



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

VET07C014

PAGE

1

ADDRESS CORRESPONDENCE TO ATTENTION OF:

JOHN ABBOTT

304-558-2544

RFQ COPY

TYPE NAME/ADDRESS HERE

VANCARS INC.

DIVISION OF VETERANS AFFAIRS
VETERANS NURSING FACILITY

ONE FREEDOMS WAY
CLARKSBURG, WV

26301

304-627-2415

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
04/08/2007				

BID OPENING DATE:

04/19/2007

BID OPENING TIME

01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
REQUEST FOR QUOTATION						
THE PURCHASING DIVISION IS SOLICITING BIDS FOR THE WEST VIRGINIA VETERANS NURSING FACILITY TO PROVIDE PATIENT LIFTS AND SLINGS.						
ATTACHMENTS: 1. SPECIFICATIONS 2. BID FORM 3. AFFIDAVIT						
0001	1	LS		470-50		84,061.10
PATIENT LIFTS AND SLINGS						
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).						
A. APPLICATION IS MADE FOR 2.5% 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 HEAD-QUARTERS OR PRINCIPAL PLACE OF BUSINESS CONTINUOUSLY IN WEST VIRGINIA FOR FOUR (4) YEARS IMMEDIATELY PRECEDING						

URGENT RECEIVED

2007 APR 19 A 10:05

UPS® (1-800-742-5877) or

STATE OF WV

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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



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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>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> <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</p>						
SEE REVERSE SIDE FOR TERMS AND CONDITIONS						
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LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
YEARS IMMEDIATELY PRECEDING SUBMISSION OF THIS BID.						
BIDDER UNDERSTANDS IF THE SECRETARY OF TAX & 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.						
BY SUBMISSION OF THIS CERTIFICATE, BIDDER AGREES TO DISCLOSE ANY REASONABLY REQUESTED INFORMATION TO THE 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.						
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:				VANCARE, INC.		
DATE:				4-18-07		

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04/08/2007				

BID OPENING DATE:

04/19/2007

BID OPENING TIME

01:30PM

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>SIGNED: <i>Rita Lester</i></p> <p>TITLE: <i>Officer Mgr</i></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>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: JOHN ABBOTT</p> <p>RFQ. NO.: VET07C014</p> <p>BID OPENING DATE: 04/19/07</p>						

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BID OPENING DATE:

04/19/2007

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01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
BID OPENING TIME: 1:30 PM-----						
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID:						
-----402-694-3994-----						
CONTACT PERSON (PLEASE PRINT CLEARLY):						
-----RITA RICHTER-----						
***** THIS IS THE END OF RFQ VET07C014 ***** TOTAL:						84,061.10

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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The West Virginia Division of Veterans Affairs, WV Veterans Nursing Facility is seeking bids on Thirteen (13) Lifts and One hundred Thirty Eight (138) slings.

Patient Lifts

Total Quantity: See below

Shall meet the following specs or better:

8 each of the following:

Basic Mobile Bariatric Electric Sling Lift –

For use in general day-to-day lifting of patients from bed, wheelchair, or floor to bathroom and other locations.

Lifting capacity of 500 lbs. or greater

Vendor to give specifics of the following:

Park & Plug – built in batteries with chargers that allows for 150 lift cycles per charge

Low caster option

Lifting height range – max H 72" to floor

Lifting rotation range - 360 deg.

Lifting speeds -30mm sec

Overhead bar type – 6 hook

Manual Base with adjusting widths 22.5" to 44"

4 each of the following:

Electric Sit-to-stand lift –

For assisting patients to stand for transfer to restroom and wheelchair.

Lifting capacity of 450 lbs. or greater

Adjustable Knee Pad

Patient hand holds

Vendor to give specifics of the following:

Park & Plug – built in batteries with chargers that allows for 150 lift cycles per charge

Lifting height range – 35"

Lifting rotation range

Lifting speeds – 35mm sec

Manual Base with adjusting widths 35.5" to 44"

1 each of the following:

Heavy Patient Mobile Bariatric Electric Lift-

For transferring patients between bed, wheelchair and restroom.

Lifting capacity of 1000 lbs. or greater

Park & Plug – built in batteries with chargers that allows for 150 lift cycles per charge

Lifting height range – 55"

Lifting rotation range – 360 deg.

Lifting speeds – 42mm sec

Overhead bar type - 6 hook

Manual Base with adjusting widths 24" to 48"

25 each of the following slings – See Bid Form:

To/From Bath or Shower - made of soft net material.

Minimum acceptable weight capacity: Small: 100 lbs;

Medium: 200 lbs.; Large: 600 lbs.

10 each of the following slings:

Amputees

Minimum acceptable weight capacity: 250 lbs

18 each of the following slings:

Sit 2 Stand Harness

Minimum acceptable weight capacity: 450 lbs

60 each of the following slings – See Bid Form:

Bed to Chair/Restroom

Minimum acceptable weight capacity: Small: 100 lbs.;

Medium: 200 lbs.; Large: 600 lbs.

25 each of the following slings:

Bariatric

Minimum acceptable weight capacity: 880 lbs.

Trainings are to be no less than three (3) times annually and accommodate all working shifts.

General Notes:

- **General Conditions:** Pricing is to include freight, installation and in-service trainings and warranty. Installation is to include uncrate, assemble, if required, and remove debris. Replace or repair damaged items. Schedule and coordinate deliveries to avoid interference with owner's operation.
- **Schedule:** The scheduled for receipt of these items no later than May 23, 2007, and shall be subject to a specific delivery date and on – site location established with the administrator or his designee. Items capable of being shipped via USPS, FedEx, UPS or other carrier shall be announced in the vendor's proposal. The awarded vendor shall be responsible for sending confirmation of the time and place of delivery, pre-delivery check lists, service manuals, product user manuals and performing in-service training as required to the Nursing Home one week after scheduled delivery. A pre-delivery meeting will be scheduled if needed. Pre-delivery meeting(s) will visit and confirm the drop off point and the date and delivery of these items and any other clarification required.
- **Warranty:** Warranty shall be a minimum of one (1) year on-site parts and labor, and any other costs associated with warranty work. A

maintenance agreement may be bid out at a future date to cover maintenance upon expiration of the original one (1) year warranty.

VET07C014 - PATIENT LIFTS & SLINGS BID FORM - BID OPENING
04/19/076; 1:30 PM

Description	Order Qty.	Unit Price	Extended Price
Basic Mobile Bariatric Elec. Sling Lift	8	\$ 3728.00	\$ 29,768.00
Electric Sit-To-Stand Lift	4	\$ 3720.00	\$ 14,880.00
Heavy Patient Mobile Bariatric Elec. Lift	1	\$ 4315.50	\$ 4,315.50
To/From Bath or Shower Sling - Small	5	\$ 182.40	\$ 912.00
To/From Bath or Shower Sling - Medium	10	\$ 203.20	\$ 2,032.00
To/From Bath or Shower Sling - Large	10	\$ 222.40	\$ 2,224.00
Amputees Sling	10	\$ 260.80	\$ 2,608.00
Sit-To-Stand Harness	18	\$ 227.20	\$ 4,089.60
Bed-To-Chair/Restroom Sling - Small	10	\$ 182.40	\$ 1,824.00
Bed-To-Chair/Restroom Sling - Medium	20	\$ 203.20	\$ 4,064.00
Bed-To-Chair/Restroom Sling - Large	30	\$ 222.40	\$ 6,672.00
Bariatric Sling	25	\$ 427.20	\$ 10,680.00
Failure to use this form may result in disqualification		Total	\$ 84,061.10

Bidder / Vendor Information:

Name:

VANCARE, INC.

Address:

1515 1st St.
AURORA, NE 68818

Phone# :

800-694-4525

Email Address:

RVANCARE@HAMILTON.NET

Contract Coordinator Information:

Name:

PATRICK VANDERHEIDEN

Address:

1515 1st St.
AURORA, NE 68818

Phone# :

800-694-4525

Email Address:

PVANCARE@HAMILTON.NET

WHAT YOU SHOULD EXPECT FROM YOUR ELECTRIC LIFTERS AND YOUR LIFTER SUPPLIER

- ✧ CODE COMPLIANCE - The code, “**UL 2601-1**” is wonderfully comprehensive protection for users. You would not like to discover that your lifters are not compliant after an incident has hurt someone and OSHA inspectors are on site. Make sure your lifter has the **NRTL** label. **No other label conveys compliance.**
 - ✧ VERSATILITY - able to accommodate the widest range of lifting situations including: the 350-600 lb. person; dementia-stricken; combative; post-op hip-surgery; unusual range-of-motion limitations; “knees-which-ought-not-be-separated” type transfers, etc.
 - ✧ QUALITY – a product that is designed, engineered, and built for the long haul; reliable and easily serviceable.
 - ✧ SERVICEABLE - not by \$85/hr “factory trained service technicians,” but, by anyone with a wrench and screwdriver! If the only way your lifter can be fixed puts you at the mercy of “factory technicians,” you are vulnerable. *When* will they arrive, *how much* will they charge for time, parts, and travel? Be sure to confirm that they are not on a quota system that demands that they generate maximum revenue from each service call. Your lifters should be able to be easily serviced with complete confidence by your own staff. No expense to you, except for the part. (However, on-site service must be available if necessary)
 - ✧ LOCAL SALES/SERVICE/PARTS INVENTORY –Same-day or next-day service at a reasonable expense. If a lifter is “down” and one of your staff or residents is injured during a transfer, the cost of that lifter just got much higher.
- Important Note:** Parts will need to be replaced over the life span of the lifter. You should expect to replace components. They will include: batteries, hand-held controllers, wheel casters, and even the actuator or motor. The cost of the components should be known in advance of your purchasing decision. It is surprising just how much they differ between manufacturers.
- ✧ TRAINING – Lots of it. All shifts, all lifting personnel, including “Policy/Procedures.”
 - ✧ AMERICAN MADE

THE SAFETY RECORDS OF ELECTRIC LIFTERS

If you are not already aware of this FDA website, you will find it an interesting indicator of product safety.

www.FDA.Gov/medwatch

- Click on: **safety information**.
- Scroll down to and click on: **Manufacturer and User, Facility Device Experience Database** (MAUDE)
- Scroll down and click on: **on-line search**.
- Scroll down and **type in manufacturer's name** in small letters.
- Choose your desired timeframe.
- Select # of records per page: **10**.
- Click on: **search**.

Vancare's Vander-Lift and Vera

Models 450, 600, and V350

"MET/NRTL LISTED"

WHY compliance is important??

1. **OSHA's Ergonomic Guidelines** will mandate **elimination of manual lifting of your residents (patients)**.
2. **UL 2601-1** applies to electronic lift transfer systems.
3. The listing which certifies compliance to UL 2601-1 is the **"NRTL"** label

Value to YOU in selecting **"MET/NRTL"** Listed products:

- ♦ This certification requires more than just **electrical safety**:
 - load bearing capacity (must handle 3 times the rated lift capacity)
 - **stability (tipping)**
 - **operator safety**
 - **structural integrity**
 - monitored **manufacturing practices** – (quarterly visits to the manufacturing site to assure ongoing compliance)
- ♦ Helps protect from **OSHA** fines.
- ♦ Helps reduce **Workers Compensation Insurance premiums**. Insurers may require that lifting devices meet the applicable certification; evidenced by a **"NRTL" Label**.
- ♦ Improved staff morale, patient care, and **cost containment**.
- ♦ **Peace of mind** – for your residents, their families, your staff, your Board of Trustees and/or Stockholders, and **you**.

and now: MET/NRTL LABELED – YOUR PROOF OF SAFETY AND QUALITY

Call **1-800-3-HICKORY** ... see for yourself!!

FINALLY IT'S UNANIMOUS!

**THE "VANDER-LIFT" AND "VERA" LIFT TRANSFER
SYSTEMS ARE THE WINNERS**

Chosen in TEST after TEST by:

NURSING STAFF.....	"easiest to use...most versatile..handles the widest range of physical limitations"
PATIENTS.....	"most comfortable...secure"
PATIENTS' FAMILIES.....	"thanks for the loving, dignified care"
RISK MANAGERS.....	"safest"
DIETITIANS.....	"love those accurate, reliable weights"
MAINTENANCE STAFF	"most mechanically reliable"
BIO-MED ENGINEERS	"the label we look for, <u>NRTL</u> "
ADMINISTRATORS	"best organization, professional follow-through, and the most cost effective."

VANDER-LIFT – For totally dependent patients, up to 1000 lbs.

VERA – For stand-pivot transfers up to 600 lbs.

Call **1-800-3-HICKORY** (344-2567) to arrange your first-hand evaluation.

The next "endorsement" will be when your Workers' Compensation Insurance Company **reduces your premiums dramatically.**

**VANDER-LIFT & VERA..... Everything you've hoped for!
Compare and see for yourself!**

**Hickory Bathing and Healthcare Solutions, Inc.
5 Somerset Street, Whitehouse Station, NJ 08889
800-3-HICKORY (344-2567) Fax: (908) 823-9999**

RFQ No. VET 07 2014

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:

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, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, 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.

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 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: VANCARE, INCAuthorized Signature: *Dea Richter*Date: 4-18-07