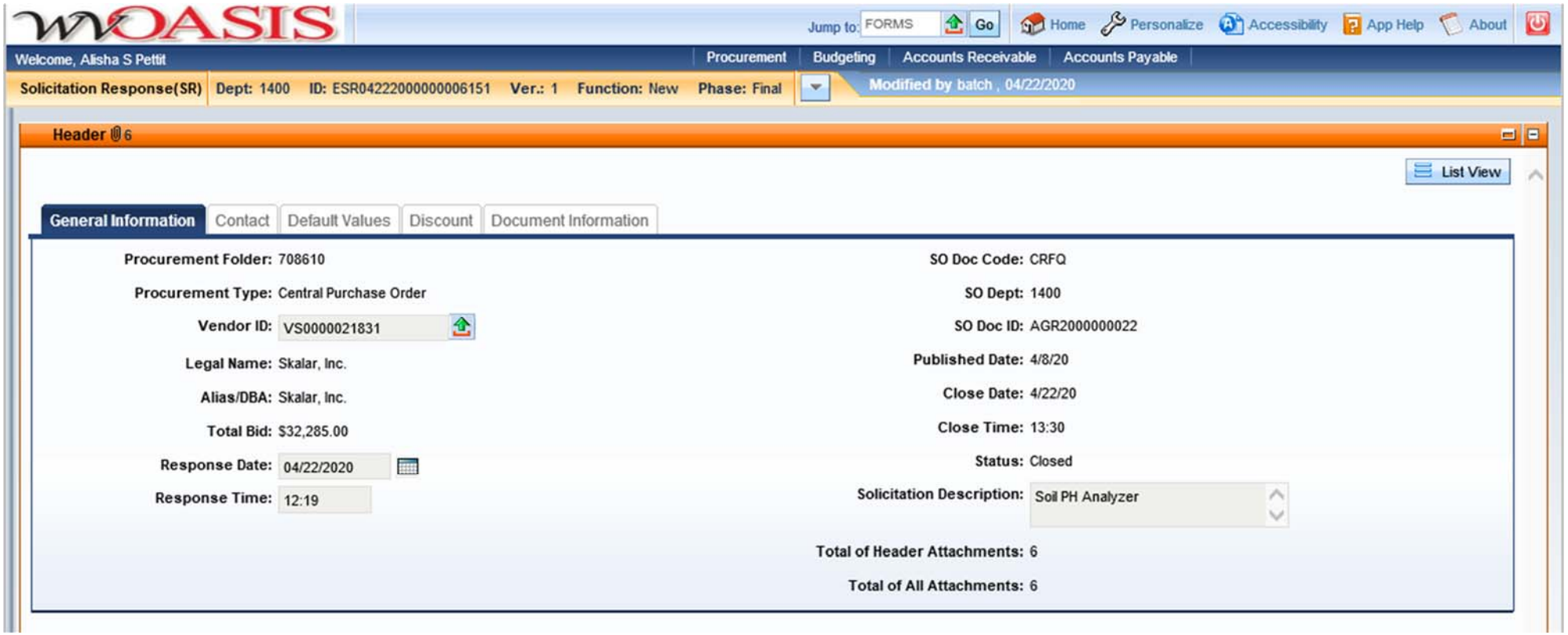
The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency 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.


wvOASIS
Jump to: FORMS Go
Home
Personalize
Accessibility
App Help
About
Welcome, Alisha S Pettit
Procurement
Budgeting
Accounts Receivable
Accounts Payable
Solicitation Response(SR) Dept: 1400 ID: ESR04222000000006151 Ver.: 1 Function: New Phase: Final
Modified by batch , 04/22/2020
Header 6
List View
General Information
Contact
Default Values
Discount
Document Information
Procurement Folder: 708610
Procurement Type: Central Purchase Order
Vendor ID: VS0000021831
Legal Name: Skalar, Inc.
Alias/DBA: Skalar, Inc.
Total Bid: $32,285.00
Response Date: 04/22/2020
Response Time: 12:19
SO Doc Code: CRFQ
SO Dept: 1400
SO Doc ID: AGR2000000022
Published Date: 4/8/20
Close Date: 4/22/20
Close Time: 13:30
Status: Closed
Solicitation Description: Soil PH Analyzer
Total of Header Attachments: 6
Total of All Attachments: 6

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

State of West Virginia
Solicitation Response

Proc Folder : 708610
Solicitation Description : Soil PH Analyzer
Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation Response	Version
	2020-04-22 13:30:00	SR 1400 ESR04222000000006151	1

VENDOR

VS0000021831

Skalar, Inc.

Skalar, Inc.

Solicitation Number: CRFQ 1400 AGR2000000022

Total Bid : $32,285.00 **Response Date:** 2020-04-22 **Response Time:** 12:19:32

Comments: Skalar takes no exceptions to any of the specifications listed in the bid document. The system that we have provided meets and exceeds the specifications. Our system also does not require the user to change out any probes when switching from pH to conductivity analysis. Skalar's software does not require any annual licenses and free upgrades for the life of the instrument and has been manufacturing robotic units for over 30 years. Please do not hesitate to require any additional information or any questions you may have and we can also provide a list of current users to contact not only about the quality of our robots, but also our service department.

FOR INFORMATION CONTACT THE BUYER

Cynthia D Fisher

(304) 558-2221
cfisher@wvda.us

Signature on File **FEIN #** **DATE**

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	Soil PH Analyzer per the attached Exhibit A Pricing Page	1.00000	LS	$32,285.000000	$32,285.00

Comm Code	Manufacturer	Specification	Model #
41113819			

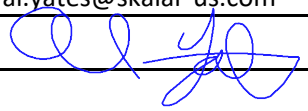
Extended Description :

Please see the attached Exhibit A Pricing Page

Please note: Vendor must provide Exhibit A Pricing Page with their submitted bid response. Failure to do so will result in disqualification of your bid.

PRICING PAGE

Item No.	Description	Model No/Brand Name	Quanity	Unit Price	Extended Amount
SP2000-2	Soil PH Analyzer	Skalar	1	$ 24,985.00	$ 24,985.00
	shipping charges and inside delivery		1	$ 300.00	$ 300.00
	installation/validation		1	$ 1,000.00	$ 1,000.00
	training/warranty		1	$ 1,000.00	$ 1,000.00
	preventative maintenance		1	$ 5,000.00	$ 5,000.00
	Failure to use this form may result in disqualification			GRAND TOTAL	$ 32,285.00
	Bidder / Vendor Information				

Name:	Skalar, Inc.
Address:	5012 Bristol Industrial Way
	Suite 107
	Buford, GA 30518
Phone:	800-782-4994
Email Address:	al.yates@skalar-us.com
Authorized Signature:	

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, 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: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. 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.

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.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"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 exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Skalar, Inc.

Authorized Signature: _____ Date: 04/21/2020

State of New York

County of Erie, to-wit:

Taken, subscribed, and sworn to before me this 20th day of April, 2020

My Commission expires 5/20, 2023

AFFIX SEAL HERE

NOTARY PUBLIC _____

HAZEL J PASCO
Notary Public, State of New York
Reg. No. 01PA6392194
Qualified in Erie County
Commission Expires 5-20-2023

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.


Regional Manager

(Name, Title)

Al Yates, Regional Manager

(Printed Name and Title)

5012 Bristol Industrial Way, Suite 107, Buford Georgia 30518

(Address)

770-416-6717 / 770-416-6718

(Phone Number) / (Fax Number)

al.yates@skalar-us.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Skalar, Inc.

(Company)


Al Yates, Regional Manager

(Authorized Signature) (Representative Name, Title)

Al Yates, Regional Manager

(Printed Name and Title of Authorized Representative)

April 21, 2020

(Date)

716-529-0707 / 770-416-6718

(Phone Number) (Fax Number)

5012 Bristol Industrial Way # 107, Buford, Georgia 30518
Tel: 1-800-782-4994 / (770) 416-6717 Fax: (770) 416-6718

April 21, 2020

Jessica Chambers
WVDA
2019 Washington St. East
Charleston, WV 25305

Solicitation

No: 1400 AGR2000000022

SP-2000-2 SKALAR ***pH/Conductivity in Soil***

Automated Soil pH/Conductivity Analyzer, capacity: 72 samples per batch:

No.	Part Number	Description	Qty
1	210899202	Robotic system for pH and Conductivity analysis Consists of XYZ random access processor designed for corrosive environments including acid resistant housing and components. - System set up for 72 samples per batch of customer vials or 144 of SP526 50 ml container. (containers not included) - Data handling system: *Skalar Robotics* software (does not include computer) - Calibration of up to 5 points for pH and 2 for conductivity. - Power supply: 110V/60Hz - Dimension: 49.5" X 29.5" X 29.5" (WXDXH) - Weight: 205 lbs approximate	1
2	210899844	Cable set G2	1
3	TROB1	210899224X: Set for measurement of pH and conductivity	1
4	SP244	pH / Conductivity meter dual channel Multi-parameter analyzer for pH, mV, conductivity, and temperature. Specifications: • pH: -2...+16pH • mV: ± 2000 mV • Conductivity: 0 to 2,000,000 uS/cm • Temperature: -5...+105°C • Resolution: 0.001 pH, 0.1 mV, 0.001 µS/cm, 1 ohm.cm, 0.01 mg/l, 0.1 ppt, 0.1°C • Accuracy of <5% of reading range and reproducibility of less than 1% for conductivity and +/- 0.001 accuracy and reproducibility of <0.05% for pH.	1
5	SP239	pH electrode	1
6	SP247	Conductivity electrode	1
7	210880340	Digital Stepper pump for addition of water and/or buffer. Accuracy > 0.5% at 1 ml	1
8	21089373	Extended motor control board for up to 2 motors	1
9	TROB2	Bar code scanner	1
10	SPDQ	SPDQ200227A Additional modifications Consists of: • 1X pH/Conductivity buffer rack, 8 positions • 1X Manipulator for dual pH/Conductivity measurement • Two stirrer paddles for sample mixing • 3X Tray for 72 positions of 3 oz Dixie cup • Small material	1

		• Software, engineering, assembly and validation	
11	SA Install	Installation/training: For two operators/chemists by certified Skalar chemist. Includes all labor and travel expenses.	1
12		Shipping to customer site	1
13	SC-ROB-2P1E	Skalar service contract for Skalar Robotic analyzers. Includes 2 Preventative Maintenance (PM) visits and 1 Emergency visit per year. Does not include consumable items or repair parts. Includes all labor and travel for Skalar engineers.	1

Warranty: Skalar, Inc. offers the purchaser a full one year warranty on parts and labor resulting from faulty workmanship in manufacture from the date of receipt of the merchandise. Subject to the following exception(s): glassware breakage and/or consumable products. Brokerage and transportation costs for the replacement parts replaced under the warranty are to the client's account. Skalar, Inc. will not be responsible for damage to the system or for performance outside specifications related to the use of parts and accessories provided by any third party.

Measuring Procedure for Conductivity and pH in soil with automated addition of extraction liquid

1. An exact amount of sample is weighed into the sample tubes#,
2. The identities of the samples are entered into the sample table and the sample tubes are placed on the analyzer#;
3. The analyzer is started;#
4. The manipulator moves to the first sample and a predefined amount of extraction fluid is pumped in the sample tube;
5. Stirring starts for a predefined time;
6. The manipulator moves to the next sample until the extraction fluid is added to every sample and all samples are stirred;
7. After a pre-defined settling time the manipulator moves to the first sample and the conductivity probe moves into the first sample;
8. Conductivity is measured;
9. The manipulator moves to the next samples;
10. The conductivity probe moves into the second sample and simultaneous the pH probe moves into the first sample;
11. Conductivity of the second sample is measured and simultaneous the first sample is stirred and the pH of the first sample is determent;
12. The manipulator moves to the next sample and follow the same procedure until all samples are measured;
13. In between samples the pH-probe, conductivity probe, needle and stirrer are rinsed to avoid cross contamination;
14. The calculated data can be presented on screen, printed or converted to a file compatible with other software and LIMS's,

 # Procedure step is performed manually by the operator.

SP2000series

pH / EC in soil analyzer

Soil-pH gives information about how to improve the quality of soil, which results in increased crop quantities and cost reduction.

The SP2000 analyzer processes easily, large quantities of soil samples every day. Besides pH analysis in soil, the analyzer can also be extended with the simultaneous of Electrical Conductivity (EC) measurement.

The SP2000 platform can be configured for measurement of soil-pH in water extracts as well as in KCl, CaCl2 or other extractants. The procedure includes automatic calibration of the probes, addition of extractant, automatic mixing, pre-defined sample settling times and pH measurement.

The instrument can be configured with a capacity of 32 up to 352 containers, based on 100 ml vials. Also, customized racks and vials can be implemented. The analyzer can be configured with multiple probes (up to 16 probes) to increase the throughput by simultaneous measurement. For extremely large batches the analyzer can be equipped with two robotic arms each with multiple pH electrode configurations to further increase sample throughput.

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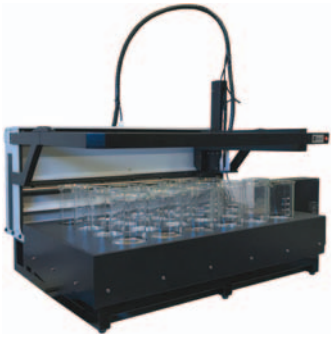
A typical soil-pH analysis sequence:

1. After weighing, the samples are transferred to sample tubes and placed in the rack
2. The racks are transferred to the analyzer
3. The sample table is created and the operator starts the analyzer
4. The analyzer starts with automatic calibration of the probes
5. The analyzer adds extractant and stirs all the samples. Between each operation, the probe and stirrers are rinsed.
6. After a pre-defined settling period the samples are again stirred
7. The pH value of each sample is measured. The measured value of each sample is calculated and stored

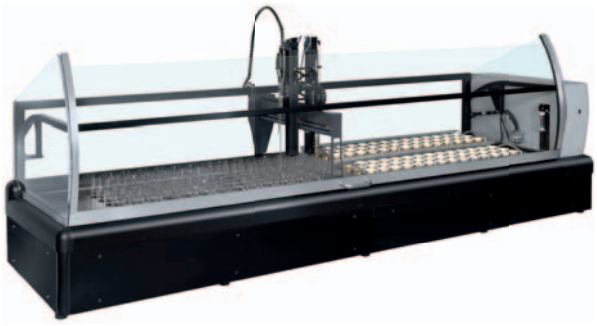
It is always possible to adapt the analysis procedure according to customer specific methodologies. Each step in the automatic procedure is user-definable, for example, the stirring time and volume of extraction solution to be added etc.

Other soil application
Particle size distribution analysis according to ISO 11277

The determination of the clay fraction as well as the sample preparation of the lengthy particle size distribution analysis procedure according to ISO 11277 can be automated. This procedure requires very precise timing steps, tasks which are much more easily performed by an analyzer rather than a human operator. The SP50 analyzer automates the sample preparation step, the removal of organic matter and carbonates, while the SP2000 automates the determination of the clay fraction.



SP50 sample preparation analyzer



SP2000 clay fraction analyzer

Skalar's Headquarter
Skalar Analytical B.V.
Tinstraat 12
4823 AA Breda
The Netherlands
T. + 31 (0)76 5486 486
F. + 31 (0)76 5486 400
E. info@skalar.com

USA Headquarters
Skalar, Inc.
5012 Bristol Industrial Way # 107
Buford, GA 30518
Toll Free: 1 800 782 4994
T. + 1 770 416 6717
F. + 1 770 416 6718
E. Info@skalar-us.com

Canada
Skalar, Inc.
Unit # 200, 270 Orenda Road
Brampton, L6T 4X6
Toll Free: 1 800 782 4994
T. + 1 770 416 6717
F. + 1 770 416 6718
E. Info@skalar-us.com

Germany
Skalar Analytic GmbH
Gewerbestraße Süd 63
41812 Erkelenz
Germany
T. + 49 (0)2431 96190
F. + 49 (0)2431 961970
E. info.germany@skalar.com

United Kingdom
Skalar (UK) Ltd.
8 Warren Yard, Warren Park
Wolverton Mill
Milton Keynes,
Buckinghamshire, MK12 5NW
T. + 44 (0)1908 410168
E. info.uk@skalar.com

France
Skalar Analytique S.A.R.L.
35 - 37, rue Berthollet
94110 Arcueil
France
T. + 33 (0)1 4665 9700
F. + 33 (0)1 4665 9506
E. info.france@skalar.com

Asia / Middle East
Skalar Analytical India Pvt. Ltd.
No. 7/4, Pappathiammal Street
Jain Colony, Kodambakkam
Chennai - 600024 - India
T. + 9144 2483 7007
F. + 9144 2483 6006
E. info.skalarindia@skalar.com

Portugal
Skalar Portugal, Lda
Alameda dos Oceanos
nº7; 1º andar; S2
1990-º196 Lisbon
Portugal
T. + 351 21 896 3003
E. info.skalarportugal@skalar.com

Czech Republic
Skalar s.r.o.
Nademlejnská 600
198 00 Praha 9
Czech Republic
T. + 420 242 481 706
E. info@skalar.com

For more information please contact your local Skalar agent or Skalar's headquarters in the Netherlands

SP2000series

Robotic Windows® Software

The Skalar Robotic software controls the SP2000 Robotic Analyzer and analyses applications such as BOD, COD, pH, Alkalinity, Turbidity and ISE etc. The software is easy to set up and user-friendly.

An access code and password are required before operation to prevent unauthorized operation and data modification. Definable access levels are available.

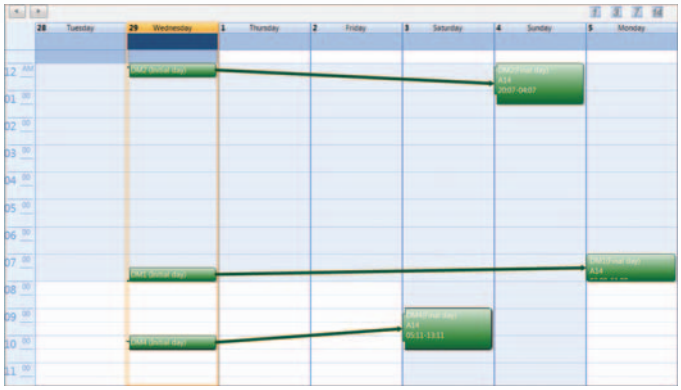
Various applications can be set-up tailor-made, showing the flexibility of this software package. The application files contain the information for the analyzers to perform the specific actions. The BOD application for example includes procedures for automatic sample pipetting, addition of Nitrification inhibitor (ATU) and/or Seed, addition of dilution water, sample homogenization, measurement of Dissolved Oxygen (DO 1 & 2), Probe/Stirrer rinsing, Bottle capping/decapping and calculation of BOD value meeting required regulations. The application files are according to (inter) national regulations for parameters such as BOD, COD, pH, alkalinity, turbidity, ISE etc. and can be customized when necessary.

Starting an analysis
Runs can be easily started by selecting the required application and simply creating a sample table by dragging the racks to the analyzer. When the sample table is completed and the analysis sequence is defined, the run can be started or scheduled for another start time. All running and scheduled analyses can be tracked in the planner.

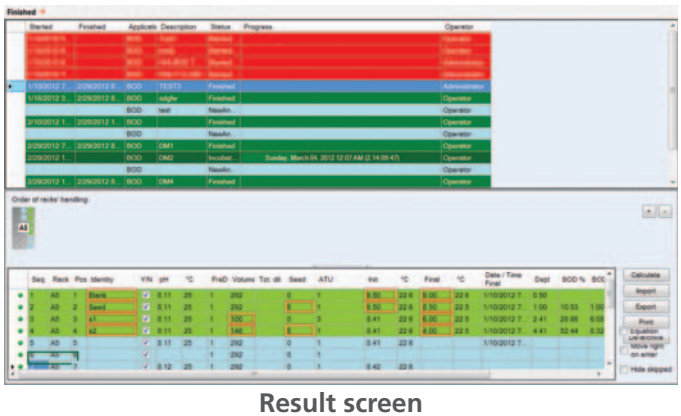
Analysis
All samples listed in the table will be analyzed and measured according the chosen application. The status of the running analysis can be followed on the screen and results are displayed in real-time. During the run it is possible to add priority samples and exclude samples from measuring.

Post analysis
Results can be printed in user defined print reports and exported to a txt, excel file or LIMS. Finished runs can be archived as well as backed up and restored later.

Analysis screen



Planner



Result screen

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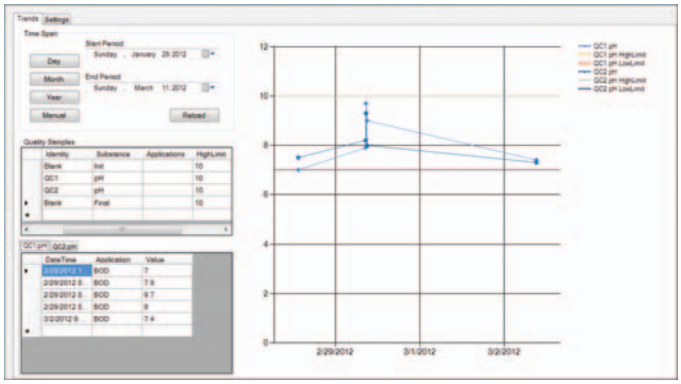
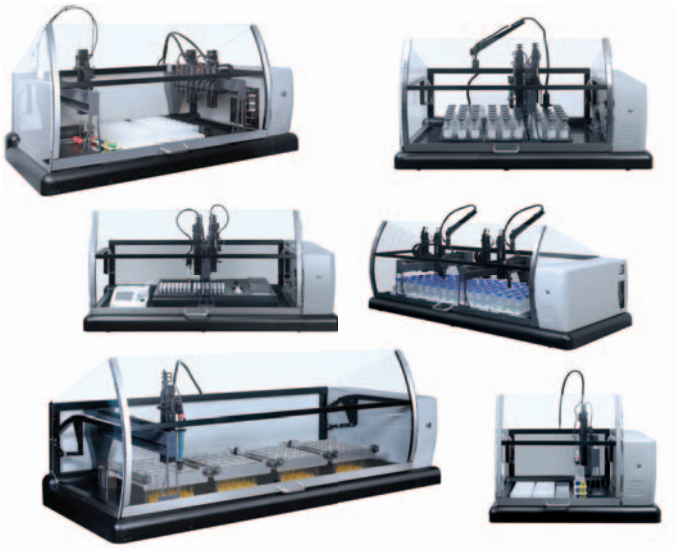
Quality Control
The software includes excellent automated Quality Control features, which assure high quality & accurate results. When QC samples are measured the results can be viewed in a Quality Control Chart. These charts display the data analyzed for QC samples in comparison to its preset limits. In addition it is possible to select data retrieved over a certain time span and view corresponding graph.



QC screen

Features Skalar Robotics software

- Definable levels to prevent unauthorized access
- Scheduler for a delayed start time
- Pre-defined applications, such as BOD, COD, pH, Alkalinity, Turbidity, ISE and many more
- Customized applications can be integrated
- Easy addition/deletion of samples during a run
- Possibility of exporting results during analysis
- Results export to txt, excel file or LIMS
- User defined print reports
- Possibility of using Quality samples & creating Qualit



Skalar's Headquarter
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Tinstraat 12
4823 AA Breda
The Netherlands
T. + 31 (0)76 5486 486
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USA Headquarters
Skalar, Inc.
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T. + 1 770 416 6717
F. + 1 770 416 6718
E. info@skalar-us.com

Canada
Skalar, Inc.
Unit # 200, 270 Orenda Road
Brampton, L6T 4X6
Toll Free: 1 800 782 4994
T. + 1 770 416 6717
F. + 1 770 416 6718
E. info@skalar-us.com

United Kingdom
Skalar (UK) Ltd.
8 Warren Yard, Warren Park
Wolverton Mill
Milton Keynes,
Buckinghamshire, MK12 5NW
T. + 44 (0)1908 410168
E. info.uk@skalar.com

Germany
Skalar Analytic GmbH
Gewerbestraße Süd 63
41812 Erkelenz
Germany
T. + 49 (0)2431 96190
F. + 49 (0)2431 961970
E. info.germany@skalar.com

France
Skalar Analytique S.A.R.L.
35 - 37, rue Berthollet
94110 Arcueil
T. + 33 (0)1 4665 9700
F. + 33 (0)1 4132 1100
E. info.france@skalar.com
E. info@skalar.com

Asia / Middle East
Skalar Analytical India Pvt. Ltd.
No. 7/4, Pappathiammal Street
Jain Colony, Kodambakkam
Chennai - 600024 - India
T. + 9144 2483 7007
F. + 9144 2483 6006
E. info.skalarindia@skalar.com

Czech Republic
Skalar s.r.o.
Nademlejnská 600
198 00 Praha 9
Czech Republic
T. + 420 242 481 706
E. info@skalar.com

Portugal
Skalar Portugal, Lda
Alameda dos Oceanos
n°7; 1° andar; S2
1990-°196 Lisbon
T. + 351 21 896 3003
E. info.skalarportugal@skalar.com

ISO 9001 Certified
ISO 14001 Certified

For more information please contact your local Skalar agent or Skalar's headquarters in the Netherlands