments:** Maintenance, labor, parts and service are provided at no charge.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	MAINTENANCE ON SYSTEM	14.00000	EA	\$0.000000	\$0.00

Comm Code	Manufacturer	Specification	Model #
39112204			

<b>Extended Description :</b>	FOAMING SPRAY WASH SYSTEM MAINTENANCE ON SYSTEM YEAR 4 (OPTIONAL) INCLUDES PARTS AND LABOR
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**Comments:** Maintenance, labor, parts and service are provided at no charge.



Atlanta  
Baltimore  
Baton Rouge  
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Charleston  
Chattanooga  
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Columbus OH  
Covington  
Dallas  
Dayton  
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Des Moines  
Detroit  
El Paso  
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Ft. Lauderdale  
Greeley  
Greensboro  
Hartford  
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Lansing  
Las Vegas  
Lima  
Longview  
Louisville  
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Mobile  
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Nashville  
Oklahoma City  
Philadelphia  
Phoenix  
Pittsburgh  
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Richmond  
St. Louis  
San Antonio  
San Bernardino  
Seattle  
Springdale  
State College  
Stockton  
Tampa  
Wichita

May 26, 2017

WV DOH  
Mark Atkins

Dear Mark,

Thank you for the opportunity you have given to explain the ChemStation system and the opportunity to present this proposal.

### **ADVANTAGES OF THE CHEMSTATION SYSTEM**

Eliminates all the hidden, but actual, costs involved:

- **LOCAL WV Service** – Our WV plant, our WV trucks, NO MIDDLEMAN, & local WV service.
- **MONITORING/SERVICE** - We monitor the tanks to maintain inventory, test equipment to ensure performance, repair equipment as needed, and provide training as requested.
- **SAFETY** - No more handling material with injury potential. We eliminate the dangers in delivering and handling of totes or 55-gallon drums at your facility. Our refillable tank system is safer and more cost effective.
- **EFFICIENT** – Employees no longer spend time monitoring, ordering, moving material, or leaving the job to purchase additional product or drum pumps.
- **COMPLIANCE** - Maintaining the proper product identification (environmental compliance) & SDS's. No more faded labels or dated material.
- **GREEN** – No more disposing of empty containers. Our custom formulated products are environmentally friendly and biodegradable. We deliver to our refillable tank system.

### **REFILL, NOT LANDFILL!**

With the **ChemStation** system, you simply use the product – WE DO THE REST!

### **ChemStation will provide your facility at No Charge:**

- Tank, Lafferty Model 944105 Foaming Spray Wash System
- Complete installation of equipment
- Maintenance and labor on all equipment
- Training (as needed) on ChemStation System
- Dispensing equipment that will regulate and control your product costs
- Inventory monitoring



*\*All equipment and tanks remain the property of ChemStation.*

Product Number	Price Per Gallon	Dilution	End Use Cost Per Gallon
99132 – Salt Neutralizer	\$10.92	12:1	\$0.84

Thank you again for your time and consideration. I look forward to building a long lasting and mutually beneficial relationship. Your business is very important to me and I will always work hard to keep it.

Yours truly,

*Wade Swiger*

Wade Swiger