



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  
**LBS70420**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**ROBERTA WAGNER**  
**304-558-0067**

VENDOR

FOSS North America  
 7682 Executive Drive  
 Eden Prairie, MN 55344

SHIP TO

HEALTH AND HUMAN RESOURCES  
 BPH - LABORATORY SERVICES  
 167-ELEVENTH AVENUE  
 SOUTH CHARLESTON, WV  
 25303 304-558-3530

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/22/2006	Net 30	Best Way	Destination	included

BID OPENING DATE: **06/22/2006** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR QUOTATION						
THE WEST VIRGINIA DIVISION OF PURCHASING IS SOLICITING BIDS FOR OFFICE OF LABORATORY SERVICES TO PROVIDE AN ELECTRONIC SOMATIC CELL COUNTER TO BE USED IN THE GRADE A MILK PROGRAM.						
PLEASE NOTE THE FOLLOWING ATTACHMENTS: 1. LBS70420 SPECIFICATIONS 2. AFFIDAVIT						
0001	1	EA		845-35	\$45,317.00	\$45,317.00 *
ELECTRONIC SOMATIC CELL COUNTER						
REQUEST FOR QUOTATION						
TO PROVIDE AN ELECTRONIC SOMATIC CELL COUNTER TO BE USED IN THE GRADE A MILK PROGRAM TO COUNT SOMATIC CELLS IN RAW MILK, PER THE ATTACHED SPECIFICATIONS.						
EQUIPMENT TO BE FOSS NORTH AMERICA SOMATIC CELL COUNTER FOSSOMATIC MINOR, PART #60003000 OR EQUIVALENT.						
EQUIPMENT TO INCLUDE MONITOR AND COMPUTER WITH PRE-LOADED SOFTWARE THAT FOLLOWS FDA FORM 2400 CHECKLIST.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Jeanette Weber</i>	TELEPHONE 952-974-9892x145	DATE 6/21/06
TITLE Sales Support	FEIN 41-1529328	ADDRESS CHANGES TO BE NOTED ABOVE

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



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**2**

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
**ROBERTA WAGNER**  
**304-558-0067**

RFQ COPY

TYPE NAME/ADDRESS HERE

**FOSS NORTH AMERICA, INC.**  
**7682 EXECUTIVE DRIVE**  
**EDEN PRAIRIE, MN 55344 USA**  
**TELEPHONE: (952) 974-9892**  
**FAX: (952) 974-9823**

**HEALTH AND HUMAN RESOURCES**  
**BPH - LABORATORY SERVICES**  
**167-ELEVENTH AVENUE**  
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<p><b>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</b></p> <p><b>INQUIRIES WRITTEN QUESTIONS SHALL BE ACCEPTED THROUGH CLOSE OF BUSINESS ON THURSDAY, JUNE 1, 2006. QUESTIONS MAY BE SENT VIA USPS, FAX COURIER OR EMAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO:</b></p> <p><b>ROBERTA WAGNER</b>  <b>DEPARTMENT OF ADMINISTRATION</b>  <b>PURCHASING DIVISION</b>  <b>2019 WASHINGTON STREET, EAST</b>  <b>CHARLESTON, WV 25311</b>  <b>FAX: 304-558-4115</b>  <b>EMAIL: RWAGNER@WVADMIN.GOV</b></p> <p><b>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATION</b></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Jeanette Weber</i>	TELEPHONE 952-974-9892 x 145	DATE 6/21/06
TITLE Sales Support	FEIN 41-1529328	ADDRESS CHANGES TO BE NOTED ABOVE

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RFO NUMBER
LBS7D420

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3

ADDRESS CORRESPONDENCE TO ATTENTION OF
ROBERTA WAGNER 304-558-0067

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VENDOR

**FOSS NORTH AMERICA, INC.**  
**7682 EXECUTIVE DRIVE**  
**EDEN PRAIRIE, MN 55344 USA**  
**TELEPHONE: (952) 974-9892**  
**FAX: (952) 974-9823**

SHIP TO

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**BPH - LABORATORY SERVICES**  
 167-ELEVENTH AVENUE  
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 25303 304-558-3530

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05/22/2006				
BID OPENING DATE: 06/22/2006		BID OPENING TIME 01:30PM		

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p>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> <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>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<i>Jeanette Weber</i>	952-974-9892x145	6/21/06
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
Sales Support	41-1529328	

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**4**

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VENDOR

**FOSS NORTH AMERICA, INC.**  
**7682 EXECUTIVE DRIVE**  
**EDEN PRAIRIE, MN 55344 USA**  
**TELEPHONE: (952) 974-9892**  
**FAX: (952) 974-9823**

SHIP TO

**HEALTH AND HUMAN RESOURCES**  
**BPH - LABORATORY SERVICES**  
  
**167-ELEVENTH AVENUE**  
**SOUTH CHARLESTON, WV**  
**25303 304-558-3530**

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BID OPENING DATE: **06/22/2006** BID OPENING TIME **01:30PM**

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<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;</p> <p>OR</p> <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 &amp; 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</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Jeanette Walden</i>	TELEPHONE 952-974-9892 x145	DATE 6/21/06
TITLE Sales Support	FEIN 41-1529328	ADDRESS CHANGES TO BE NOTED ABOVE

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**EDEN PRAIRIE, MN 55344 USA**  
**TELEPHONE: (952) 974-9892**  
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 167 ELEVENTH AVENUE  
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<p>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 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: <u>FOSS North America</u></p> <p>DATE: <u>6/21/06</u></p> <p>SIGNED: <u>Jeanette Weber</u></p> <p>TITLE: <u>Sales Support</u></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>AN ORIGINAL, SIGNED BID MUST BE SUBMITTED ALONG WITH A</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
<u>Jeanette Weber</u>		
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
<u>Sales Support</u>	<u>41-1529328</u>	

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**6**

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**HEALTH AND HUMAN RESOURCES**  
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<p>CONVENIENCE COPY TO:</p> <p>DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            BUILDING 15            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25305-0130</p> <p>BID MUST CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER:-----ROBERTA WAGNER/FILE 22-----</p> <p>RFQ. NO.:-----LBS70420-----</p> <p>BID OPENING DATE:-----06/22/2006-----</p> <p>BID OPENING TIME:-----1:30 PM-----</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:</p> <p>-----952-974-9823-----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY):</p> <p>-----Roman Kwasi borski-----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Jeanette Weber</i>	TELEPHONE 952-974-9892x145	DATE 6/21/06
TITLE Sales Support	FEIN 41-1529328	ADDRESS CHANGES TO BE NOTED ABOVE

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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
***** THIS IS THE END OF RFQ LBS70420 ***** TOTAL:						<u>\$ 45,317.00</u>

SEE REVERSE SIDE FOR TERMS AND CONDITIONS.

SIGNATURE <i>Jeanette LeBlond</i>	TELEPHONE 952-974-9892 x145	DATE 6/21/06
TITLE Sales Support	FEIN 41-1529328	ADDRESS CHANGES TO BE NOTED ABOVE

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**LBS70420  
SOMATIC CELL COUNTER**

**Must meet the following specifications:**

1. Be approved for use in the Grade A Milk Program by the FDA (Federal Drug Administration) and NCIMS (National Conference on Interstate Milk Shipments).
2. Use a stain that is less toxic than Ethidium Bromide such as Propidium Iodide.
3. Utilize CCD (Charged Couple Device) Technology for identifying and counting Somatic Cells, capable of analyzing at least 50 samples per hour.
4. Be capable of analyzing at least 50 samples per hour.
5. Use pre-made reagents.
6. Separate waste into high and low fractions to ensure a minimal environmental impact.
7. Require only 1.0 ml or less of sample volume.
8. Dimensions are to be no larger than 400cm H x 27cm W x 52cm D (excluding PC and Monitor).
9. Include a PC and flat screen monitor with pre-programmed software that follows FDA Form 2400 Checklist.

**One year Preventive Maintenance Agreement:**

1. Must begin on date of installation.
2. Must include two (2) PMA visits per year.
3. Must include on-site labor, travel time and travel expenses

**Pricing Requirements:**

1. All bidders are to provide pricing for requested instrument both with a trade-in discount for a Foss 90 Somatic Cell Counter and without trade-in discount for a Foss 90 Somatic Cell Counter.

Total Cost of Somatic Cell Counter without Trade-in Allowance	\$ 51,800.00
Trade-in Allowance for a Foss 90 Somatic Cell Counter	<del>\$(10,000.00)</del>
Total Cost of Somatic Cell Counter with Trade-in Allowance	\$ 41,800.00
Preventive Maintenance Agreement Charge	\$ 3,517.00
Final Cost of New Equipment	\$ 45,317.00*

**Equipment Trade-in Requirements:**

1. If pricing option is selected which includes trade-in of Foss 90 Somatic Cell Counter, the selected vendor must accept full responsibility for decontamination and removal of trade-in equipment and any charges incurred for decontamination and removal from the Office of Laboratory Services premises at 167 11<sup>th</sup> Avenue, South Charleston, WV 25303. Selected vendor shall accept ownership of the Foss 90 Somatic Cell Counter at their own risk.

\* See attached Scope of Supply for details on what is included in the total price



**LBS70420**  
**SOMATIC CELL COUNTER**

2. Selected vendor will not retain ownership of trade-in equipment for 6 months after new equipment has been installed due to necessity for parallel testing between the new and old equipment and because the FDA splits results (proficiency testing) done in September 2006 will not be available until December 31, 2006.

**Installation/Training Requirements:**

1. Installation of equipment and user training must be included in cost of equipment.
2. Delivery, installation and training must be completed by August 30, 2006.
3. Training to be scheduled (3) three days in advance and shall be completed to buyer's satisfaction.
4. Vendor must provide all manufacturer's user manuals. Cost for manuals, if any, must be included in vendor's quotation.

**Warranty Requirements:**

1. One-year warranty with on-site service including labor, travel time and expenses with a 24-hour on-site response time.
2. Vendor to provide all warranty information, in writing, with quotation.
3. Warranty to begin upon completion of installation and training.

**Delivery Requirements:**

1. Vendor must bid F.O.B. Destination.
2. Somatic Cell counter and its components must be "inside delivery" by freight delivery company.
3. All excess packaging materials must be removed from OLS premises by vendor.

# 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 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:**

The vendor must be licensed in accordance with any and all state requirements to do business with the state of West Virginia.

**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](http://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: FOSS North America

Authorized Signature: Jeanette Weber Date: 6/21/06

**Fossomatic™ Minor****Technical Specifications****Performance Data**

Components:	Somatic cells
Analysis capacity:	Typically 50 samples/hour*
Working factor:	325
Measuring range:	Up to 5.000.000 cells/ml
Performance range:	100.000 – 1.500.000 cells/ml
Sample volume:	1 ml
Sample temperature:	30 - 42°C
Sample type:	Cow's milk
Repeatability**:	CV < 7 % at 100.000 cells/ml CV < 5 % at 300.000 cells/ml CV < 4 % at 500.000 cells/ml
Accuracy:	< 10 % relative mean diff. from Direct Microscopic Somatic Cell Count (DMSCC)
Carry-over:	< 1.5%

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\* Capacity is reduced if samples containing >1.5 million SCC / ml are measured

\*\* CV = Coefficient of variance

## Analyser Data

Unit dimensions (H x W x D)	40 x 27 x 52 cm (excl. PC)
Weight, operating	21 kg
Power supply:	100 – 240 VAC, 50 or 60 Hz. 24 VDC
Installation category	II
Power consumption:	Max. 30 VA
Ambient temperature:	15 – 35°C
Ambient humidity:	< 90% RH
Degree of protection:	IP 22
Pollution degree:	2
Noise level:	< 70 db (A)

## Standards and Approvals

Fossomatic Minor is CE labelled and complies with the following directives:

- EMC (Electromagnetic Compatibility) Directive 89/336/EEC and amendments
  - Emission EN 61000-6-3
  - Immunity EN 61000-6-1
- LVD (Low Voltage Directive) 73/23/EEC and amendments
  - Electrical safety EN 61010-1
- MD (Machine Directive) 98/37/EC and amendments
- Classification, packaging and labelling of dangerous preparations Directive 99/45/EC and amendments

### Dedicated Analytical Solutions

P/N No. 1025696  
Issue No. 1GB  
February 2004

FOSS Analytical A/S  
69 Slangerupgade  
DK-3400 Hilleroed  
Company Reg.No. 7339 9815

Tel: +45 7010 3370  
Fax: +45 7010 3371  
E-mail: info@foss.dk  
Web: www.foss.dk

**FOSS**



**Success made simple**  
Somatic cell counting with the Fossomatic™ Minor

Dedicated Analytical Solutions

# Somatic cell counting on your scale

For decades, FOSS dedicated analytical solutions have helped businesses to succeed in somatic cell analysis. Around the world, FOSS solutions deliver reliable, timely results that make a vital contribution to dairy herd improvement (DHI) and dairy-product quality.

Now, Fossomatic™ Minor makes the latest in FOSS somatic cell counting technology available in a form that is ideal for smaller operations.

Fossomatic Minor is designed for smaller laboratories working with DHI and payment analysis. The solution is also perfect for dairies doing their own cell-testing, (for instance on milk deliveries) or for other operations involved in DHI, such as veterinary labs.



*Counting somatic cells secures high quality raw milk and builds knowledge benefiting consumers and milk producers alike.*

*In particular, fast and accurate information about somatic cell counts helps farmers to fight sub-clinical mastitis in their dairy herd – a disease that affects the quality and amount of milk that a cow can produce.*

## High quality – low maintenance

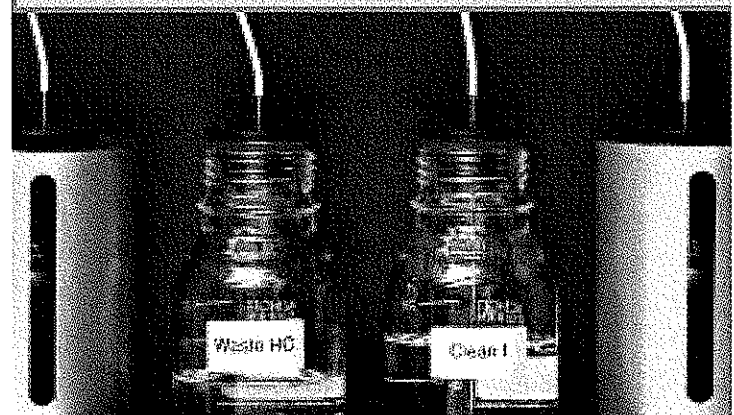
Fossomatic Minor offers the ease-of-use, reliability and accuracy you need to make your somatic cell counting cost-effective.

Separation of waste into high and low fractions makes waste disposal effective. And easy set up of reagents helps to ensure a safe working environment. For instance, the Dye and Clean II solutions are ready-to-use. The Clean I solution only requires dilution. Fossomatic Minor is also designed to minimise the use of reagents and thereby the amount of preparation you need to do.

The instrument is simple to set-up so that you can get straight down to business. The reliability of Fossomatic Minor means that you get accurate results every time, saving on the number of samples you need to test.

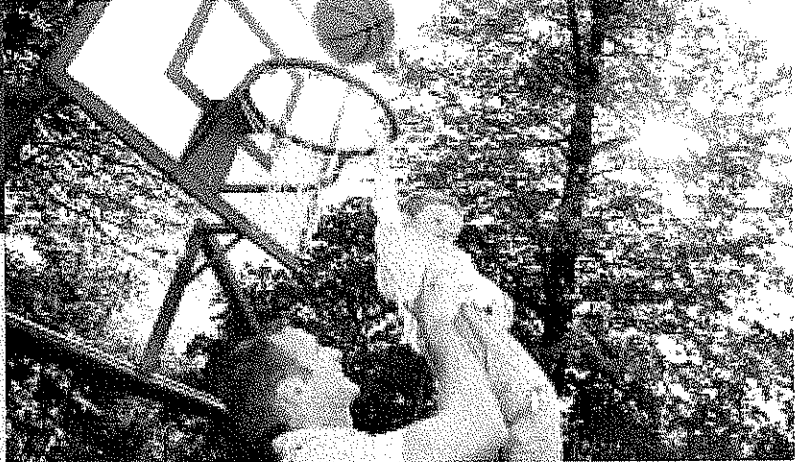
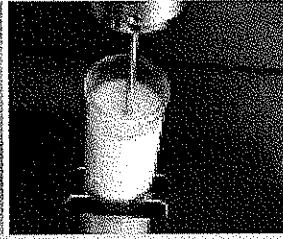
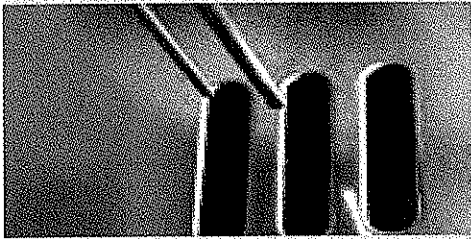
The repeatability and accuracy of Fossomatic Minor meets the specifications of larger, fully-automated instruments in the Fossomatic family.

*A robust construction, coupled with ease-of-use and easy set-up makes Fossomatic™ Minor a flexible solution. It is suitable for use in a variety of application environments.*





# FOSS family benefits



A Fossomatic Minor is more than an instrument. It's a complete solution for somatic cell counting and part of a long tradition in somatic cell analysis – a tradition based on using the best in local support and the latest in technology.

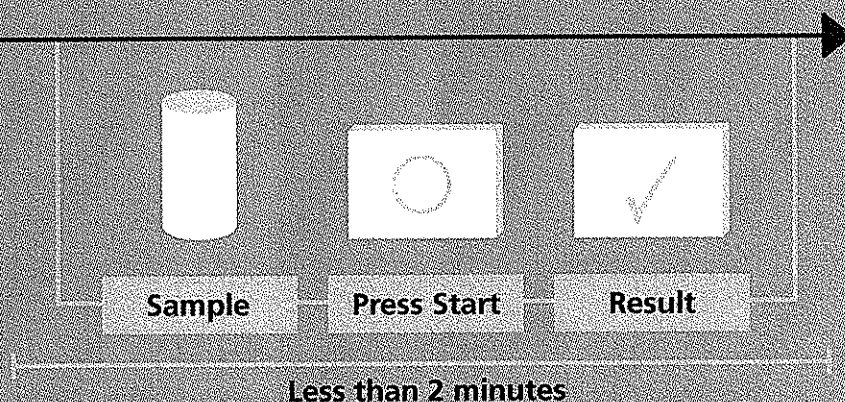
With Fossomatic Minor you can take advantage of:

- Leading technology based on over 40 years experience in the field of milktesting
- An unrivalled worldwide support organisation
- Foss Integrator software for effective result handling, online help and integration of data with your laboratory management system
- Features such as on-line help and individual log-on to suit user requirements

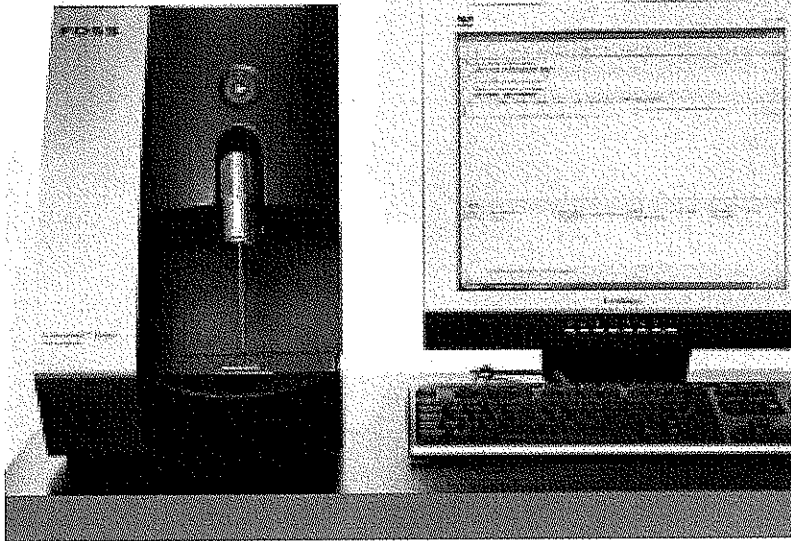
## Foss Integrator software

- Straightforward user-interface
- XML data transmission allows integration of data into your laboratory management system
- Easy generation of reports
- On-line help system
- Data export to Microsoft Office products such as Excel.

## Just how easy is it to get results?



# About Fossomatic™ Minor



Fossomatic Minor is a flexible and robust instrument for smaller businesses needing high-quality somatic cell counting at lower sample throughput, (50 samples per hour on average).

The instrument is built on a solid history of success in DHI and payment-analysis.

Fossomatic Minor is simple to set-up, use and maintain. For instance, reagent set-up is made easy with ready-to-use Dye and Clean II solutions. The Clean I solution only requires dilution.

Fossomatic Minor is ideal for Dairies, smaller labs or veterinary establishments.

## About FOSS

FOSS provides dedicated analytical solutions that ensure optimal production of food, agricultural, pharmaceutical and chemical products. FOSS solutions analyse and control your products during production - helping you to optimise both quality and profit.

In the dairy industry, FOSS is known as the leading global provider of a versatile range of solutions, from laboratory to at-line and in-line solutions for testing raw and finished dairy products. Solutions include the compositional analysis, somatic cell count and hygienic quality of raw milk, as well as compositional and

microbiological testing of finished products such as cheese and yoghurt.

An established leader in the field of dedicated analytical solutions, FOSS is a privately-owned company employing over 1100 worldwide. FOSS has manufacturing and research and development facilities in Denmark, Sweden and the USA.

Solutions are sold and supported through FOSS sales and service companies in 21 countries and by more than 75 dedicated distributors.

# FOSS

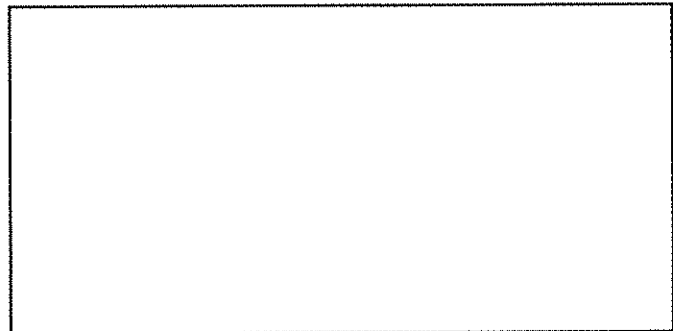
### Dedicated Analytical Solutions

FOSS Analytical A/S  
Slangerupgade 69  
DK 3400 Hillerød  
Denmark

Comp. reg. no. DK 73 39 98 15

Tel +45 70 10 33 70  
Fax +45 70 10 33 71  
E-mail [info@foss.dk](mailto:info@foss.dk)

[www.foss.dk](http://www.foss.dk)





**Reference: State of West Virginia – RFQ # LBS70420**

The following scope of supply lists and describes the items that are included in our bid. These meet and or exceed the list of specifications described in the above referenced RFQ.

**SCOPE OF SUPPLY**

<b>Part #</b>	<b>Product</b>	<b>Quantity</b>
60003000	Fossomatic Minor Fossomatic Minor is designed for measurement of somatic cells in milk, at a speed of 50 samples per hour. (up to 1.5 mill cells/ml). <u>A PC System, and a flat screen TFT monitor are included</u> Foss Integrator Software comes pre-installed. All Instruments include an accessories kit. <u>The following items are also included:</u>	1
1032274	Dye Solution 500 ml Dye Solution, 500 ml. Ready to use. Store dark at 2-8 degree Celcius. Shelflife 18 months. One bottle of dye solution will last for approx. 2.600 samples.	1
1032275	Clean II, 500 ml. Clean II, 500 ml. Ready to use. Shelflife 15 months. Consumption will depend on use of instrument. (e.g. nature of milk samples and how much the instrument is used). Typically 500 ml of Clean II will last for 25.000 samples.	1
1032276	Clean I, 6 x 20 ml. Clean I, 6 x 20 ml. One bottle gives one litre Ready-to-use-Clean I. Shelflife 18 months. One litre Ready-to-use-Clean I will last approx. 1.200 samples, i.e. one box of Clean I will last for approx. 7.200 samples.	1
1030775	Fossomatic Adjustment Sample Kit One Kit = 25 FMA Samples. To be used to check counting level.	1
Z320003050	Powervar 350 UPS System	1

**SCOPE OF SUPPLY Cont...**

<b>Part #</b>	<b>Product</b>	<b>Quantity</b>
z-freight	Delivery of FM Minor, FOB destination	1
z-install	On-site installation and training	1
z-trade	Removal of existing Fossomatic 90 instrument (Should the State of West Virginia exercise trade-in option)	1
z-warranty	1 year parts and on-site labor. Travel time and expenses are also included for the first 90 days.	1
	<u>Preventative Maintenance Option</u>	
z-PMA	1 year Preventative Maintenance Agreement – Zone 2 2 visits per year. Includes on site labor, travel time and expenses to perform preventive maintenance.	1
1032347	Routine Inspection Kit (PMA parts kit, 1 per visit)	2
1032346	Wear parts kit	2

June 21, 2006

**State of West Virginia**  
Department of Administration  
Purchasing Division  
2019 Washington Street, East  
Charleston, WV 25311  
Fax: 304-558-4115

**Att: Roberta Wagner**

**Reference: Request for Quotation #LBS70420**

Dear Ms. Wagner,

Further to the above referenced Request for Quotation, it is our pleasure to provide you with our Bid Proposal attached herewith.

Enclosed please find the following:

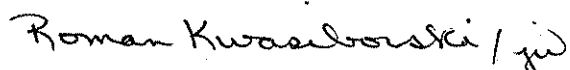
- (1) Completed and signed original of the bid document.
- (1) Scope of supply document
- (1) Copies of brochures and data sheets describing the instruments quoted

We hope that you will find the attached proposal complete and to your satisfaction.

Please do not hesitate to contact the undersigned should you have any questions or require any further information whatsoever.

Thank you for considering us in this request for quotation.

Yours truly,



Roman Kwasiborski  
Business Manager – Central Milk Testing  
Foss North America  
T: 763-772-7187 (Direct)  
E: rkwasiborski@fossnorthamerica.com

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