



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

State of West Virginia
 Request for Quotation
 13 - Equipment

Proc Folder: 357605

Doc Description: Lead Paint Analyzers

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2017-09-06	2017-09-20 13:30:00	CRFQ 0506 EHS180000002	1

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:

Thomas Scientific Inc.
 1654 High Hill Road
 Swedesboro, NJ 08085
 (321) 266 - 3780

09/19/17 09:34:24
 WV Purchasing Division

FOR INFORMATION CONTACT THE BUYER

April Battle
 (304) 558-0067
 april.e.battle@wv.gov

Signature X

FEIN # 22-3336902

DATE 09/16/2017

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

ADDITIONAL INFORMATION:

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Department of Health and Human Resources, Bureau for Public Health, Office of Environmental Health Services (OEHS) to establish a contact for the one-time purchase of two portable XRF (X-ray fluorescent) Niton model XLP 300A Lead Paint Analyzers or equal.

INVOICE TO		SHIP TO	
PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BUREAU FOR PUBLIC HEALTH ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313		PURCHASING DIRECTOR - 304-356-4095 HEALTH AND HUMAN RESOURCES BPH - ENVIRONMENTAL HEALTH SERVICES 350 CAPITOL ST, RM 313	
CHARLESTON	WV25301-1757	CHARLESTON	WV 25301-1757
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Lead analyzer	2.00000	EA	\$16,965.00	\$33,930.00

Comm Code	Manufacturer	Specification	Model #
42000000	Thermo Scientific	Niton XLP 300A Lead Paint Analyzer, XLP 300A Lead Paint with 40 mCi Cd-109 excitation source	Xlp300A

Extended Description :

Two XRF Niton XLP 300A Lead Paint Analyzers or equal

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CHARLESTON	WV25301-1757	CHARLESTON	WV 25301-1757
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	One day onsite XRF analyzer training class	1.00000	LS	Included in Price in Line 1	

Comm Code	Manufacturer	Specification	Model #
86132201	Provided by Thermo Scientific		

Extended Description :

One day onsite XRF analyzer training class

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CHARLESTON	WV25301-1757	CHARLESTON	WV 25301-1757
US		US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Extended 2 year warranty on parts and labor	2.00000	EA	\$2,625.00	\$5,250.00

Comm Code	Manufacturer	Specification	Model #
84101503	Thermo Scientific	XLp 300A Warranty	N/A

Extended Description :

Extended 2 year warranty on parts and labor Includes Parts and labor, excludes accesories.

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Questions Due	2017-09-11

EHS1800000002	Document Phase Final	Document Description Lead Paint Analyzers	Page 4 of 4
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ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

Thermo Scientific Niton XLP 300 Series analyzers set the industry standard for lead analysis in applications ranging from paint, to soils and sediments, to dust wipes and air filters, to screening for the presence of lead in toys, fabrics, ceramic goods, and other child-accessible products.

Thermo Scientific Niton XLP 300

The ideal tool for lead analysis



Thermo Scientific Niton XLP 300 Series analyzers provide many distinct advantages:

- The only lead paint analyzer with the ideal PCS
- Soil mode to evaluate outdoor risks
- Dust mode to pre-screen abatement or renovation work
- Consumer Products mode for complete EBL evaluation



Unparalleled performance for residential lead inspection.

Government regulations, increased public awareness, and legal action have all driven requirements for the identification of lead hazards in the environment. With documented effects, such as diminished learning abilities in children, kidney and central nervous system damage, as well as reduced fertility and miscarriages, researchers concluded almost a decade ago that there is no safe level of lead exposure.¹

Public health officials, environmental professionals, and community activists face an overwhelming challenge: pinpoint lead's location in the environment, identify the sources of contamination, and confirm that clearance criteria have been achieved after abatement. The traditional approach built on field-based sample collection, combined with laboratory analysis, largely has been replaced by the use of handheld equipment – effectively bringing the lab into the field. Thermo Scientific Niton x-ray fluorescence (XRF) analyzers quickly identify and quantify lead in virtually all sample types: paint, consumer goods, soil, sediment, dust, air, and more.

Supported by a Performance Characteristic Sheet (PCS) documenting no inconclusive

readings, no need for substrate correction, and no false positives/false negative readings, the Niton® XLP 300 Series can determine in seconds whether lead is positive (defined by the US EPA as greater than or equal to 1.0 mg/cm²) or negative. If you are in a jurisdiction with more stringent standards, you can easily change the action level to ensure compliance with local regulations. Actual lead values are also displayed, permitting you to more accurately quantify the hazards associated with particular samples. And our patented depth index goes one step further, telling you whether lead is present on the surface, or whether it is deeply buried within the paint matrix.

The analysis of lead dust poses another challenge. Widely acknowledged as the primary source of childhood lead poisoning², lead dust is hazardous even in very small amounts. Standard practice involves collecting the dust on an ASTM-compliant towelette wiped over a defined area. This step is followed by analysis of the "wipe" for determination of the lead load, which yields a lead-dust concentration in µg/ft². The Niton XLP 300 Series XRF analyzer offers the ability to perform this analysis on site using the optional Dust Wipe Analysis mode.



Industrial lead paint measurement for site assessment and worker protection.

In the outdoor environment, lead presents additional challenges. Whether the result of damaged exterior paint, residual contamination from leaded gasoline, a former pesticide application, or by-products from an industrial process, the sheer volume of samples required to accurately determine the extent of contamination and surgically delineate its boundaries demand the speed and accuracy of a Thermo Scientific Niton analyzer. The EPA recognizes this technology's advantage and has based its Method 6200 soil testing procedures on handheld XRF. "The result is a clearer delineation of how soil contamination differs from one part of the property to another."³ When combined with optional Bluetooth™ communications and a portable GPS device, latitude, longitude, and elevation are stored along with the analysis data from each test, permitting real-time contamination mapping.

Further, the Niton XLp 300 Series has the added capability of measuring lead in consumer products with its "Consumer Goods" mode. This mode allows you to screen for lead in accordance with the Consumer Product Safety Improvement Act (CPSIA) of 2008 by adding the extended capability to measure lead in plastics, fabric, and other products. Lead in plastics and similar substrates is reported in parts per million (ppm), while lead in paint is measured in micrograms per square centimeter (µg/cm²). The instrument is the only analyzer with a PCS that does not contain an inconclusive range while still featuring the detection limits necessary to comply with the CPSIA.

All of our analyzers include fully customizable data fields for rapid entry of sample location/condition and site conditions, simplifying reporting and maximizing inspector productivity.

¹Lanphear BP, Dietrich K, Auinger P, Cox C. "Cognitive deficits associated with blood lead concentrations <10 microg/dL in US children and adolescents." *Public Health Report* 2000 Nov-Dec; 115(6):521-529.

²Lanphear BP, Matte TD, Rogers J, Clickner AP, Dietz B, Bornschein RL, Succop P, Mahaffey KR, Dixon S, Galke W, Rabinowitz M, Farfel M, Rohde C, Schwartz J, Ashley P, Jacobs DE. "The Contribution of Lead-Contaminated House Dust and Residential Soil to Children's Blood Lead Levels. A pooled analysis of 12 epidemiologic studies." *Environ Research*. 1998 Oct 79(1):51-68.

³Lead-Safe Yards. *Developing and Implementing a Monitoring, Assessment, and Outreach Program for Your Community*, United States Environmental Protection Agency, January 2001, page 68.

Thermo Scientific Niton XLp 300 Series analyzers are just one of our handheld Niton analyzer solutions, which include XRF analysis tools for metal alloy identification, lead-based paint testing, RCRA metals in soil, toy and consumer goods screening, RoHS and WEEE compliance screening, and many other analysis needs.

Niton XLp 300 Series Specifications

Weight	3.0 lbs (1.4 kg)
Dimensions	9.75 x 10.5 x 3.75 inches (248 x 273 x 95 mm)
Batteries	(2) Rechargeable Quick Swap lithium-ion battery packs 6-14 hour use each
Excitation Source	40 mCi ¹⁰⁹ Cd (1,480 Mbq) sealed radioisotope
X-ray Detector	High-performance, electronically cooled, solid-state detector optimized for Pb L-shell and K-shell x-ray detection
System Electronics	Hitachi SH-4 CPU ASICS high-speed DSP 4096 channel MCA
Display	Backlit VGA touch-screen LCD
Testing Modes	Lead-based Paint Mode (standard) K & L Paint Mode (standard) Bulk Sample Mode (optional) Thin Sample Mode, including Dust Wipe Mode, 37mm Filter Mode (optional) Thin Sample Mode (user defined) (optional) Consumer Goods Mode (optional)
Data Storage	Internal ~6000 readings + spectra
Data Entry	Three methods for user data entry: Virtual touch-screen keyboard User-programmable pull-down lists Integrated barcode reader
Data Transfer	RS-232 serial cable or optional Bluetooth™ wireless connection NDT© PC software utility easily exports data for use in common PC applications and provides data encryption QA/QC documentation
Standard Accessories	Portable test stand or inverted stand Check/verification standards Shielded belt holster Locking shielded waterproof carrying case 110/220 VAC charger/adaptor Spare lithium-ion battery pack with holster RS-232 PC data transfer cable NIST-traceable Lead Paint Standards
Optional Accessories	Bluetooth wireless communication Wireless printers and portable GPS
Security	Password-protected user security
Licensing/Registration	Varies by region. Contact your local distributor

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