

AQUATECH INDUSTRIES INC.
WATER TREATMENT SYSTEMS AND SOLUTIONS

May 29, 2012

Attention: Krista Ferrell

State of West Virginia
Department of Administration
Purchasing Division
2019 Washington Street, East
P. O. Box 50130
Charleston, WV 25305-0130

SUBJECT: RFQ#: GSD126772
Monthly Water Treatment Services
Bid Opening Date: May 31, 2012
Bid Opening Time: 1:30 PM

Krista Ferrell:

Please accept this bid package as a replacement for the original RFQ# GSD126772 with the original bid opening date of May 22, 2012 at 1:30 pm.

Thank You



David Ransbottom
President

Enclosures: New Bid Package
RFQ# GSD126772

RECEIVED

2012 MAY 30 AM 11:44

WV PURCHASING
DIVISION

5415 LYNN CREEK ROAD
HOME: 304-525-7100

LAVALETTE, WV 25535
MOBILE: 304-638-9222

**STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
GENERAL SERVICES DIVISION**

MONTHLY WATER TREATMENT SERVICES

**RFQ NUMBER:
GSD126772**

**OPENING DATE: MAY 31, 2012
OPENING TIME: 1:30 PM**

SUBMITTED BY:

***AQUATECH* INDUSTRIES INC.**
WATER TREATMENT SYSTEMS AND SOLUTIONS

**5415 LYNN CREEK ROAD
LAVALETTE, WV 25535
HOME OFF: 304-525-7100
MOBILE 304-638-9222
dransbottom@msn.com**

AQUATECH INDUSTRIES INC.

WATER TREATMENT SYSTEMS AND SOLUTIONS

May 29, 2012

Attention: Krista Ferrell

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AQUATECH INDUSTRIES, INC. is pleased to submit our revised bid for water treatment services for the State Capitol Complex and other State of West Virginia building locations as indicated in bid package. Please submit this bid as a replacement for the original bid of May 22, 2012

AQUATECH INDUSTRIES, INC. is a small regional company. Our goal for any water treatment program is to provide quality products, reasonable costs, good results and SERVICE. Our programs for good chemical treatment results vary as do the systems that we service and maintain. We will provide any references that you may deem necessary if requested.

Attachment A contains the required pricing information and other details and specifics for each indicated location and can be found in our attached proposal. All pricing is inclusive of chemical treatments, testing services, equipment and any additional freight or delivery charges, unless otherwise noted.

Addendum Number 1 attached as received is not practical. Without having more details as to the extend of the systems, mainly the size (volume) of the water system, it is not possible to give a good estimate of water treatment cost or services needed. We will provide pricing as per Attachment A Bid Form, Page 2 for additional buildings as attached in Addendum #1 detail explanation.

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Testing is minimal as it pertains to the cost. The real cost is system volumes, type of system, location, amount of travel and other expenses involved. We will work diligently to provide additional chemical treatment at reasonable rates and services as required for the State of WV.

Thank you for allowing us the opportunity to provide our water treatment services to the State of West Virginia.

If you have any questions, please feel free to contact me at any time.

Sincerely yours,



David R. Ransbottom
President

Attachments:

Attention: Krista Ferrell

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SECTION 2: SCOPE OF WORK

AQUATECH INDUSTRIES, INC. will provide the services and testing as indicated in this section for all systems included in Attachment C, Location Schedule unless otherwise indicated.

2.1 Regular Maintenance Services:

As specified in this section we will provide the services necessary to maintain good control and reduce scale, and minimize corrosion in all systems, including control of algae, slime and other microbiological growth on other specific systems such as cooling systems.

We provide on-site expertise every time we do our monthly service calls. There may be times when an outside expert may be consulted for more details to a particular situation. If this should arise, additional charges are included as part of this contract.

2.2 Quarterly Legionella Testing:

We will provide the quarterly legionella testing as indicated in the bid proposal and the follow up report as specified. We will use a certified microbiological testing facility to run the legionella samples.

2.3 Equipment and Chemicals

The Contractor shall furnish the following information prior to the award of contract:

- **Detailed list of the equipment to be used and method of delivery into the various systems.**

According to our discussion with the maintenance personnel, all the existing equipment will be continued in use. We are not completely sure whether this is by default of equipment by previous contractors or purchased equipment by the State of West Virginia. We intend to use all existing equipment as part of our chemical feed systems. Any chemical feed pumps that need to be replaced will be part of this contract. We use Walchem chemical feed pumps and will supply specific information as needed.

All closed loop heating and cooling systems are chemically fed by use of shot feeders (by-pass feeders). Also according to your building maintenance personnel this equipment is the property of the State of West Virginia and will be used for our feeding requirements. All the feeders are currently being used and appear reliable for our purposes.

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- **Detailed list of the equipment to be used and method of delivery into the various systems. (continued)**

Any of these feeders that may fail is unforeseeable and would require additional costs that cannot be calculated. If any feeders fail we would expect the State of West Virginia to negotiate necessary replacements. This expense is not to be part of this contract.

- **Copies of all MSDS of chemicals/products to be utilized shall be furnished to the safety department prior to introduction of product onto the premises**

If we are the successful bidder for this project we will provide all necessary MSDS as required.

All discharges into the sewage system from cooling tower bleed-off, boiler blow down or system draining must meet all federal, state and local regulations. The use of molybdate is prohibited.

AQUATECH products being used for this contract do not contain any molybdate.

2.4 Costs

See GSD126772 Attachment Bid Form & Addendum No. 1

SECTION 3: WATER QUALITY TECHNICAL SPECIFICATIONS

- 3.1 Closed hydronic systems, including hot water heating and chilled water closed loops shall have the following water qualities:**

The hydronic systems as indicated are hot water loops and will be treated as such. We will run the following normal treatment test for these systems to maintain high quality water treatment results in accordance with industry standards.

Conductivity, pH, Nitrite.

We may provide additional testing that may be indicated to address more specific conditions. Any additional testing will be a part of the contract price.

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3.2 Steam boiler systems and steam condensate shall have the following water qualities:

The following tests are indicated for the systems as part of the contact price

- Steam Boilers Under certain specific conditions additional testing may become a part of our services and will be part of the contract price.

Conductivity, Phosphate, Alkalinity, Sulfite

- Steam Condensate Under certain specific conditions additional testing may become a part of our services and will be part of the contract price.

Conductivity, pH

3.3 Passivation for galvanized steel for the first 60 days of operation.

Passivation is normally specified or required only for new systems or systems that have been chemically cleaned. If the system is experiencing excessive corrosion then additional passivation of a particular system may be something to consider, if deemed to be beneficial. Depending on the amount of corrosion, the system may require chemical cleaning to eliminate some of the old corrosion products. In the case of surface corrosion it cannot be stopped, only controlled or reduced. If corrosion is of concern for any of these systems, then most likely normal water treatment procedures were not followed. If these conditions exist, then other solutions may have to be considered. If we find a system that may benefit from additional passivation then we will provide this service if we deem it to be beneficial. There are indicators that will give us good guidance as to the condition of any particular system. If we are awarded this contract we will provide this as part of our normal investigative procedures.

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ADDITIONAL SCOPE OF WORK

BUILDING 5 HIGHWAYS

- **Water Softeners**

The Kinetico water softeners at Building 5 are in proper working condition as of our site visit. It is impossible to allow for repairs as part of this contract. It is not practical or economical for the State of West Virginia to pay for something that may not need to be repaired. We can and will help to maintain good condition of the existing softeners and we will provide normal repair services as part of this contract. If it is discovered during the period of this contract that major repairs are necessary, then we will contact the purchasing department to arrange for cost of repairs or replacement units.

DEP BUILDING

- **Water Softeners**

The Kinetico water softeners at the DEP Building will be serviced same as for the Building 5 units. As part of the contract price for the DEP Building we will provide the following services.

The high purity water units for the humidification system requires more than normal service. We will provide necessary replacement of all filters, maintain UV light system, maintain and change out mixed bed resin tanks, which must be changed out at least annually. Also as part of this contract it is required that salt be maintained for each unit. This requires that bags of salt be manually carried to the roof and a sufficient inventory be maintained. The RO system appears to be in good working order according to your maintenance personnel, except that it was indicated the RO unit may need to have the RO pump or motor replaced in the near future. This is not indicated as part of the contract and will be dealt with the same as the water softeners.

CHILLER PLANT COOLING WATER and DEP COOLING WATER

- **DOLPHIN Cooling Tower Units**

The DOLPHIN units supply non-chemical treatment for both of these systems. There is no chemical testing required for these systems. We will provide the legionella testing as indicted in the contract price.

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ADDENDUM NO: 1

This is to acknowledge receipt of the following Addendum #1 with respect to the technical questions and answers and revised Attachment A Bid Forms, Page 1 and 2

As stated in our cover letter we will provide the following prices for chemical treatment on a cost per, (as specified below) and on Attachment A Bid Form, Page 2. If we are the successful bidder, additional buildings may be added to this contract as agreed upon by both State of WV Purchasing Division and Aquatech Industries, Inc.

- Cold Water Loop: Price (\$) per 1000 gallons of water in the system.
- Hot Water Loop: Price (\$) per 1000 gallons of water in the system.
- Cooling Tower: Price (\$) per 1000 gallons of make-up water.
- Condensate Line Supply: Price (\$) per 1000 gallons of make-up to a boiler system.
(Steam Boilers)

Condensate Line Return: Price (\$) per day (typical)
There are too many variables that have to be taken into consideration to be able to give a firm price for condensate line return treatment. The variables are size of steam system, including amount of steam produced, quality of make-up water and quality of returns and list goes on. We have provided a typical cost per day to give you a reasonable estimate only.

Legionella Testing: Price (\$) per individual test.

If additional buildings are added to this contract as agreed, then travel expenses and hourly or daily wages will be negotiated and agreed upon by both parties prior to any services provided.



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
 GSD126772

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF
 KRISTA FERRELL
 304-558-2596

RFQ COPY
 TYPE NAME/ADDRESS HERE

VENDOR

AQUATECH INDUSTRIES
 5415 LYNN CREEK ROAD
 LAVALLETTE, WV 25535

SHIP TO

DEPARTMENT OF ADMINISTRATION
 VARIOUS LOCALES AS INDICATED
 BY ORDER

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/21/2012				

BID OPENING DATE: 05/31/2012 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM NO. 1		
				THIS ADDENDUM IS ISSUED TO:		
				1.) PROVIDE ANSWERS TO ALL TECHNICAL QUESTIONS SUBMITTED IN ACCORDANCE WITH THE PROVISIONS OF THE ORIGINAL REQUEST FOR QUOTATION (GSD126772),		
				2.) PROVIDE REVISED BID FORM PER THE ATTACHED,		
				3.) EXTEND THE BID OPENING DATE:		
				BID OPENING DATE IS EXTENDED TO 05/31/2012		
				BID OPENING TIME REMAINS: 1:30 PM		
				***** END ADDENDUM NO. 1 *****		
0001	1	EA	962-23	MONTHLY WATER TREATMENT SERVICES	\$7,846.73/MONTH	\$794,160.80

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>David R. Roberts</i>	TELEPHONE 804-525-7100	DATE 5-28-12
TITLE PRESIDENT	FEIN 14-1963240	ADDRESS CHANGES TO BE NOTED ABOVE

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

GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
 2. The State may accept or reject in part, or in whole, any bid.
 3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
 4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
 5. Payment may only be made after the delivery and acceptance of goods or services.
 6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
 7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
 8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
 9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
 10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
 11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
 12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
 13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.html and is hereby made part of the agreement provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
 14. **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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
 15. **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, and the West Virginia Insurance Commission. 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.
 16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.
- I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).

GSD126772 Technical Questions, Answers and Clarifications

Q1. On page #4, RFQ number mentioned under Bid envelop label (GSD126746) is different from that mentioned on top of all RFQ pages. Please confirm the correct RFQ number is #GSD126772.

A1. The bid envelope label should read #GSD126772.

Q2. Indicative schedule for contract award.

A2. Contract award cannot be determined at this time.

Q3. Is supply of Softener salt for Building #5 included in this RFQ? If yes, please provide indicative salt usage per year.

A3. Softener salt for Building 5 shall not be included in this RFQ.

Clarifications

Bidders must use the amended bid form. Unit pricing is being added to the bid form. Unit pricing is established to add buildings by change order in the future when necessary.

Unit Pricing:

Statewide Buildings may be added to this list during the life of the Contract only by mutual agreement of both the Agency and the Contractor, through formal change order. For the purposes of processing any change orders to this contract at a later date, please provide the following Unit Prices:

Item 1 - Cold Water Loop: Unit Price is based on standard testing and treating per month.

Cost of standard testing per month for cold water loop:

\$ 125.00 /
1000 GALLONS WATER

Item 2- Hot Water Loop: Unit Price is based on standard testing and treating per month.

Cost of standard testing per month for cold water loop:

\$ 125.00 /
1000 GALLONS WATER

Item 3- Cooling Tower: Unit Price is based on standard testing and treating per month.

Cost of standard testing per month for cooling tower:

\$ 23.00 /
1000 GAL. MAKE-UP

Item 4- Condensate line supply: Unit Price is based on standard testing and treating per month.

Cost of standard testing per month for condensate line supply:

\$ 18.00 /
1000 GAL. MAKE-UP

Item 5- Condensate line return: Unit Price is based on standard testing and treating per month.

Cost of standard testing per month for condensate line supply:

\$ 12-18.00 / DAY
TO MANY VARIABLES
TO QUOTE FIRM

Item 6- Legionella testing: Unit Price is based on a single legionella test.

Cost of legionella test:

\$ 125.00 / TEST

It is expressly understood that the Unit Prices are for the purposes of change orders only, and that their value does not need to correlate to, nor will it be factored into, calculation or evaluation of the Total Contract Bid.