

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

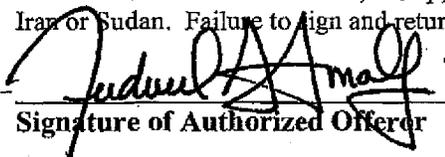
Company Name: <u>Aquatic Consulting & Testing, Inc.</u>		
Company Mailing Address: <u>PO Box 1510</u>		
City: <u>Tempe</u>	State: <u>AZ</u>	Zip: <u>85280</u>
Contact Person: <u>Frederick A. Amalfi</u>	Title: <u>Vice Pres</u>	
Phone No.: <u>480-921-8044</u>	FAX: <u>480-921-0049</u>	E-mail: <u>ramalfi@aquaticconsulting.com</u>
<u>Company Tax Information:</u>		
Arizona Transaction Privilege (Sales) Tax No.: <u>N/A</u>	or	
Arizona Use Tax No.: <u>07-579988-B</u>		
Federal I.D. No.: <u>86-0625289</u>		
City & State Where Sales Tax is Paid: <u>Tempe</u> , <u>AZ</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>N/A</u>		

THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Frederick A. Amalfi
Title of Authorized Individual (TYPE OF PRINT IN INK) Vice President

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.


Signature of Authorized Offeror

21 Apr 10
Date

Form 201-B (RFP)

(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the following questionnaire and organize the questions and your responses in the same sequence as presented below. Section tab the "Bid Questionnaire Response" portion of your bid response. Make sure you enclose your questionnaire responses and support materials within your submitted bid response.

Firm's Experience and Qualifications

1. What is the address of your office for contract administration and accounts receivable?
PO Box 1510 Tempe, Arizona 85280-1510
2. Submit of your firm's Quality Assurance/Quality Control Plan.
Provided in this section (Tab 3A)
3. Identify subcontractors and identify analytical tests for each.
Test America-see price list for specific tests (Tab 4)
4. Submit seven copies of your firm's and identified sub-contractor(s) Arizona Department of Health Services (ADHS) or Environmental Protection Agency (EPA) Licensure.
AC&T's license is included in this section (Tab 3B). Because the RFP asks that page count be held to a minimum, we have not included the sub-contract laboratory license; it would be a duplication of information. These data are available for review in Test America's response to the RFP.
5. Submit your firm's and identified sub-contractor(s) 2008 to present proficiency results inclusive of a copy of corrective action letter sent to ADHS in response to any performance deficiencies for the referenced timeframe.
AC&T's proficiency results are included in this section (Tab 3C). AC&T's policy is to generate a corrective action if a repeat analysis of an unacceptable constituent test result is found unacceptable. This has not occurred in the last two years. Because the RFP asks that page count be held to a minimum, we have not included the sub-contract laboratory proficiency information; it would be a duplication of information. These data are available for review in Test America's response to the RFP.
6. Submit your firm's last two (2) audit reports by ADHS or EPA and associated responses and resolution.
Audit reports are provided in this section (Tab 3D).
7. Submit your firm's standard invoice form.
An invoice form is presented in this section (Tab 3E).
8. Does your company have all required Federal, State, and local certifications and licenses required for resulting contract?
Yes No If no, please explain.
9. Are all certifications, licenses and permits current?
Yes No
10. Will your company perform all work for this contract in conformance with all OSHA, Federal, State, County and City safety requirements? **Yes**

11. How many years has your company provided Water Wastewater Laboratory Services? **21 Years**
12. Within the previous five (5) years has your firm been debarred from contracting with any local, state, or federal governmental agency?
Yes _____ No **X** If yes, explain.
13. Within the previous five (5) years has your firm defaulted on any government contract?
Yes _____ No **X** If yes, explain.
14. Within the previous five (5) years has your firm used any subcontractor to perform work on a government contract when that subcontractor had been debarred by a governmental agency?
Yes _____ No **X** If yes, explain.
15. List designated Contract Manager who will be responsible for managing all work provided by any resulting contract. (This individual shall be considered "Key Personnel.") Please submit resume with response.

Name: **Frederick A. Amalfi, Ph.D.**
Phone Number: **480-921-8044**
Cell Number: **480-570-4976**
E-mail: **ramalfi@aquaticconsulting.com**

Resumes of key personnel are included in this section (Tab 3F).

References

1. List three (3) customer references for which your firm has provided Water Wastewater Laboratory Services during the last 24 months (government and/or large business preferred). The City reserves the right to use references not provided by bidder.

Reference One:
Name of Firm: City of Tempe Water Services
Contact Person: Bail Boyd or Don Hawkes
Telephone Number: 480-350-2663 (BB) or 2660 (DH) Fax Number: 350-8336
Length of Contract: 12 years
Services Provided: Chemistry, microbiology, and effluent toxicity analyses of wastewater samples for Kyrene WRF.
Sampling and testing of surface waters for Tempe Town Lake.

Reference Two:
Name of Firm: City of Yuma
Contact Person: Betsy Bowman
Telephone Number: 928-329-2893 Fax Number: 928-329-2896
Length of Contract: 21 years
Services Provided: Water and wastewater chemistry analyses; including effluent toxicity

Reference Three:
Name of Firm: City of Chandler
Contact Person: Ronald Feathres
Telephone Number: 480-782-3560 Fax Number: 480-782-3565
Length of Contract: 5 years
Services Provided: Biological and chemical analyses of 32-acres of RO brine ponds for water quality and nuisance insect management. Additionally monitor and manage City park lakes.

Alternate:
Name of Firm: Arizona Department of Environmental Quality
Contact Person: Susan Fitch
Telephone Number: 602-207-4541 Fax Number: 602-771-4508
Length of Contract: 10 years
Services Provided: Analysis of wastewater, monitoring wells, and surface waters for nutrients and chlorophyll, inorganic chemicals, organism identification, and microbiological agents.

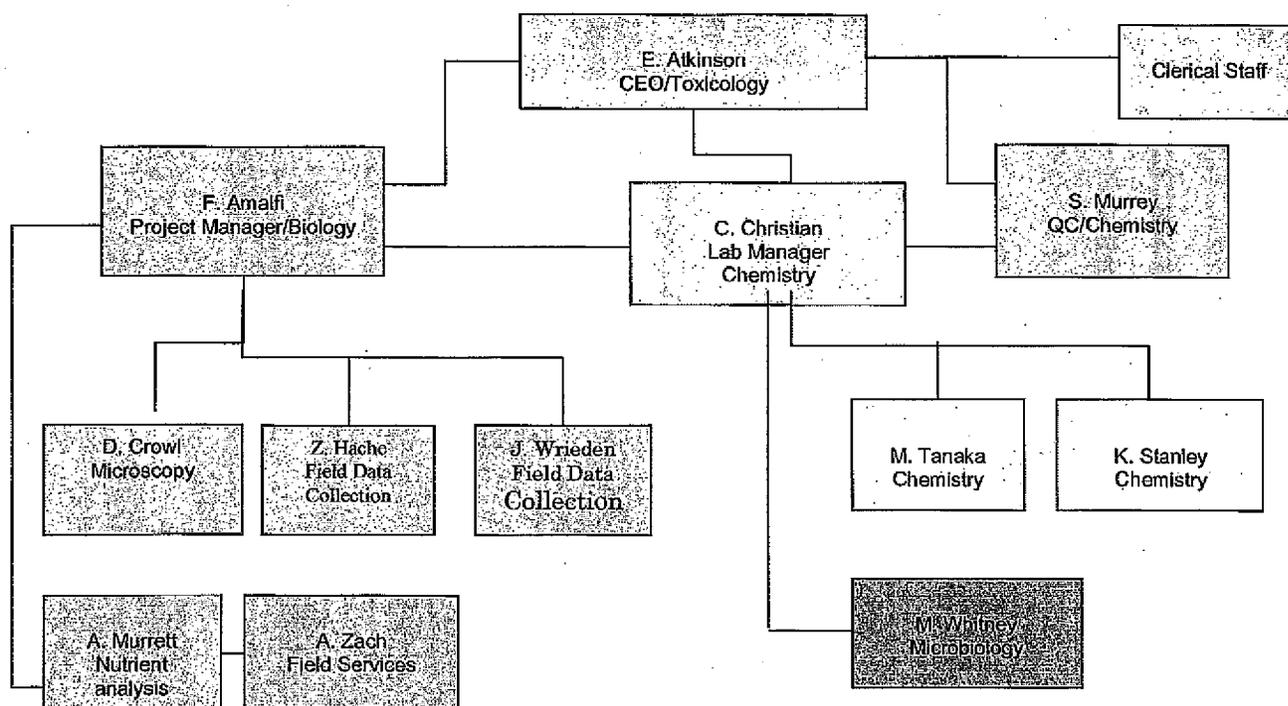
Ability to meet the City's Needs and Response Times.

1. Please provide the availability of lab staff for after-hour emergency analysis and method to be used to contact lab staff.

Our flexibility of schedule is a benefit of using AC&T. Laboratory operations usually require Saturday and Sunday availability of staff for microbiological and effluent toxicity testing. Therefore, staff will be available to meet City agents if submittal of samples on weekend or holidays is required. Staff is usually available from about 7AM to 7PM during the work week. Cell phone numbers will be provided for the Laboratory Director, Laboratory Manager, and other personnel as need arises.

2. Provide your firm's environmental laboratory capability including: Personnel, equipment, tracking mechanisms, standard operating procedures and data qualifications.

Aquatic Consulting and Testing, Inc. is a small, woman-owned business established in 1988 to provide expertise in aquatic biology and chemistry. AC&T's facility in Tempe, Arizona occupies approximately 7500 square feet and includes separate biology and chemistry laboratories. The staff is composed of 12 biologists and chemists and 2 clerical support personnel. Staff includes certified water/wastewater operators for operational assistance with drinking water and wastewater systems. A NALMS-certified professional lake manager is also on staff, available for lake and reservoir projects. Six State-licensed aquatic pesticide applicators provide surface water treatments for algae, aquatic weeds, and nuisance and vector insects. The AC&T laboratory is licensed by the Arizona Department of Health Services to perform biological and chemical testing of environmental samples. The company organizational chart is shown below.



AC&T provides a wide range of analytical, design, and remedial services for surface water resource management and compliance with State and Federal water quality standards. AC&T's goal is to provide fast, accurate, and meaningful data and solutions to environmental problems using sound analytical techniques. AC&T has a wide variety of chemistry, biology, and field sampling equipment. An equipment list is provided at the end of this section.

AC&T tracks all submitted samples through a Laboratory Information System (LIMS). The system gives each sample a unique number, generates analyst work lists, receives the test and quality assurance data, and generates a final analytical and quality control report. All compliance tests are performed using State or EPA-approved methods. Specific procedures are documented in Standard Operating Procedures (SOPs) that are followed for consistency in analysis. Data are reviewed at the bench level by each analyst, by the Laboratory Manager, and Quality Assurance Officer. Final reports are reviewed and approved by the Laboratory Director.

3. Has your company had any experience as a Subject Matter Expert in and out of a Court of Law?

Yes No If no, please explain. If yes, please explain.

Dr. Amalfi has served as an expert witness regarding surface water quality issues (Austin Texas) and vector insects (City of Phoenix).

4. Will your firm pickup most samples within six (6) hours of the City's request?

Yes No If no, explain.

5. Will your firm pickup Fecal coliform samples within two (2) hours of the City's request?

Yes No If no, explain.

6. Will your firm provide hardcopy and electronic copy final reports for drinking water sample results within twenty (20) working days of laboratory receipt of each sample?

Yes No If no, explain.

7. Will your firm provide hardcopy and electronic copy final reports for lakes, stormwater, wastewater, and hazardous waste sample results within fifteen (15) working days of laboratory receipt of each sample?

Yes No If no, explain. **Excluding toxicity reports (20 working days)**

8. Will your firm provide hardcopy and electronic copy final reports for air sample results within five (5) working days of laboratory receipt of each sample?

Yes No If no, explain. **Not offering to provide this service.**

At times rush analysis of three (3) days will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within three (3) days?

Yes _____ No If no, explain. **Not offering to provide this service.**

At times rush analysis of twenty-four (24) hours will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within twenty-four (24) hours?

Yes _____ No If no, explain. **Not offering to provide this service..**

9. Will your firm report unacceptable or unacceptable samples within forty-eight hours?

Yes No _____ If no, explain.

Overall response to RFP

1. Does your company accept all terms and conditions of this solicitation?

Yes No

2. If selected, will your company allow other government agencies to utilize this contract?

Yes No

RFP 10-126 - Water Wastewater Laboratory Services

Item	Parameter	Routine Cost	EPA Method	Lab Doing Analysis
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gray = no bid TA=Test America Phx, Irvine, W Sacram., Nashville

A Drinking Water

1 Microbiology

Total coliform

Multiple Tube

Membrane Filter

Colilert

Colisure

Presence-Absence

Heterotrophic Plate Count

Escherichia Coli

Fecal coliform

Viruses

Giardia and Cryptosporidium

\$25.00	SM9223B	AC&T
\$50.00	SM9215B	AC&T
\$25.00	SM9223B	AC&T
\$25.00	SM9222D	AC&T

2 Sample prep for metals

Water/wastewater

Soils, sediments, solids

TCLP

SLP

\$30.00	SM3030F	AC&T
\$30.00	EPA3050B	AC&T
\$100.00	EPA1311	AC&T

3 Inorganic Chemical and Physical Characteristics

Alkalinity

Asbestos

Bromate

Bromide

Chloride

Chlorine

Chlorine Dioxide

Chlorite

Color

Corrosivity

Cyanide

Cyanide, Amenable

Fluoride

Hardness

Methylene Blue Active Substances

Nitrate

Nitrite

Ortho-Phosphate

\$20.00	SM23230B	AC&T
\$60.00	EPA 300.1	TA-Phx
\$20.00	EPA 300.0/320.1	TA-I/AC&T
\$20.00	SM4500CL C	AC&T
\$20.00	Hach 8167	AC&T
\$60.00	EPA300.1	TA-I
\$40.00	SM2120B	AC&T
\$60.00	SM2330B	AC&T
\$60.00	SM4500CN CE	AC&T
\$60.00	SM4500CN G	AC&T
\$20.00	SM4500F C	AC&T
\$20.00	SM2340 C	AC&T
\$85.00	SM5540 C	AC&T
\$40.00	SM4500NO3 E	AC&T
\$20.00	SM4500NO2 B	AC&T
\$20.00	SM4500P E	AC&T

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Ozone			
pH	\$15.00	EPA 150.1	AC&T
TDS	\$20.00	SM2540 C	AC&T
Specific Conductance	\$20.00	SM2510 B	AC&T
Sulfate	\$20.00	SM4500SO4 D	AC&T
TOC	\$60.00	SM5310 B	AC&T
Turbidity	\$20.00	EPA 180.1	AC&T
UV254	\$50.00	SM5910 B	AC&T

4 Metals

Metals (ICP)	\$15.00	EPA 200.7	AC&T
Metals (ICP-MS)	\$18.00	EPA 200.8	TA-Phx
Metals (GFAA) (list metals and price)	\$15.00	EPA 200.9	AC&T
Mercury	\$45.00	EPA 245.7	AC&T

Metals include: Al, Sb, As, Ba, Be, Cd, Ca, Cr, Cu, Fe, Pb, Mg, Mn, Mo, Ni, Se, Si, Ag, Na, Sr, Ti, Zn

5 Organic Chemicals

Total Trihalomethanes	\$75.00	EPA 524.2	TA-Phx
Volatile Organics	\$130.00	EPA 524.2	TA-Phx
Chlorinated Pesticides	\$135.00	EPA 508	TA-Irv
PCB	\$135.00	EPA 508	TA-Irv
Herbicides	\$150.00	EPA 515.4	TA-Irv
EDB/ DBCP	\$85.00	EPA 504.1	TA-Irv
Nitrogen and Phosphorus Pesticides	\$260.00	EPA 525.2/524.2	TA-Irv
Base/Neutrals and Acids	\$150.00	EPA 525.2/524.2	TA-Irv
Carbamates	\$135.00	EPA 531.1	TA-Irv
Dioxins and Furans	\$350.00	EPA 1613B	TA-WS
Glyphosate	\$135.00	EPA 547	TA-Irv
Endothall	\$135.00	EPA 548.1	TA-Irv
Diquat and Paraquat	\$135.00	EPA 549.2	TA-Irv
PAH	\$260.00	EPA 525.2/524.2	TA-Irv
DBPs and Chlorinated Solvents	\$200.00	EPA 524.2/504.1	TA-Irv
HAAs	\$145.00	EPA 552.2	TA-Irv
Phthalate Esters and Adipates	\$150.00	EPA 525.2	TA-Irv
Benzidines and Nitrogen Pesticides			
Carbonyl Compounds	\$140.00	EPA 531.1	TA-Irv
Chlorinated Acids	\$150.00	EPA 515.4	TA-Irv

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6 Radiochemistry

Gross Alpha		
Gross Beta		
Radium 226		
Radium 228		
Total Radium		
Cesium		
Iodine		
Strontium		
Tritium		
Uranium		
Gamma Emitting Isotopes		

7 Biological

Microscopic Particulate Analysis-including field equipment rental	\$375.00	EPA910/9-92-029	AC&T
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8 Other Drinking Water Methods

Ion Chromatography (F, Cl, NO3, NO2, O-PO4, Sulfate)	\$95.00	EPA 300.0	TA-Phx
Radon 222			

9 UCMR 2 Assessment Monitoring

527		
529		
Perchlorate		

10 UCMR 2 Screening survey

535		
525.2		
521		

RFP 10-126 - Water Wastewater Laboratory Services

B Wastewater

1 Microbiology

Fecal Coliform

Multi Tube Fermentation

\$25.00	SM9221E	AC&T
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Membrane Filter

\$25.00	SM9222D	AC&T
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Total Coliform

Multi Tube Fermentation

\$25.00	SM9221B/9223B	AC&T
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Membrane Filter

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Fecal Streptococcus

Multi Tube Fermentation

\$45.00	SM9230B	AC&T
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Membrane Filter

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Escherichia coli by Colilert MPN

\$25.00	SM9223B	AC&T
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Escherichia coli (not for NPDES) in conjunction with SM 9221B and 9221 E

\$50.00	EC MUG	AC&T
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Viruses

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Enteric Viruses

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Giardia and Cryptosporidium

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Ascaris lumbricoides

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Common tapeworm

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Entamoeba histolytica

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2 Inorganic Chemicals, Nutrients and Demand

Acidity

\$20.00	SM2310B	AC&T
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Alkalinity

\$20.00	SM2320B	AC&T
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Ammonia

\$20.00	SM4500NH3 BD	AC&T
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BOD

\$40.00	SM5210B	AC&T
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Bromide

\$20.00	EPA300.0	TA-Phx
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COD

\$40.00	SM5220	TA-Phx
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Chloride

\$20.00	SM4500Cl C	AC&T
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Chlorine

\$20.00	Hach 8167	AC&T
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Chromium Hexavalent

\$65.00	SM3500Cr D	AC&T
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Color

\$40.00	SM2120 B	AC&T
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Cyanide (amenable)

\$60.00	SM4500CN G	AC&T
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Cyanide, (available)

\$60.00	SM4500CN CE	AC&T
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Cyanide (total)

\$60.00	SM4500CN CE	AC&T
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Fluoride

\$20.00	SM4500F C	AC&T
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Hardness

\$20.00	EPA 130.1	AC&T
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TKN

\$35.00	SM4500NH3 B +NO3 C	AC&T
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MBAS

\$85.00	SM5540 C	AC&T
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Nitrate

\$40.00	SM4500 NO3 E	AC&T
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Nitrite

\$20.00	SM4500NO2 B	AC&T
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Oil and Grease

\$65.00	EPA1664	TA-Phx
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TOC	\$60.00	SM5310 B	AC&T
Ortho-Phosphate	\$20.00	EPA 365.3	AC&T
Oxygen, dissolved	\$20.00	SM4500 G	AC&T
pH	\$15.00	SM4500H B	AC&T
Phenols	\$50.00	EPA420.1	TA-Phx
Phosphorus (total)	\$30.00	EPA 365.3	AC&T
Residue (total)	\$20.00	SM2540 B	AC&T
TDS	\$20.00	SM2540 C	AC&T
TSS	\$20.00	SM2540 D	AC&T
Settleable Solids	\$20.00	SM2540 F	AC&T
Residue, Volatile	\$40.00	EPA 160.4	AC&T
Silica	\$25.00	EPA 200.7	AC&T
Sodium Azide			
Specific Conductance	\$20.00	EPA 120.1	AC&T
Sulfate	\$20.00	SM4500SO4 D	AC&T
Sulfide	\$25.00	SM4500S F	AC&T
Sulfite	\$40.00	SM4500 SO3 B	AC&T
Turbidity	\$20.00	EPA 180.1	AC&T
3 Metals			
Metals (ICP)	\$15.00	EPA 200.7	AC&T
Metals (ICP-MS) as above	\$18.00	EPA 200.8	TA-Phx
Metals (GFAA) as above	\$15.00	EPA 200.9	AC&T
Gold (not licensed)	\$25.00	EPA 200.7	AC&T
Iridium			
Mercury	\$45.00	EPA 245.7	AC&T
Osmium			
Palladium (not licensed)	\$25.00	EPA 200.7	AC&T
Platinum (not licensed)	\$25.00	EPA 200.7	AC&T
Rhodium			
Ruthenium			
Titanium	\$25.00	EPA 200.7	AC&T

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4 Aquatic Toxicity Bioassay*

Acute Toxicity 100% vs Control (Ceriodaphnia, Daphnia, Pimephales)

24-hr static 2 reps	\$200.00	EPA-R-821-012	AC&T
24-hr static 4 reps	\$250.00	EPA-R-821-012	AC&T
24-hr static 5 reps	\$300.00	EPA-R-821-012	AC&T
48-hr static 2 reps	\$225.00	EPA-R-821-012	AC&T
48-hr static 4 reps	\$275.00	EPA-R-821-012	AC&T
48-hr static 5 reps	\$350.00	EPA-R-821-012	AC&T
96-hr static 2 reps	\$400.00	EPA-R-821-012	AC&T
96-hr static 4 reps	\$450.00	EPA-R-821-012	AC&T
96-hr static 5 reps	\$500.00	EPA-R-821-012	AC&T

Acute Toxicity Five Dilution Series (Ceriodaphnia, Daphnia, Pimephales)

24-hr static 2 reps	\$475.00	EPA-R-821-012	AC&T
24-hr static 4 reps	\$550.00	EPA-R-821-012	AC&T
24-hr static 5 reps	\$625.00	EPA-R-821-012	AC&T
48-hr static 2 reps	\$525.00	EPA-R-821-012	AC&T
48-hr static 4 reps	\$625.00	EPA-R-821-012	AC&T
48-hr static 5 reps	\$850.00	EPA-R-821-012	AC&T
96-hr static 2 reps	\$775.00	EPA-R-821-012	AC&T
96-hr static 4 reps	\$850.00	EPA-R-821-012	AC&T
96-hr static 5 reps	\$925.00	EPA-R-821-012	AC&T

Chronic Toxicity - Ceriodaphnia dubia

100% vs Control	\$950.00	EPA-R-821-02-013	AC&T
5-dilution series	\$1,300.00	EPA-R-821-02-013	AC&T

Chronic Toxicity - Pimephales promelas

100% vs Control	\$950.00	EPA-R-821-02-013	AC&T
5-dilution series	\$1,300.00	EPA-R-821-02-013	AC&T

Chronic Toxicity - Raphidocelus subcapitata

100% vs Control	\$425.00	EPA-R-821-02-013	AC&T
5-dilution series	\$850.00	EPA-R-821-02-013	AC&T

*Fees reflect fee schedule increase adjusted to provide cost of sample pick up multiple times during week at any of the cities' locations.

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5 Organic Chemical

Volatile organics GC/MS	\$130.00	EPA 624	TA-Phx
Acrolein and Acrylonitrile	\$95.00	EPA 624	TA-Phx
Phenols	\$300.00	EPA 625*	TA-Phx
Benzidines	\$300.00	EPA 625*	TA-Phx
Phthalate Esters	\$300.00	EPA 625*	TA-Phx
Nitrosamines	\$300.00	EPA 625*	TA-Phx
Organochlorine Pesticides and PCBs	\$300.00	EPA 608	TA-Phx
Nitroaromatics and Isophorone			
PAH	\$155.00	EPA 610	TA-N
Haloethers	\$300.00	EPA 625*	TA-Phx
Chlorinated Hydrocarbons	\$300.00	EPA 625*	TA-Phx
2,3,7,8,TCDD (Dioxin)	\$550.00	EPA 1613B	TA-WS
Tetra through Octa Chlorinated Dioxins and Furans	\$625.00	EPA 1613B	TA-WS
Triazine Pesticides			
Base/Neutral and Acids (625 or 1625)	\$300.00	EPA 625*	TA-Phx
Carbamates and Urea Pesticides			
TPH	\$65.00	EPA 1664	TA-Phx
Ethylene Glycol	\$85.00	SW846 8015	TA-N
Organophosphorus Pesticides	\$160.00	EPA 1657	TA-Phx

**if all analyte groups requested cost is \$300.00*

6 Radio Chemistry

Gross Alpha			
Gross Beta			
Total Radium			
Radium 226			

7 Other Wastewater Tests

Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate)	\$95.00	EPA300.0	TA-Phx
1657	\$165.00	EPA1657	TA-Phx
PCB's only	\$100.00	EPA608	TA-Phx

C. Hazardous Waste

1 Microbiology

Total Coliforms			
Multiple Tube Fermentation			
Membrane Filter			

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2 Hazardous Waste Characteristics

Corrosivity

pH determination

Corrosive to steel

Dermal

Ignitability

Reactivity

\$20.00	SM9045D	AC&T
\$75.00	EPA1010A	AC&T

3 Sample Extraction Procedures

Extraction procedure toxicity 1310A

TCLP 1311

1320

1330A

SPLP 1312

\$100.00	EPA1311	AC&T
\$150.00	EPA1320	AC&T
\$150.00	EPA1330A	AC&T
\$150.00	EPA1312	AC&T

4 Sample Prep for Metals

Water/wastewater

Soils, sediments, solids

TCLP

SLP

\$30.00	SM3030F	AC&T
\$30.00	EPA3050B	AC&T
\$100.00	EPA1311	AC&T
\$150.00	EPA1312	AC&T

5 Inorganic Chemical

Metals (ICP)

Metals (ICP-MS)

Metals (GFAA) (list metals and price)

Chromium Hexavalent

Mercury

White Phosphorus

\$15.00	SW846 6010B	AC&T
\$15.00	SW846 6020	TA-Phx
\$165.00	EPA1311/SM3500CRD	AC&T
\$45.00	EPA 7474	AC&T

6 Sample Preparation and Extraction

Included in the price of the analysis

7 Sample Cleanup

(explain reason(s) and cost)

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8 Organics Chemicals (Includes extraction)

EDB and DBCP

Nonhalogenated Volatile Organics

Volatile Organics

Organochlorine Pesticides

PCB's

PCB's in oil

PAH

Semivolatile

\$120.00	SW846 8011	TA-N
\$135.00	SW846 8015D	TA-Phx
\$130.00	SW846 8260B	TA-Phx
\$130.00	SW846 8081	TA-Phx
\$130.00	SW846 8082	TA-Phx
\$130.00	SW846 8082	TA-Phx
\$130.00	SW846 8310	TA-Phx
\$240.00	SW 846 8270C	TA-Phx

RFP 10-126 - Water Wastewater Laboratory Services

9 Miscellaneous		
Cyanide	\$60.00	EPA9010C AC&T
TOX	\$140.00	SW846 9023 TA-N
Sulfides	\$25.00	EPA9030B AC&T
Sulfate	\$20.00	SW846 9056 TA-Phx
pH	\$15.00	EPA9045D AC&T
Specific Conductance		
TOC	\$60.00	SW846 9060A TA-I
Phenolics	\$40.00	SW846 9065 TA-I
Oil and Grease	\$165.00	SW846 9070/9071 TA-N
Nitrate	\$20.00	SW846 9056 TA-Phx
Nitrite	\$20.00	SW846 9056 TA-Phx
Chloride	\$20.00	SW846 9056 TA-Phx
Bromide	\$20.00	SW846 9056 TA-Phx
Fluoride	\$20.00	SW846 9056 TA-Phx
Paint filter	\$25.00	EPA9095A AC&T
Ortho Phosphate	\$20.00	SW846 9056 TA-Phx
10 Asbestos		
Fiber Counting		
Bulk Asbestos		
11 Radiochemical		
Gross Alpha and Beta		
Alpha-Emitting Radium Isotopes		
Radium-228		
12 Other		
Ion Chromatography (Chloride, Nitrate, Nitrite, o-Phosphate, Sulfate)		
D Air and Stack Parameters		
1 Volatiles (includes TCE, PCE, 1,1-DCE, 1,1,1-TCA and Chloroform)		Normal 5-day TAT
		3-Day Rush
		24-hr Rush
E Miscellaneous - Other Related Services not Listed Above		
Algae Identification-to genus	\$100.00	SM10200H AC&T
Algae Identification-to species	\$250.00	SM10200H AC&T
Flash Point	\$75.00	EPA 1010 AC&T
W/W 503 sludge	\$180.00	EPA6010B/7474 AC&T
250 MIB/Geosmin		
NDMA	\$250.00	SW846 8270C TA-I
Endocrine disruptors	\$2,200.00	see attachments TA-WS

RFP 10-126 - Water Wastewater Laboratory Services

Discount off list price for supplies and services not referenced on price sheets. This includes the following:

Uniform charge and surcharge pricing for:

- Routine analyses for all parameters listed in the program tables.
- Rush analyses – 24-48 hour
- Rush analyses – 72 hr
- Rush analyses – 7 days
- Weekend and holiday analyses
- Emergency analyses
- Sample receipt weekends or holidays

Discounts

0
3x base
2x base
1.5xbase
3x base
3x base
\$100.00

Complete list price sheets will be required within 10 working days upon notification of award.

List price sheets may be submitted on CD/DVD or Internet web-site.

Please add additional pages for multiple discounts.

n/a

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>BIO-AQUATIC TESTING, INC</u>		
Company Mailing Address:	<u>2501 MAYES RD STE. 100</u>		
City:	<u>CARROLLTON</u>	State:	<u>Tx</u>
		Zip:	<u>75006</u>
Contact Person:	<u>ANDY SOLOMON</u>	Title:	<u>DIR. OF BUSINESS DEV.</u>
Phone No.:	<u>972-242-7750^{x24}</u>	FAX:	<u>972-242-7749</u>
E-mail:	<u>ASOLOMON@BIOAQUATICTESTING.COM</u>		
Company Tax Information:			
Arizona Transaction Privilege (Sales) Tax No.:	<u>N/A</u>	or	
Arizona Use Tax No.:	<u>N/A</u>		
Federal I.D. No.:	<u>752186805</u>		
City & State Where Sales Tax is Paid:	<u>CARROLLTON, TX</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>N/A</u>		

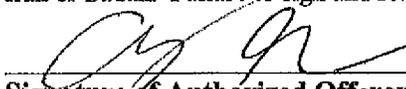
THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) ANDY SOLOMON

Title of Authorized Individual (TYPE OF PRINT IN INK) DIRECTOR OF BUSINESS DEVELOPMENT

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.


Signature of Authorized Offeror

4/7/2010
Date

Form 201-B (RFP)

(H:/RFP 3-2008)

Proposal Questionnaire

Please respond to the following questionnaire and organize the questions and your responses in the same sequence as presented below. Section tab the "Bid Questionnaire Response" portion of your bid response. Make sure you enclose your questionnaire responses and support materials within your submitted bid response.

Firm's Experience and Qualifications

1. What is the address of your office for contract administration and accounts receivable?

2501 Mayes Road Ste. 100, Carrollton, TX 75006

2. Submit of your firm's Quality Assurance/Quality Control Plan.

Attached

3. Identify subcontractors and identify analytical tests for each.

N/A

4. Submit seven copies of your firm's and identified sub-contractor(s) Arizona Department of Health Services (ADHS) or Environmental Protection Agency (EPA) Licensure.

Attached

5. Submit your firm's and identified sub-contractor(s) 2008 to present proficiency results inclusive of a copy of corrective action letter sent to ADHS in response to any performance deficiencies for the referenced timeframe.

Attached

6. Submit your firm's last two (2) audit reports by ADHS or EPA and associated responses and resolution.

Attached

7. Submit your firm's standard invoice form.

Attached

8. Does your company have all required Federal, State, and local certifications and licenses required for resulting contract?

Yes No If no, please explain.

9. Are all certifications, licenses and permits current?

Yes No

10. Will your company perform all work for this contract in conformance with all OSHA, Federal, State, County and City safety requirements?

Yes

11. How many years has your company provided Water Wastewater Laboratory Services?

23 Years

12. Within the previous five (5) years has your firm been debarred from contracting with any local, state, or federal governmental agency?

Yes _____ No **X** If yes, explain.

13. Within the previous five (5) years has your firm defaulted on any government contract?

Yes _____ No **X** If yes, explain.

14. Within the previous five (5) years has your firm used any subcontractor to perform work on a government contract when that subcontractor had been debarred by a governmental agency?

Yes _____ No **X** If yes, explain.

15. List designated Contract Manager who will be responsible for managing all work provided by any resulting contract. (This individual shall be considered "Key Personnel.") Please submit resume with response.

Name: Andy Solomon
Phone Number: 972-242-7750 x24
Cell Number: 469-667-6412
E-mail: asolomon@bioaquatictesting.com

References

1. List three (3) customer references for which your firm has provided Water Wastewater Laboratory Services during the last 24 months (government and/or large business preferred). The City reserves the right to use references not provided by bidder.

Reference One:
Name of Firm: City of Phoenix
Contact Person: David Allen
Telephone Number: 602-262-4741 Fax Number: _____
Length of Contract: 2 Years
Services Provided: Whole Effluent Toxicity Testing (Aquatic Toxicity Testing / Biomonitoring)
4 Facilities / 9 Outfalls

Reference Two:
Name of Firm: City of Mesa
Contact Person: Jennifer Hetherington
Telephone Number: 480-644-3890 Fax Number: 480-644-3899
Length of Contract: 3 Years
Services Provided: Whole Effluent Toxicity Testing (Aquatic Toxicity Testing / Biomonitoring)
3 Facilities

Reference Three:
Name of Firm: Pima County
Contact Person: Rob Speir
Telephone Number: 520-443-6256 Fax Number: _____
Length of Contract: 3 Years
Services Provided: Whole Effluent Toxicity Testing (Aquatic Toxicity Testing / Biomonitoring)
9 Facilities

Ability to meet the City's Needs and Response Times.

1. Please provide the availability of lab staff for after-hour emergency analysis and method to be used to contact lab staff.

Because we raise and culture our organisms in-house, we have to be staffed 365 days a year including weekends and all holidays. We have no holiday or rush charges. Although unlikely, if we are needed after hours (8pm-5am), you can contact either Chris Robason- 972-979-9412, or Andy Solomon- 469-667-6412.

2. Provide your firm's environmental laboratory capability including: Personnel, equipment, tracking mechanisms, standard operating procedures and data qualifications.

Attached

3. Has your company had any experience as a Subject Matter Expert in and out of a Court of Law?

Yes ___ No X If no, please explain. If yes, please explain.

4. Will your firm pickup most samples within six (6) hours of the City's request?

Yes X No ___ If no, explain.

5. Will your firm pickup Fecal coliform samples within two (2) hours of the City's request?

Yes ___ No X If no, explain.

We do not provide testing for Fecal coliform

6. Will your firm provide hardcopy and electronic copy final reports for drinking water sample results within twenty (20) working days of laboratory receipt of each sample?

Yes X No ___ If no, explain.

7. Will your firm provide hardcopy and electronic copy final reports for lakes, stormwater, wastewater, and hazardous waste sample results within fifteen (15) working days of laboratory receipt of each sample?

Yes X No ___ If no, explain.

8. Will your firm provide hardcopy and electronic copy final reports for air sample results within five (5) working days of laboratory receipt of each sample?

Yes ___ No X If no, explain.

We do not provide Air Testing

At times rush analysis of three (3) days will be required. Will your firm provide hardcopy and electronic copy final

reports for air sample results within three (3) days?

Yes _____ No If no, explain.

We do not provide Air Testing

At times rush analysis of twenty-four (24) hours will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within twenty-four (24) hours?

Yes _____ No If no, explain.

We do not provide Air Testing

9. Will your firm report unacceptable or unacceptable samples within forty-eight hours?

Yes No _____ If no, explain.

Overall response to RFP

1. Does your company accept all terms and conditions of this solicitation?

Yes No

2. If selected, will your company allow other government agencies to utilize this contract?

Yes No

RFP 10-126 - Water Wastewater Laboratory Services

Cyanide, Amenable	No Bid	-	-
Fluoride	No Bid	-	-
Hardness	No Bid	-	-
Methylene Blue Active Substances	No Bid	-	-
Nitrate	No Bid	-	-
Nitrite	No Bid	-	-
Ortho-Phosphate	No Bid	-	-
Ozone	No Bid	-	-
pH	No Bid	-	-
TDS	No Bid	-	-
Specific Conductance	No Bid	-	-
Sulfate	No Bid	-	-
TOC	No Bid	-	-
Turbidity	No Bid	-	-
UV254	No Bid	-	-
4 Metals			
Metals (ICP)	No Bid	-	-
Metals (ICP-MS)	No Bid	-	-
Metals (GFAA) (list metals and price)	No Bid	-	-
Mercury	No Bid	-	-
5 Organic Chemicals			
Total Trihalomethanes	No Bid	-	-
Volatile Organics	No Bid	-	-
Chlorinated Pesticides	No Bid	-	-
PCB	No Bid	-	-
Herbicides	No Bid	-	-
EDB/ DBCP	No Bid	-	-
Nitrogen and Phosphorus Pesticides	No Bid	-	-
Base/Neutrals and Acids	No Bid	-	-
Carbamates	No Bid	-	-

RFP 10-126 - Water Wastewater Laboratory Services

Dioxins and Furans	No Bid	-	-
Glyphosate	No Bid	-	-
Endothall	No Bid	-	-
Diquat and Paraquat	No Bid	-	-
PAH	No Bid	-	-
DBPs and Chlorinated Solvents	No Bid	-	-
HAAs	No Bid	-	-
Phthalate Esters and Adipates	No Bid	-	-
Benzidines and Nitrogen Pesticides	No Bid	-	-
Carbonyl Compounds	No Bid	-	-
Chlorinated Acids	No Bid	-	-
6 Radiochemistry			
Gross Alpha	No Bid	-	-
Gross Beta	No Bid	-	-
Radium 226	No Bid	-	-
Radium 228	No Bid	-	-
Total Radium	No Bid	-	-
Cesium	No Bid	-	-
Iodine	No Bid	-	-
Strontium	No Bid	-	-
Tritium	No Bid	-	-
Uranium	No Bid	-	-
Gamma Emitting Isotopes	No Bid	-	-
7 Biological			
Microscopic Particulate Analysis	No Bid	-	-
8 Other Drinking Water Methods			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate)	No Bid	-	-
Radon 222			

RFP 10-126 - Water Wastewater Laboratory Services

9 UCMR 2 Assessment Monitoring

527

No Bid

-

-

529

No Bid

-

-

Perchlorate

No Bid

-

-

10 UCMR 2 Screening survey

535

No Bid

-

-

525.2

No Bid

-

-

521

No Bid

-

-

B Wastewater

1 Microbiology

Fecal Coliform

Multi Tube Fermentation

No Bid

-

-

Membrane Filter

No Bid

-

-

Total Coliform

Multi Tube Fermentation

No Bid

-

-

Membrane Filter

No Bid

-

-

Fecal Streptococcus

Multi Tube Fermentation

No Bid

-

-

Membrane Filter

No Bid

-

-

Escherichia coli by Colilert MPN

No Bid

-

-

Escherichia coli (not for NPDES) in conjunction with SM 9221B and 9221 E

No Bid

-

-

Viruses

No Bid

-

-

Enteric Viruses

No Bid

-

-

Giardia and Cryptosporidium

No Bid

-

-

Ascaris lumbricoides

No Bid

-

-

Common tapeworm

No Bid

-

-

Entamoeba histolytica

No Bid

-

-

2 Inorganic Chemicals, Nutrients and Demand

Acidity

No Bid

-

-

RFP 10-126 - Water Wastewater Laboratory Services

Alkalinity	No Bid	-	-
Ammonia	No Bid	-	-
BOD	No Bid	-	-
Bromide	No Bid	-	-
COD	No Bid	-	-
Chloride	No Bid	-	-
Chlorine	No Bid	-	-
Chromium Hexavalent	No Bid	-	-
Color	No Bid	-	-
Cyanide (amenable)	No Bid	-	-
Cyanide, (available)	No Bid	-	-
Cyanide (total)	No Bid	-	-
Fluoride	No Bid	-	-
Hardness	No Bid	-	-
TKN	No Bid	-	-
MBAS	No Bid	-	-
Nitrate	No Bid	-	-
Nitrite	No Bid	-	-
Oil and Grease	No Bid	-	-
TOC	No Bid	-	-
Ortho-Phosphate	No Bid	-	-
Oxygen, dissolved	No Bid	-	-
pH	No Bid	-	-
Phenols	No Bid	-	-
Phosphorus (total)	No Bid	-	-
Residue (total)	No Bid	-	-
TDS	No Bid	-	-
TSS	No Bid	-	-
Settleable Solids	No Bid	-	-
Residue, Volatile	No Bid	-	-
Silica	No Bid	-	-
Sodium Azide	No Bid	-	-

RFP 10-126 - Water Wastewater Laboratory Services

Specific Conductance	No Bid	-	-
Sulfate	No Bid	-	-
Sulfide	No Bid	-	-
Sulfite	No Bid	-	-
Turbidity	No Bid	-	-
3 Metals			
Metals (ICP)	No Bid	-	-
Metals (ICP-MS)	No Bid	-	-
Metals (GFAA) (list metals and price)	No Bid	-	-
Gold	No Bid	-	-
Iridium	No Bid	-	-
Mercury	No Bid	-	-
Osmium	No Bid	-	-
Palladium	No Bid	-	-
Platinum	No Bid	-	-
Rhodium	No Bid	-	-
Ruthenium	No Bid	-	-
Titanium	No Bid	-	-
4 Aquatic Toxicity Bioassay			
Toxicity, Acute	\$795*	EPA 1003	Bio-Aquatic Testing
Toxicity, Chronic	\$995*	EPA 1000, EPA 1002	Bio-Aquatic Testing
*Chronic Testing applies to <i>Pimephales promelas</i> (Fathead Minnow) and <i>Ceriodaphnia dubia</i> (Water Flea). Acute Testing applies for the 96hr <i>Selenastrum Capricornatum</i> (Green Algae).			
**96hr Acute <i>Ceriodaphnia dubia</i> or <i>Pimephales promelas</i> = \$450. 48hr Acute <i>Ceriodaphnia dubia</i> or <i>Pimephales promelas</i> = \$350 (EPA Method 2000). Extraction for 96hr or 48hr = \$35.			
5 Organic Chemical			
Volatile organics GC/MS	No Bid	-	-
Acrolein and Acrylonitrile	No Bid	-	-
Phenols	No Bid	-	-
Benzidines	No Bid	-	-
Phthalate Esters	No Bid	-	-

RFP 10-126 - Water Wastewater Laboratory Services

Nitrosamines	No Bid	-	-
Organochlorine Pesticides and PCBs	No Bid	-	-
Nitroaromatics and Isophorone	No Bid	-	-
PAH	No Bid	-	-
Haloethers	No Bid	-	-
Chlorinated Hydrocarbons	No Bid	-	-
2,3,7,8,TCDD (Dioxin)	No Bid	-	-
Tetra through Octa Chlorinated Dioxins and Furans	No Bid	-	-
Triazine Pesticides	No Bid	-	-
Base/Neutral and Acids (625 or 1625)	No Bid	-	-
Carbamates and Urea Pesticides	No Bid	-	-
TPH	No Bid	-	-
Ethylene Glycol	No Bid	-	-
Organophosphorus Pesticides	No Bid	-	-
6 Radio Chemistry			
Gross Alpha	No Bid	-	-
Gross Beta	No Bid	-	-
Total Radium	No Bid	-	-
Radium 226	No Bid	-	-
7 Other Wastewater Tests			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate	No Bid	-	-
1657	No Bid	-	-
PCB's only	No Bid	-	-
C. Hazardous Waste			
1 Microbiology			
Total Coliforms			
Multiple Tube Fermentation	No Bid	-	-
Membrane Filter	No Bid	-	-

RFP 10-126 - Water Wastewater Laboratory Services

2 Hazardous Waste Characteristics

Corrosivity

pH determination

Corrosive to steel

Dermal

Ignitability

Reactivity

No Bid	-	-

3 Sample Extraction Procedures

Extraction procedure toxicity 1310A

TCLP 1311

1320

1330A

SPLP 1312

Specific conductance

No Bid	-	-

4 Sample Prep for Metals

(explain reason(s) for prep and cost)

No Bid	-	-
--------	---	---

5 Inorganic Chemical

Metals (ICP)

Metals (ICP-MS)

Metals (GFAA) (list metals and price)

Chromium Hexavalent

Mercury

White Phosphorus

No Bid	-	-

6 Sample Preparation and Extraction

Included in the price of the analysis

7 Sample Cleanup

(explain reason(s) and cost)

No Bid	-	-
--------	---	---

RFP 10-126 - Water Wastewater Laboratory Services

8 Organics Chemicals (includes extraction)

EDB and DBCP	No Bid	-	-
Nonhalogenated Volatile Organics	No Bid	-	-
Volatile Organics	No Bid	-	-
Organochlorine Pesticides	No Bid	-	-
PCB's	No Bid	-	-
PCB's in oil	No Bid	-	-
PAH	No Bid	-	-
Semivolatile	No Bid	-	-

9 Miscellaneous

Cyanide	No Bid	-	-
TOX	No Bid	-	-
Sulfides	No Bid	-	-
Sulfate	No Bid	-	-
pH	No Bid	-	-
Specific Conductance	No Bid	-	-
TOC	No Bid	-	-
Phenolics	No Bid	-	-
Oil and Grease	No Bid	-	-
Nitrate	No Bid	-	-
Nitrite	No Bid	-	-
Chloride	No Bid	-	-
Bromide	No Bid	-	-
Fluoride	No Bid	-	-
Paint filter	No Bid	-	-
Ortho Phosphate	No Bid	-	-

10 Asbestos

Fiber Counting	No Bid	-	-
Bulk Asbestos	No Bid	-	-

RFP 10-126 - Water Wastewater Laboratory Services

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

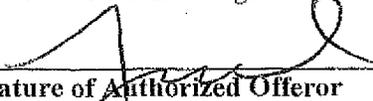
Company Name:	Columbia Analytical Services, Inc.				
Company Mailing Address:	3725 E. Atlanta Ave.				
City:	Phoenix	State:	AZ	Zip:	85040
Contact Person:	Beth Proffitt		Title:	Marketing Manager	
Phone No.:	602-437-0330	FAX:	602-437-0660	E-mail:	bproffitt@caslab.com
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.:	07622404			or	
Arizona Use Tax No.:					
Federal I.D. No.:	91-2050686				
City & State Where Sales Tax is Paid:	Kelso		WA		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:					

THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Todd N. Poyfair
Title of Authorized Individual (TYPE OF PRINT IN INK) Laboratory Director/Vice President

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.

 4/23/2010
Signature of Authorized Offeror Date

Form 201-B (RFP)
(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the following questionnaire and organize the questions and your responses in the same sequence as presented below. Section tab the "Bid Questionnaire Response" portion of your bid response. Make sure you enclose your questionnaire responses and support materials within your submitted bid response.

Firm's Experience and Qualifications

Columbia Analytical Services, Inc.

1. What is the address of your office for contract administration and accounts receivable?
Contracts- 3725 E. Atlanta Ave., Phoenix, AZ 85040 / Accounts receivable – 1317 S. 13th Ave., Kelso, WA 98626
2. Submit of your firm's Quality Assurance/Quality Control Plan.
Copies included under Tab 3.
3. Identify subcontractors and identify analytical tests for each.
Table included under Tab 4.
4. Submit seven copies of your firm's and identified sub-contractor(s) Arizona Department of Health Services (ADHS) or Environmental Protection Agency (EPA) Licensure.
Copies included under Tab 5.
5. Submit your firm's and identified sub-contractor(s) 2008 to present proficiency results inclusive of a copy of corrective action letter sent to ADHS in response to any performance deficiencies for the referenced timeframe.
Copies included under Tab 6.
6. Submit your firm's last two (2) audit reports by ADHS or EPA and associated responses and resolution.
Copies included under Tab 7.
7. Submit your firm's standard invoice form.
Copy included under Tab 8.
8. Does your company have all required Federal, State, and local certifications and licenses required for resulting contract?
Yes No If no, please explain.
9. Are all certifications, licenses and permits current?
Yes No
10. Will your company perform all work for this contract in conformance with all OSHA, Federal, State, County and City safety requirements?
Yes
11. How many years has your company provided Water Wastewater Laboratory Services?
24 years
12. Within the previous five (5) years has your firm been debarred from contracting with any local, state, or federal governmental agency?
Yes No If yes, explain.

13. Within the previous five (5) years has your firm defaulted on any government contract?

Yes _____ No X If yes, explain.

14. Within the previous five (5) years has your firm used any subcontractor to perform work on a government contract when that subcontractor had been debarred by a governmental agency?

Yes _____ No X If yes, explain.

15. List designated Contract Manager who will be responsible for managing all work provided by any resulting contract. (This individual shall be considered "Key Personnel.") Please submit resume with response.

Name: Mark Rico
Phone Number: (602) 437-0330
Cell Number: (480) 388-7415
E-mail: mrico@caslab.com

References

1. List three (3) customer references for which your firm has provided Water Wastewater Laboratory Services during the last 24 months (government and/or large business preferred). The City reserves the right to use references not provided by bidder.

Reference One:
 Name of Firm: City of Phoenix-Water Services Lab
 Contact Person: Jennifer Calles
 Telephone Number: 602-256-5658 Fax Number: 602-534-1850
 Length of Contract: 2001-Present
 Services Provided: Columbia is tasked with the analysis of wastewater samples for any tests that the City of Phoenix does not perform or is over capacity. We have analyzed cyanide, 624, 625, 608, 1664-HEM, nitrogen species, ion chromatography. We run biosolid samples for 503 sludge tests, volatile organics by 8260B, and SPLP metals. We also analyze the City's stormwater samples on an as-needed basis, meeting samplers in the middle of the night to Receive, properly preserve samples and begin work on short holding time tests. We also help by subcontracting their tests such as Giardia, Viruses, and Whole Effluent Toxicity. Our courier picks up and delivers kits and reports as needed, often daily. We have run some drinking water samples, reporting on ADEQ forms.

Reference Two:
 Name of Firm: Town of Buckeye
 Contact Person: Melanie Lanier
 Telephone Number: 623-349-6115 Fax Number: 623-349-6850
 Length of Contract: August 2008-Present
 Services Provided: Columbia provides all analyses for the Town, including water, wastewater and biosolids testing. Our courier goes to deliver kits and pick up samples almost daily. We provide data in support of APP and AZPDES projects, as well as full service drinking water analysis.

Reference Three:
 Name of Firm: NTUA (Navajo Tribal Utility Authority)
 Contact Person: Raquel Whitehorse
 Telephone Number: 928-729-5721 Fax Number: None given
 Length of Contract: October 2008 - Present
 Services Provided: We analyze drinking water, wastewater and solids in support of the NTUA EPA-approved laboratory. We have analyzed new source wells for the full suite of analysis. We help by providing Columbia, WA and TX results for SOCs and UCMR.

Ability to meet the City's Needs and Response Times.

1. Please provide the availability of lab staff for after-hour emergency analysis and method to be used to contact lab staff.
Cell phone numbers of your project manager and a back-up person will be provided at the time of contract award. These contacts will have a phone tree for calling analysts/subcontractors who may be needed after hours.

2. Provide your firm's environmental laboratory capability including: Personnel, equipment, tracking mechanisms, standard operating procedures and data qualifications.
Addressed in Tab 9.

3. Has your company had any experience as a Subject Matter Expert in and out of a Court of Law?

Yes No If no, please explain. If yes, please explain.

Columbia Analytical Services, Inc. (CAS) has provided expert witnesses. Their testimony is limited to the analytical methods and quality standards used to obtain analytical results. CAS does not provide an opinion on the interpretation of those results.

4. Will your firm pickup most samples within six (6) hours of the City's request?

Yes No If no, explain.

5. Will your firm pickup Fecal coliform samples within two (2) hours of the City's request?

Yes No If no, explain.

6. Will your firm provide hardcopy and electronic copy final reports for drinking water sample results within twenty (20) working days of laboratory receipt of each sample?

Yes No If no, explain.

7. Will your firm provide hardcopy and electronic copy final reports for lakes, stormwater, wastewater, and hazardous waste sample results within fifteen (15) working days of laboratory receipt of each sample?

Yes No If no, explain.

8. Will your firm provide hardcopy and electronic copy final reports for air sample results within five (5) working days of laboratory receipt of each sample?

Yes No If no, explain.

At times rush analysis of three (3) days will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within three (3) days?

Yes No If no, explain.

At times rush analysis of twenty-four (24) hours will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within twenty-four (24) hours?

Yes No If no, explain.

9. Will your firm report unacceptable or unacceptable samples within forty-eight hours?

Yes No If no, explain.

Overall response to RFP

1. Does your company accept all terms and conditions of this solicitation?

Yes No

2. If selected, will your company allow other government agencies to utilize this contract?

Yes No

RFP 10-126 - Water Wastewater Laboratory Services



A Drinking Water

1 Microbiology

Total coliform

Multiple Tube

Membrane Filter

Colilert

Colisure

Presence-Absence

Heterotrophic Plate Count

Escherichia Coli

Fecal coliform

Viruses

Giardia and Cryptosporidium

\$48.00	SM9221B	Legend
\$24.00	SM9222B	Legend
\$12.00	SM 9223B	CAS-AZ
No Bid		
\$12.00	SM 9223B	CAS-AZ
\$26.00	SIMPLATE	CAS-AZ
\$26.00	SM 9223B	CAS-AZ
\$48.00	SM 9221E	Legend
\$675.00	SM 9510 *	Legend
\$480.00either/	SM 9711B */1623	Legend/UL

* Pump rental: \$100/3 days; \$35 each additional day.

2 Sample prep for metals

(explain reason(s) for prep and cost)

6.00/sample	200.7/200.9	CAS-AZ
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Acid digestion is required for any sample with greater than 1 NTU.

3 Inorganic Chemical and Physical Characteristics

Alkalinity

Asbestos

Bromate

Bromide

Chloride

Chlorine

Chlorine Dioxide

Chlorite

Color

Corrosivity

Cyanide

Cyanide, Amenable

Fluoride

\$15.00	SM 2320B	CAS-AZ
\$108.00	100.1	Fiberquant
\$145.00	EPA 300.1	UL
\$10.00	EPA 300.0	CAS-AZ
\$10.00	EPA 300.0	CAS-AZ
\$10.00	HACH 8167	CAS-AZ
\$40.00	SM4500CL02 D	UL
\$40.00	EPA 300.0	UL
\$30.00	SM 2120B	CAS-AZ
\$8.00	SM 4500H B	CAS-AZ
\$30.00	SM 4500-CN B,C,E	CAS-AZ
\$35.00	SM 4500-CN G	CAS-AZ
\$10.00	EPA 300.0	CAS-AZ

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	calculation - N/C or		
Hardness	\$18.00	EPA 200.7, Ca & Mg	CAS-AZ
Methylene Blue Active Substances	\$102.00	425.1	Aquatic
Nitrate	\$10.00	EPA 300.0/353.2	CAS-AZ
Nitrite	\$10.00	SM 4500-NO2 B	CAS-AZ
Ortho-Phosphate, licensed for WW	\$15.00	EPA 365.3	CAS-AZ
Ozone	No Bid		
pH	\$8.00	SM 4500-H B	CAS-AZ
TDS	\$10.00	SM 2540C	CAS-AZ
Specific Conductance	\$8.00	SM 2510B	CAS-AZ
Sulfate	\$10.00	EPA 300.0	CAS-AZ
TOC	\$30.00	SM 5310C	CAS-AZ
Turbidity	\$8.00	EPA 180.1	CAS-AZ
UV254	\$90.00	SM 5910B	Legend
4 Metals			
Metals (ICP)	\$5.00	200.7	CAS-AZ
Metals (ICP-MS)	\$6.00	200.8	CAS-AZ
Metals (GFAA) (list metals and price)	No Bid		
Mercury	\$24.00	245.1	CAS-AZ
5 Organic Chemicals			
Total Trihalomethanes	\$45.00	EPA 524.2	CAS-AZ
Volatile Organics	\$84.00	EPA 524.2	CAS-AZ
Chlorinated Pesticides	N/C if included w. 525.2./ or - 75.00	EPA 508	CAS-WA
PCB	included w. pesticides	EPA 508	CAS-WA
Herbicides	\$90.00	515.4	CAS-WA
EDB/ DBCP	\$55.00	504.1	CAS-AZ
Nitrogen and Phosphorus Pesticides (Triazines)	\$185.00	525.2	CAS-WA
Base/Neutrals and Acids	\$185.00	525.2	CAS-WA
Carbamates	\$90.00	531.1	CAS-WA
Dioxins and Furans	\$250.00	1613	CAS-TX
Glyphosate	\$90.00	547	CAS-WA

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Endothall	\$90.00	548.1	CAS-WA
Diquat and Paraquat	\$90.00	529.2	CAS-WA
PAH	inc. w. 525.2/or 185.00	525.2	CAS-WA
DBPs and Chlorinated Solvents	\$55.00	524.2	CAS-AZ
HAAAs	\$90.00	552.2	CAS-WA
Phthalate Esters and Adipates	inc. w. 525.2/or 185.00	525.2	CAS-WA
Benzidines and Nitrogen Pesticides	inc. w. 525.2/or 185.00	525.2	CAS-WA
Carbonyl Compounds (Not licensed in AZ - non DW method)	\$195.00	8315	CAS-WA
Chlorinated Acids	\$90.00	515.4	CAS-WA
6 Radiochemistry			
Gross Alpha	\$51.00	600.00-02	Radiation Safety
Gross Beta	\$34.00	600.00-02	Radiation Safety
Radium 226	\$79.00	903.1	Radiation Safety
Radium 228	\$102.00	904	Radiation Safety
Total Radium	\$181.00	903.1/904	Radiation Safety
Cesium	\$153.00	901.1	Radiation Safety
Iodine	\$153.00	901.1	Radiation Safety
Strontium	\$159.00	00-004	Radiation Safety
Tritium	\$77.00	905	Radiation Safety
Uranium	\$12.00/153.00	200.8/908.0	CAS-AZ/Radiation Safety
Gamma Emitting Isotopes	\$153.00	901.1	Radiation Safety

RFP 10-126 - Water Wastewater Laboratory Services

7 Biological			
Microscopic Particulate Analysis	\$425.00	910.9-92-029	Legend
	* Pump rental: \$100/3 days; \$35 each additional day.		
8 Other Drinking Water Methods			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate) NO2 by SM4500NO2 B	\$50.00/group or \$10.00/each	300.0	CAS-AZ
Radon 222	\$63.00	7500 Rn (EPA 913.1)	Radiation Safety
9 UCMR 2 Assessment Monitoring			
527	\$175.00	527	CAS-WA
529	\$175.00	529	CAS-WA
Perchlorate	\$58.00	504.1	CAS-WA
10 UCMR 2 Screening survey			
535	\$300.00	535	CAS-WA
525.2	\$150.00	525.2	CAS-WA
521	\$200.00	521	CAS-WA
B Wastewater			
1 Microbiology			
Fecal Coliform			
Multi Tube Fermentation	\$48.00	SM9221E	Legend
Membrane Filter	\$22.00	SM9222D	Legend
Total Coliform			
Multi Tube Fermentation	\$48.00	SM9221B	Legend
Membrane Filter	\$24.00	SM9222B	Legend
Fecal Streptococcus			
Multi Tube Fermentation	\$48.00	SM9230B	Legend
Membrane Filter	No Bid		
Escherichia coli by Colilert MPN	\$15.00	SM9223B	CAS-AZ
Escherichia coli (not for NPDES) in conjunction with SM 9221B and 9221 E	\$42.00	SM9223B	Legend

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Viruses	\$675.00	SM9510*	Legend
Enteric Viruses	\$675.00	SM9510*	Legend
Giardia and Cryptosporidium	480.00/\$480.00 **	SM9711B*/1623	Legend/UL
Ascaris lumbricoides	\$180.00	SM10550	Legend
Common tapeworm	\$180.00	SM10550	Legend
Entamoeba histolytica	\$450.00	SM9711C	Legend

* Pump rental: \$100/3 days; \$35 each additional day.

*1623 Cryptosporidium

15 working day TAT.

Presuming this is a Surface Water site, they can collect a 10L cubitainer and send a bulk sample (shipping gets quite expensive), or they can filter the 10L in the field.

For Ground Water or Finished Drinking water field filtering is the only option and 100L is to be filtered.

Method requires that one Matrix Spike be collected for every 20 samples and UL recommends that the spikes be performed on the 1st & 21st sample and so on. The matrix spikes for this method are considered billable samples due to the labor intensity of the method. Note that the sample submitted with the Matrix Spike is to be collected as a grab sample because the volume filtered must be within 10% of the volume filtered for the spiked sample. This is nearly impossible to meet if the parent sample is filtered in the field, so we've decided that the parent and spike sample are to be grab samples, subsequent samples can be filtered if they choose to do so. The holding time is 96 hours from collection and temperature requirement is 20 degrees or less but not frozen.

The cost of Bulk Samples is $\$475.00 * 10 = \4750.00 (estimated overnight shipping from Phoenix via UPS is \$112.00)

The cost of Field Filtered Samples is $\$480.00 * 10 = \4800.00 (estimated overnight shipping from Phoenix via UPS is \$57.00)

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*

2 Inorganic Chemicals, Nutrients and Demand

Acidity	\$15.00	SM2310B	CAS-AZ
Alkalinity	\$15.00	SM2320B	CAS-AZ
Ammonia	\$24.00	350.1	CAS-AZ
BOD	\$35.00	405.1	CAS-AZ
Bromide	\$10.00	300.0	CAS-AZ
COD	\$24.00	HACH 8000	CAS-AZ
Chloride	\$10.00	300.0	CAS-AZ
Chlorine	\$10.00	HACH 8167	CAS-AZ
Chromium Hexavalent	\$25.00	SM3400Cr D	CAS-AZ
Color	\$30.00	SM 2120B	CAS-AZ
Cyanide (amenable)	\$35.00	SM4500CN G	CAS-AZ
Cyanide, (available) (Free or WAD)	\$35.00	SM4500CN G or I	CAS-AZ
Cyanide (total)	\$30.00	10-204-00-1-X or SM4500 CN C,E	CAS-AZ
Fluoride	\$10.00	300.0	CAS-AZ
Hardness	N/C w. Ca & Mg, otherwise \$18.00	200.7	CAS-AZ
TKN	\$25.00	351.2	CAS-AZ
MBAS	\$102.00	425.1	Aquatic
Nitrate	\$10.00	300.0/353.2	CAS-AZ
Nitrite	\$10.00	SM4500 NO2 B	CAS-AZ
Oil and Grease	54.00/59.00	1664HEM/SGT	CAS-AZ
TOC	\$30.00	SM5310C	CAS-AZ
Ortho-Phosphate	10.00/15.00	300.0/365.3	CAS-AZ
Oxygen, dissolved	\$8.00	SM4500O G	CAS-AZ
pH	\$8.00	SM4500H B	CAS-AZ
Phenols	420.1/625	40.00/85.00	CAS-AZ
Phosphorus (total)	\$15.00	365.3	CAS-AZ
Residue (total)	\$10.00	SM2540F	CAS-AZ
TDS	\$10.00	SM2540C	CAS-AZ
TSS	\$10.00	SM2540D	CAS-AZ
Settleable Solids	\$8.00	SM2540B	CAS-AZ

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Residue, Volatile	\$8.00	160.4	CAS-AZ
Silica	8.00/8.00 digestion	200.7	CAS-AZ
Sodium Azide	\$280.00	SOP 4150, Rev. 4	WEST COAST
Specific Conductance	\$8.00	SM2510B	CAS-AZ
Sulfate	\$10.00	300.0	CAS-AZ
Sulfide	\$18.00	HACH 8131	CAS-AZ
Sulfite	\$18.00	SM4500-SO3 B	CAS-AZ
Turbidity	\$8.00	180.1	CAS-AZ
3 Metals *			
Metals (ICP)	\$5.00	200.7	CAS-AZ
Metals (ICP-MS)	\$6.00	200.8	CAS-AZ
Metals (GFAA) (list metals and price)	No Bid		
Gold (not licensed)	\$6.00	200.8	CAS-AZ
Iridium (not licensed)	\$6.00	200.8	CAS-AZ
Mercury	\$24.00	245.1	CAS-AZ
Osmium (not licensed)	\$6.00	200.8	CAS-AZ
Palladium (not licensed)	\$6.00	200.8	CAS-AZ
Platinum (not licensed)	\$6.00	200.8	CAS-AZ
Rhodium (not licensed)	\$6.00	200.8	CAS-AZ
Ruthenium (not licensed)	\$6.00	200.8	CAS-AZ
Titanium (not licensed)	\$6.00	200.8	CAS-AZ

* Prep fee for metals by any method is \$6.00.

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4 Aquatic Toxicity Bioassay

Toxicity, Acute	\$895.00/see ACT \$ attached	1003	Bio-Aquatic Testing*+**/Aquatic
Toxicity, Chronic	\$995.00/see ACT \$ attached	1000 / 1002	Bio-Aquatic Testing*/Aquatic

*Chronic Testing applies to Pimephales promelas (Fathead Minnow) and Ceriodaphnia dubia (Water Flea).

Acute Testing applies for the 96hr Selenastrum Capricornatum (Green Algae).

**96hr Acute Ceriodaphnia dubia or Pimephales promelas = \$450. 48hr Acute Ceriodaphnia dubia or Pimephales promelas = \$350

(EPA Method 2000). Extraction for 96hr or 48hr = \$35.

5 Organic Chemical

Volatile organics GC/MS	\$84.00	624	CAS-AZ
Acrolein and Acrylonitrile	\$64.00	624	CAS-AZ
Phenols	85 (n/c if running 625)	625	CAS-AZ
Benzidines	85 (n/c if running 625)	625	CAS-AZ
Phthalate Esters	85 (n/c if running 625)	625	CAS-AZ
Nitrosamines	\$200.00	521	CAS-WA
Organochlorine Pesticides and PCBs	\$85.00	608	CAS-AZ
Nitroaromatics and Isophorone	\$185.00/\$195.00	525.2/8330	CAS-WA
PAH	\$85.00	610/8310	CAS-AZ
Haloethers	No Bid		
Chlorinated Hydrocarbons	\$65.00	624/8260B	CAS-AZ
2,3,7,8,TCDD (Dioxin)	\$325.00	1613	CAS-TX
Tetra through Octa Chlorinated Dioxins and Furans	\$545.00	8290	CAS-TX
Triazine Pesticides	\$185.00	525.2	CAS-WA
Base/Neutral and Acids (625 or 1625)	\$125.00	625	CAS-AZ
Carbamates and Urea Pesticides	No Bid		
TPH	\$40.00	1664A	CAS-AZ
Ethylene Glycol	\$60.00	8015, Modified	CAS-AZ
Organophosphorus Pesticides	\$195.00	1657	TA

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6 Radio Chemistry

Gross Alpha	\$51.00	600/00-02	Radiation Safety
Gross Beta	\$34.00	900	Radiation Safety
Total Radium	\$181.00	903.1/904	Radiation Safety
Radium 226	\$79.00	903.1	Radiation Safety

7 Other Wastewater Tests

Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate) NO2 by SM4500NO2 B	\$50.00/group or \$10.00/each	300.0	CAS-AZ
1657	\$195.00	1657	TA
PCB's only	\$65.00	608	CAS-AZ

C. Hazardous Waste

1 Microbiology

Total Coliforms			
Multiple Tube Fermentation	\$102.00	SM9221E	Legend
Membrane Filter	No Bid		

2 Hazardous Waste Characteristics

Corrosivity			
pH determination	\$12.00	9045D	CAS-AZ
Corrosive to steel (not licensed)	\$100.00	1100	CAS-WA
Dermal	No Bid		
Ignitability	\$20.00	1010A/1030	CAS-AZ
		9013A9010C/9014	
Reactivity (Total Cyanide and Sulfide)	\$60.00	9030B/9034	CAS-AZ

3 Sample Extraction Procedures

Extraction procedure toxicity 1310A	No Bid		
TCLP 1311	\$40.00	1311	CAS-AZ
1320	No Bid		
1330A	No Bid		

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SPLP 1312	\$40.00	1312	CAS-AZ
Specific conductance	\$10.00	SM2510B Modified	CAS-AZ
4 Sample Prep for Metals (explain reason(s) for prep and cost) *	\$6.00	various	CAS-AZ
* Each sample will have ONE digestion charge, whether for one or two instruments and no matter how many metals are to be analyzed.			
5 Inorganic Chemical			
Metals (ICP)	\$5.00	6010B	CAS-AZ
Metals (ICP-MS)	\$6.00	6020	CAS-AZ
Metals (GFAA) (list metals and price)	No Bid		
Chromium Hexavalent	\$25.00	SW7196A	CAS-AZ
Mercury	\$24.00	7470A/7471A	CAS-AZ
White Phosphorus	No Bid		
6 Sample Preparation and Extraction	Included in the price of the analysis		
7 Sample Cleanup (explain reason(s) and cost)	N/C unless sample requires extensive cleanup, to be agreed upon with client prior to undertaking	Silica Gel (3630C), Sulfuric Acid (3665A), Fluorisil (2630B), GPC (3640A), Sulfur Cleanup (3660B)	CAS-AZ
8 Organics Chemicals (includes extraction)			
EDB and DBCP	\$55.00 45.00 (n/c if running	8011	CAS-AZ
Nonhalogenated Volatile Organics	8260B)	8260B	CAS-AZ
Volatile Organics	\$85.00	8260B	CAS-AZ
Organochlorine Pesticides	\$65.00	8081A	CAS-AZ

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PCB's	\$65.00	8082	CAS-AZ
PCB's in oil	\$65.00	8082	CAS-AZ
PAH	\$85.00	8310	CAS-AZ
Semivolatiles	\$125.00	8270	CAS-AZ
9 Miscellaneous			
Cyanide	\$35.00	9013A9010C/9014	CAS-AZ
TOX	\$90.00	9020B	CAS-WA
Sulfides	\$25.00	9030B/9034	CAS-AZ
Sulfate	\$15.00	300.0, Modified	CAS-AZ
pH	\$12.00	9045D	CAS-AZ
Specific Conductance	\$10.00	SM2510B Modified	CAS-AZ
TOC	\$75.00	9060B, Modified	CAS-AZ
Phenolics	\$55.00	420.1	CAS-AZ
Oil and Grease	\$50.00	1664	CAS-AZ
Nitrate	\$10.00	300.0/353.2	CAS-AZ
Nitrite	\$10.00	SM4500 NO2B	CAS-AZ
Chloride	\$10.00	300.0	CAS-AZ
Bromide	\$10.00	300.0	CAS-AZ
Fluoride	\$10.00	300.0	CAS-AZ
Paint filter	\$8.00	9095B	CAS-AZ
Ortho Phosphate	\$20.00	365.3, Modified	CAS-AZ
10 Asbestos			
Fiber Counting	\$240.00	Fiber Counting	Fiberquant
Bulk Asbestos	\$20.00	EPA 600/R-93/116	Fiberquant
11 Radiochemical *			
Gross Alpha and Beta	\$85.00	600.00-02	Radiation Safety
Alpha-Emitting Radium Isotopes (Radium 226)	\$79.00	903.1	Radiation Safety
Radium-228	\$102.00	904	Radiation Safety

* The only way to get solids (particularly soils with lots of silicates) into solution is a pyrosulfate fusion in platinum crucibles.

Radiation Safety does this for a charge of \$245.00 per sample.

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12 Other

Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate) NO2 by SM4500NO2 B	\$60.00/group or \$12.00/each	300.0, Modified	CAS-AZ
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D Air and Stack Parameters

Volatiles (includes TCE, PCE, 1,1-DCE, 1,1,1-TCA and Chloroform) 8260 VS. TO-15	\$65.00/ 125.00	Normal 5 day TAT	CAS-AZ/CAS-CA
Tedlar Bags (if needed) \$12.00/each	\$85.00/\$187.50	3 day Rush	CAS-AZ/CAS-CA
Suma Canister, flow regulator (if needed) \$35.00/each	\$130.00/\$250.00 *	24 hour Rush	CAS-AZ/CAS-CA

* Client could ship directly to California to get 24 hour TAT or sample & deliver early (same day). 48-hr TAT would be \$218.75

E Miscellaneous - Other Related Services not Listed Above

Algae Identification	\$120.00	Microscopy/SM10200H	Legend/Aquatic
Flash Point	\$20.00	1010	CAS-AZ
W/W 503 sludge (9 metals, 6010B & Hg, 7471A)	\$87.00	6010B/7471A	CAS-AZ
MIB/Geosmin			
NDMA	\$200.00	521	CAS-WA
Endocrine disruptors	\$800, \$400, \$400, \$375, \$325	Groups: 1,2,3,4,5 see attached list of compounds	CAS-WA

Discount off list price for supplies and services not referenced on price sheets. This includes the following:

Uniform charge and surcharge pricing for:

Discounts

· Routine analyses for all parameters listed in the program tables. 15% off all list price tests not quoted above, not to include supplies or mobile lab work. Standard Fee Schedule is included on CD.

· Rush analyses – 24 hour, 48 hour, 72 hours, and 7 day. CAS-PHX 24 hour-100%, 48-72 hour-75%, 7 day-50%

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- Weekend and holiday analyses
- Emergency analyses

100%
100%

Complete list price sheets will be required within 10 workdays upon notification of award.
List price sheets may be submitted on CD/DVD or Internet web-site.

Please add additional pages for multiple discounts.

- Rush analyses – 24 hour, 48 hour, 72 hours, and 7 day.
- Weekend and holiday analyses
- Emergency analyses

Fiberquant Surcharges	CAS-TX Surcharges	Rad Safety Surcharges
50%	7-day available for 50% surcharge	5-10 days 100%
100%	NA	5-10 days 100%
100%	NA	5-10 days 100%

UL Surcharges

- Rush analyses – 24 hour, 48 hour, 72 hours, and 7 day.
- Weekend and holiday analyses
- Emergency analyses

24hr Verbals = Cost *4; 48hr Verbals = Cost * 3; 7d verbals = Cost + 50%,
7d written = Cost + 75%
Cost * 3
Cost * 2 + ER fee. ER fee depends on the number of staff required to perform the analysis and provide verbal results within 6-8 hours of sample receipt at UL.

CAS-WA Surcharges

- Rush analyses – 24 hour, 48 hour, 72 hours, and 7 day.
- Weekend and holiday analyses
- Emergency analyses

150%, 110%, 100%, 50% based on lab capacity and pre-approval
\$100 per hour 2 hr min. plus cost of analysis.
Available upon lab capacity and notice.

Legend Surcharges

- Rush analyses – 24 hour, 48 hour, 72 hours, and 7 day.

24 hr: 200%, 48 hr: 100%, 72 hour: 75%, 7 day: 25%.

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· Weekend and holiday analyses	100%
· Emergency analyses	200%; \$500 min.

* Rush analysis not available on all analytes (e.g. microbiology); call laboratory for details.

Test America Surcharges

	24-100%, 48-75%, 72-50%, 3-5 day-25%
· Rush analyses – 24 hour, 48 hour, 72 hours, and 7 day.	varies
· Weekend and holiday analyses	varies
· Emergency analyses	varies

ACT Surcharges

· Rush analyses – 24-48 hour	3x base
· Rush analyses – 72 hr	2x base
· Rush analyses – 7 days	1.5xbase
· Weekend and holiday analyses	3x base
· Emergency analyses	3x base
· Sample receipt weekends or holidays	\$100.00

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: <u>LEGEND Technical Services of Arizona, Inc.</u>		
Company Mailing Address: <u>17631 N. 25th Avenue</u>		
City: <u>Phoenix</u>	State: <u>Arizona</u>	Zip: <u>85023</u>
Contact Person: <u>Robert Vertefeuille</u>	Title: <u>Director of Operations</u>	
Phone No.: <u>602-324-6100 x129</u>	FAX: <u>602-324-6101</u>	E-mail: <u>rvertefeuille@legend-group.com</u>
Company Tax Information:		
Arizona Transaction Privilege (Sales) Tax No.: _____ or		
Arizona Use Tax No.: <u>07592900-C</u>		
Federal I.D. No.: <u>86-0841718</u>		
City & State Where Sales Tax is Paid: <u>Phoenix</u> , <u>AZ</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>N/A</u>		

THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Robert Vertefeuille

Title of Authorized Individual (TYPE OF PRINT IN INK) Director of Operations

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.

Robert M. Vertefeuille
Signature of Authorized Offeror

3/29/10
Date

Form 201-B (RFP)

(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the following questionnaire and organize the questions and your responses in the same sequence as presented below. Section tab the "Bid Questionnaire Response" portion of your bid response. Make sure you enclose your questionnaire responses and support materials within your submitted bid response.

Firm's Experience and Qualifications

1. What is the address of your office for contract administration and accounts receivable?
Legend Technical Services of Arizona, Inc.
17631 N. 25th Avenue.
Phoenix, AZ 85023
2. Submit of your firm's Quality Assurance/Quality Control Plan.
Refer to Appendix A.
3. Identify subcontractors and identify analytical tests for each.
Refer to Appendix B.
4. Submit seven copies of your firm's and identified sub-contractor(s) Arizona Department of Health Services (ADHS) or Environmental Protection Agency (EPA) Licensure.
Refer to Appendix C.
5. Submit your firm's and identified sub-contractor(s) 2008 to present proficiency results inclusive of a copy of corrective action letter sent to ADHS in response to any performance deficiencies for the referenced timeframe.
Refer to Appendix D.
6. Submit your firm's last two (2) audit reports by ADHS or EPA and associated responses and resolution.
Refer to Appendix E.
7. Submit your firm's standard invoice form.
Refer to Appendix F.
8. Does your company have all required Federal, State, and local certifications and licenses required for resulting contract?
Yes No If no, please explain.
9. Are all certifications, licenses and permits current?
Yes No
10. Will your company perform all work for this contract in conformance with all OSHA, Federal, State, County and City safety requirements? Yes.
11. How many years has your company provided Water Wastewater Laboratory Services?
51 years.

12. Within the previous five (5) years has your firm been debarred from contracting with any local, state, or federal governmental agency?

Yes _____ No x If yes, explain.

13. Within the previous five (5) years has your firm defaulted on any government contract?

Yes _____ No x If yes, explain.

14. Within the previous five (5) years has your firm used any subcontractor to perform work on a government contract when that subcontractor had been debarred by a governmental agency?

Yes _____ No x If yes, explain.

15. List designated Contract Manager who will be responsible for managing all work provided by any resulting contract. (This individual shall be considered "Key Personnel.") Please submit resume with response.

Name: Robert Vertefeuille, Director of Operations
Phone Number: 602-324-6100 x129
Cell Number: 602-373-3212
E-mail: rvertefeuille@legend-group.com

References

1. List three (3) customer references for which your firm has provided Water Wastewater Laboratory Services during the last 24 months (government and/or large business preferred). The City reserves the right to use references not provided by bidder.

Reference One:
Name of Firm: City of Avondale
Contact Person: Ms. Maria Hinojos, Drinking Water Supervisor
Telephone Number: 623-221-0015 Fax Number: 623-478-3836
Length of Contract: 2003 - Present. Ongoing.
Services Provided: Compliance drinking water analyses.

Reference Two:
Name of Firm: City of El Mirage
Contact Person: Ms. Jamie McCullough, Regulatory Coordinator
Telephone Number: 623-972-8116 Fax Number: 623-935-6184
Length of Contract: 2007 - Present. Ongoing.
Services Provided: Compliance drinking water and wastewater analyses.

Reference Three:
Name of Firm: City of Surprise
Contact Person: Angela Lucchi, Regulatory Compliance Analyst
Telephone Number: 623-875-4331 Fax Number: 623-266-8359
Length of Contract: 2007 - Present. Ongoing.
Services Provided: Compliance wastewater analyses.

Ability to meet the City's Needs and Response Times.

1. Please provide the availability of lab staff for after-hour emergency analysis and method to be used to contact lab staff. Refer to Appendix H.
2. Provide your firm's environmental laboratory capability including: Personnel, equipment, tracking mechanisms, standard operating procedures and data qualifications. Refer to Appendix G and Appendix I.

3. Has your company had any experience as a Subject Matter Expert in and out of a Court of Law?

Yes No If no, please explain. If yes, please explain.

Members of LEGEND's upper management team have been deposed and have served as expert witnesses for environmental litigation. Analytical records are routinely provided for litigation purposes upon receipt of a subpoena.

4. Will your firm pickup most samples within six (6) hours of the City's request?

Yes No If no, explain.

5. Will your firm pickup Fecal coliform samples within two (2) hours of the City's request?

Yes No If no, explain.

6. Will your firm provide hardcopy and electronic copy final reports for drinking water sample results within twenty (20) working days of laboratory receipt of each sample?

Yes No If no, explain. Enteric Virus and Wet Testing require additional time due to the nature of the analyses.

7. Will your firm provide hardcopy and electronic copy final reports for lakes, stormwater, wastewater, and hazardous waste sample results within fifteen (15) working days of laboratory receipt of each sample?

Yes No If no, explain.

8. Will your firm provide hardcopy and electronic copy final reports for air sample results within five (5) working days of laboratory receipt of each sample?

Yes No If no, explain. (Limited scope of services for air samples – see Price Sheet).

At times rush analysis of three (3) days will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within three (3) days?

Yes No If no, explain. (Limited scope of services for air samples – see Price Sheet).

At times rush analysis of twenty-four (24) hours will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within twenty-four (24) hours?

Yes No If no, explain. (Limited scope of services for air samples – see Price Sheet).

9. Will your firm report unacceptable or unacceptable samples within forty-eight hours?

Yes No If no, explain.

Overall response to RFP

1. Does your company accept all terms and conditions of this solicitation?

Yes No

2. If selected, will your company allow other government agencies to utilize this contract?

Yes No

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Item	Parameter	Routine Cost	EPA Method	Lab Doing Analysis
A	Drinking Water			
1	Microbiology			
	Total coliform			
	Multiple Tube	\$28.00	SM 9221B	Legend-AZ
	Membrane Filter	\$18.00	SM 9222B	Legend-AZ
	Colilert	\$12.00	SM 9223B	Legend-AZ
	Colisure	No Bid	No Bid	No Bid
	Presence-Absence	No Bid	No Bid	No Bid
	Heterotrophic Plate Count	\$20.00	SM 9215B	Legend-AZ
	Escherichia Coli	\$28.00	SM 9221F	Legend-AZ
	Fecal coliform	\$28.00	SM 9221E	Legend-AZ
	Viruses*	\$425.00	SM 9510	Legend-AZ
	Giardia and Cryptosporidium*	\$375.00	SM 9711B	Legend-AZ
	* Pump rental for viruses, Giardia, Cryptosporidium: \$100/3 days. \$35/add'l. day.			
2	Sample prep for metals (explain reason(s) for prep and cost) * Digestion required only for waters with turbidity > 1 NTU.	\$12.00	EPA 200.7/200.8	Legend-AZ
3	Inorganic Chemical and Physical Characteristics			
	Alkalinity	\$12.00	SM 2320B	Legend-AZ
	Asbestos	\$115.00	EPA 100.1	Fiberquant
	Bromate	\$120.00	EPA 317.0, 300.1	Underwriter's Labs
	Bromide	\$30.00	EPA 300.0	Underwriter's Labs
	Chloride	\$13.00	EPA 300.0	Legend-AZ
	Chlorine	\$12.00	HACH 8167	Legend-AZ
	Chlorine Dioxide	\$30.00	SM 4500 CL G	Underwriter's Labs
	Chlorite	\$35.00	EPA 300.0	Underwriter's Labs
	Color	\$28.00	SM 2120B	Legend-AZ
	Corrosivity	\$50.00	Calculation	Legend-AZ
	Cyanide	\$40.00	SM 4500 CN E	Legend-AZ
	Cyanide, Amenable	\$40.00	SM 4500 CN G	Legend-AZ
	Fluoride	\$13.00	EPA 300.0	Legend-AZ
	Hardness	\$18.00	EPA 200.7 (Calc.)	Legend-AZ
	Methylene Blue Active Substances	\$100.00	EPA 425.1	ESC
	Nitrate	\$27.00*	Calculation*	Legend-AZ
	Nitrite	\$12.00	SM 4500 NO2 B	Legend-AZ

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Ortho-Phosphate	\$13.00	EPA 300.0	Legend-AZ
Ozone	No Bid	No Bid	No Bid
pH	\$8.00	SM 4500 HB	Legend-AZ
TDS	\$12.00	SM 2540C	Legend-AZ
Specific Conductance	\$10.00	SM 2510B	Legend-AZ
Sulfate	\$13.00	EPA 300.0	Legend-AZ
TOC	\$40.00	SM 5310 C	Legend-AZ
Turbidity	\$10.00	EPA 180.1	Legend-AZ
UV254	\$50.00	SM 2910B	Legend-AZ

* Calculation requires analysis of NO2+NO3 (\$15) and NO2 (\$12).

4 Metals			
Metals (ICP)	\$9.00	EPA 200.7	Legend-AZ
Metals (ICP-MS)	\$12.00	EPA 200.8	Legend-AZ
Metals (GFAA) (list metals and price)	No Bid	No Bid	No Bid
Mercury	\$28.00	EPA 245.1	Legend-AZ

5 Organic Chemicals			
Total Trihalomethanes	\$60.00	EPA 524.2	Legend-AZ
Volatile Organics	\$130.00	EPA 524.2	Legend-AZ
Chlorinated Pesticides	\$150.00	EPA 505	Legend-MN
PCB	\$150.00	EPA 505	Legend-MN
Herbicides	\$175.00	EPA 515.3	Underwriter's Labs
EDB/ DBCP	\$85.00	EPA 504.1	Underwriter's Labs
Nitrogen and Phosphorus Pesticides	\$285.00	EPA 525.2	Underwriter's Labs
Base/Neutrals and Acids	\$285.00	EPA 525.2	Underwriter's Labs
Carbamates	\$120.00	EPA 531.2	Legend-AZ
Dioxins and Furans	\$425.00	EPA 1613	Pace Analytical
Glyphosate	\$120.00	EPA 547	Legend-AZ
Endothall	\$140.00	EPA 548	Underwriter's Labs
Diquat and Paraquat	\$140.00	EPA 549	Underwriter's Labs
PAH	\$285.00	EPA 525.2	Underwriter's Labs
DBPs and Chlorinated Solvents	No Bid	No Bid	No Bid
HAAs	\$160.00	EPA 552.2	Legend-MN
Phthalate Esters and Adipates	\$285.00	EPA 525.2	Underwriter's Labs
Benzidines and Nitrogen Pesticides	No Bid	No Bid	No Bid
Carbonyl Compounds	No Bid	No Bid	No Bid
Chlorinated Acids	\$175.00	EPA 515.3	Underwriter's Labs

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6 Radiochemistry			
Gross Alpha	\$60.00	EPA 600/00-02	Radiation Safety
Gross Beta	\$60.00	EPA 900.0	Radiation Safety
Radium 226	\$90.00	EPA 903.1	Radiation Safety
Radium 228	\$130.00	EPA 904	Radiation Safety
Total Radium	\$220.00	EPA 903.0/904	Radiation Safety
Cesium	\$175.00	EPA 901.1	Radiation Safety
Iodine	\$175.00	EPA 901.1	Radiation Safety
Strontium	\$170.00	EPA 905	Radiation Safety
Tritium	\$85.00	EPA 906.0	Radiation Safety
Uranium	\$170.00/\$12.00	EPA 00-07/200.8	Rad. Safe./Legend-AZ
Gamma Emitting Isotopes	\$175.00	EPA 901.1	Radiation Safety
7 Biological			
Microscopic Particulate Analysis	\$300.00	EPA 910/9-92-029	Legend-AZ
8 Other Drinking Water Methods			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate)	\$60.00	EPA 300.0	Legend-AZ
Radon 222	\$70.00	EPA 7500-Rn	Radiation Safety
9 UCMR 2 Assessment Monitoring			
527	\$225.00	EPA 527	Underwriter's Labs
529	\$225.00	EPA 529	Underwriter's Labs
Perchlorate	\$120.00	EPA 314.0	Underwriter's Labs
10 UCMR 2 Screening survey			
535	\$350.00	EPA 535	Underwriter's Labs
525.2	\$285.00	EPA 525.2	Underwriter's Labs
521	\$325.00	EPA 521	Underwriter's Labs
B Wastewater			
1 Microbiology			
Fecal Coliform			
Multi Tube Fermentation	\$28.00	SM 9221E	Legend-AZ
Membrane Filter	\$15.00	SM 9222D	Legend-AZ
Total Coliform			
Multi Tube Fermentation	\$28.00	SM 9221B	Legend-AZ
Membrane Filter	\$17.00	SM 9222B	Legend-AZ

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Fecal Streptococcus			
Multi Tube Fermentation	\$28.00	SM 9230B	Legend-AZ
Membrane Filter	No Bid	No Bid	No Bid
Escherichia coli by Colilert MPN	\$28.00	SM 9223B	Legend-AZ
Escherichia coli (not for NPDES) in conjunction with SM 9221B and 9221 E	\$28.00	SM 9221F	Legend-AZ
Viruses*	\$425.00	SM 9510	Legend-AZ
Enteric Viruses*	\$425.00	SM 9510	Legend-AZ
Giardia and Cryptosporidium*	\$375.00	SM 9711B	Legend-AZ
Ascaris lumbricoides	\$150.00	SM 10550	Legend-AZ
Common tapeworm	\$150.00	SM 10550	Legend-AZ
Entamoeba histolytica*	\$300.00	SM 9711C	Legend-AZ

* Pump rental for viruses, Giardia, Cryptosporidium: \$100/3 days. \$35/add'l. day.

2 Inorganic Chemicals, Nutrients and Demand

Acidity	No Bid	No Bid	No Bid
Alkalinity	\$12.00	SM 2320B	Legend-AZ
Ammonia	\$20.00	EPA 350.1	Legend-AZ
BOD	\$36.00	SM 5210B	Legend-AZ
Bromide	\$20.00	EPA 300.0	Legend-AZ
COD	\$28.00	EPA 410.4	Legend-AZ
Chloride	\$13.00	SM 4500 CL B	Legend-AZ
Chlorine	\$12.00	HACH 8167	Legend-AZ
Chromium Hexavalent	\$32.00	SM 3500 CR D	Legend-AZ
Color	\$28.00	SM 2120B	Legend-AZ
Cyanide (amenable)	\$40.00	SM 4500 CN G	Legend-AZ
Cyanide, (available)	\$40.00	SM 4500 CN C	Legend-AZ
Cyanide (total)	\$40.00	SM 4500 CN E	Legend-AZ
Fluoride	\$13.00	SM 4500 FC	Legend-AZ
Hardness	\$18.00	EPA 200.7 (Calc.)	Legend-AZ
TKN	\$32.00	EPA 351.2	Legend-AZ
MBAS	\$100.00	EPA 425.1	ESC
Nitrate	\$27.00*	Calculation*	Legend-AZ
Nitrite	\$12.00	SM 4500 NO2B	Legend-AZ
Oil and Grease	\$80.00	EPA 1664A	Legend-AZ
TOC	\$40.00	SM 5310C	Legend-AZ
Ortho-Phosphate	\$13.00	EPA 300.0	Legend-AZ
Oxygen, dissolved	\$15.00	EPA 360.1	Legend-AZ
pH	\$8.00	SM 4500 HB	Legend-AZ
Phenols	\$60.00	EPA 420.1	Turner Labs

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Phosphorus (total)	\$25.00	EPA 365.3	Legend-AZ
Residue (total)	\$12.00	EPA 160.3	Legend-AZ
TDS	\$12.00	SM 2540C	Legend-AZ
TSS	\$12.00	SM 2540D	Legend-AZ
Settleable Solids	\$12.00	SM 2540F	Legend-AZ
Residue, Volatile	\$32.00	EPA 160.4	Legend-AZ
Silica	\$9.00	EPA 200.7	Legend-AZ
Sodium Azide	No Bid	No Bid	No Bid
Specific Conductance	\$10.00	SM 2510B	Legend-AZ
Sulfate	\$13.00	EPA 300.0	Legend-AZ
Sulfide	\$20.00	HACH 8131	Legend-AZ
Sulfite	\$45.00	EPA 377.1	Legend-AZ
Turbidity	\$10.00	EPA 180.1	Legend-AZ

* Calculation requires analysis of NO2+NO3 (\$15) and NO2 (\$12).

3 Metals			
Metals (ICP)	\$9.00	EPA 200.7	Legend-AZ
Metals (ICP-MS)	\$12.00	EPA 200.8	Legend-AZ
Metals (GFAA) (list metals and price)	No Bid	No Bid	No Bid
Gold	\$50.00	EPA 200.7/200.8	Legend-AZ
Iridium	\$50.00	EPA 200.7/200.8	Legend-AZ
Mercury	\$28.00	EPA 245.1	Legend-AZ
Osmium	\$50.00	EPA 200.7/200.8	Legend-AZ
Palladium	\$50.00	EPA 200.7/200.8	Legend-AZ
Platinum	\$50.00	EPA 200.7/200.8	Legend-AZ
Rhodium	\$50.00	EPA 200.7/200.8	Legend-AZ
Ruthenium	\$50.00	EPA 200.7/200.8	Legend-AZ
Titanium	\$9.00	EPA 200.7	Legend-AZ

4 Aquatic Toxicity Bioassay			
Toxicity, Acute	\$1,200.00	EPA 2002.0, 2000	ENSR/AECOM
Toxicity, Chronic	\$3,950.00	EPA 1002.0, 1000.0, 1003.0	ENSR/AECOM

5 Organic Chemical			
Volatile organics GC/MS	\$140.00	EPA 624	Legend-AZ
Acrolein and Acrylonitrile	\$90.00	EPA 624	Legend-AZ
Phenols	\$165.00	EPA 625	Legend-MN
Benzidines	\$165.00	EPA 625	Legend-MN
Phthalate Esters	\$165.00	EPA 625	Legend-MN

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Nitrosamines	\$165.00	EPA 625	Legend-MN
Organochlorine Pesticides and PCBs	\$160.00	EPA 608	Legend-MN
Nitroaromatics and Isophorone	\$165.00	EPA 625	Legend-MN
PAH	\$165.00	EPA 625	Legend-MN
Haloethers	\$165.00	EPA 625	Legend-MN
Chlorinated Hydrocarbons	\$140.00	EPA 8260B	Legend-AZ
2,3,7,8,TCDD (Dioxin)	\$550.00	EPA 1613	Pace Analytical
Tetra through Octa Chlorinated Dioxins and Furans	\$900.00	EPA 1613	Pace Analytical
Triazine Pesticides	\$140.00	EPA 608 (Mod)	Legend-MN
Base/Neutral and Acids (625 or 1625)	\$300.00	EPA 625	Legend-MN
Carbamates and Urea Pesticides	\$140.00	EPA 531.2	Legend-AZ
TPH	\$80.00	EPA 1664A	Legend-AZ
Ethylene Glycol	\$100.00	EPA 8015B (Mod)	Legend-MN
Organophosphorus Pesticides	\$185.00	EPA 1657	Legend-MN
6 Radio Chemistry			
Gross Alpha	\$60.00	EPA 600/00-02	Radiation Safety
Gross Beta	\$60.00	EPA 900.0	Radiation Safety
Total Radium	\$220.00	EPA 903.0/904	Radiation Safety
Radium 226	\$90.00	EPA 903.1	Radiation Safety
7 Other Wastewater Tests			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate	\$60.00	EPA 300.0	Legend-AZ
1657	\$185.00	EPA 1657	Legend-MN
PCB's only	\$140.00	EPA 608	Legend-MN
C. Hazardous Waste			
1 Microbiology			
Total Coliforms			
Multiple Tube Fermentation	\$68.00	SM 9221B	Legend-AZ
Membrane Filter	No Bid	No Bid	No Bid
2 Hazardous Waste Characteristics			
Corrosivity			
pH determination	\$8.00	EPA 9045D	Legend-AZ
Corrosive to steel	No Bid	No Bid	No Bid
Dermal	No Bid	No Bid	No Bid
Ignitability	\$30.00	EPA 1010A	Legend-AZ
Reactivity	No Bid	No Bid	No Bid

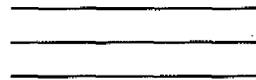
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3 Sample Extraction Procedures			
Extraction procedure toxicity 1310A	No Bid	No Bid	No Bid
TCLP 1311*	\$80.00*	EPA 1311	Legend-AZ, -MN
1320	No Bid	No Bid	No Bid
1330A	No Bid	No Bid	No Bid
SPLP 1312	No Bid	No Bid	No Bid
Specific conductance	\$10.00	EPA 9050A	Legend-AZ
<i>* Metals and semi-volatiles only. Herbicides: \$100/sample; VOCs: \$140/sample.</i>			
4 Sample Prep for Metals			
(explain reason(s) for prep and cost)*	\$12.00	EPA 3010A, 3050B	Legend-AZ
<i>* Digestion required by method prior to analysis.</i>			
5 Inorganic Chemical			
Metals (ICP)	\$9.00	EPA 6010B	Legend-AZ
Metals (ICP-MS)	\$12.00	EPA 6020B	Legend-AZ
Metals (GFAA) (list metals and price)	No Bid	No Bid	No Bid
Chromium Hexavalent	\$50.00	SM 3500 CR D	Legend-AZ
Mercury	\$28.00	EPA 7470/1A	Legend-AZ
White Phosphorus	No Bid	No Bid	No Bid
6 Sample Preparation and Extraction	Included in the price of the analysis		
7 Sample Cleanup			
(explain reason(s) and cost)	No Bid	No Bid	No Bid
8 Organics Chemicals (includes extraction)			
EDB and DBCP	No Bid	No Bid	No Bid
Nonhalogenated Volatile Organics	\$100.00	EPA 8015B	ESC
Volatile Organics	\$160.00	EPA 8260B	Legend-AZ
Organochlorine Pesticides	\$180.00	EPA 8081A	Legend-MN
PCB's	\$120.00	EPA 8082	Legend-MN
PCB's in oil	\$120.00	EPA 8082	Legend-MN
PAH	\$170.00	EPA 8270C	Legend-MN
Semivolatile	\$300.00	EPA 8270C	Legend-MN
9 Miscellaneous			
Cyanide	\$40.00	EPA 9014	Legend-AZ
TOX	\$90.00	EPA 9020B	ESC

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Sulfides	\$28.00	HACH 8131	Legend-AZ
Sulfate	\$20.00	EPA 300.0 (MOD)	Legend-AZ
pH	\$8.00	EPA 9045D	Legend-AZ
Specific Conductance	\$10.00	EPA 9050A	Legend-AZ
TOC	\$60.00	SM 2540G	Legend-AZ
Phenolics	\$170.00	EPA 8270C	Legend-MN
Oil and Grease	No Bid	No Bid	No Bid
Nitrate	\$20.00	EPA 300.0 (MOD)	Legend-AZ
Nitrite	\$20.00	EPA 300.0 (MOD)	Legend-AZ
Chloride	\$20.00	EPA 300.0 (MOD)	Legend-AZ
Bromide	\$30.00	EPA 300.0 (MOD)	Legend-AZ
Fluoride	\$20.00	EPA 300.0 (MOD)	Legend-AZ
Paint filter	\$12.00	EPA 9095A	Legend-AZ
Ortho Phosphate	\$20.00	EPA 300.0 (MOD)	Legend-AZ
10 Asbestos			
Fiber Counting	No Bid	No Bid	No Bid
Bulk Asbestos	\$25.00	EPA 9002	Legend-MN
11 Radiochemical			
Gross Alpha and Beta	\$120.00	EPA 600/00-02, 900.0	Radiation Safety
Alpha-Emitting Radium Isotopes	\$360.00	EPA 903	Radiation Safety
Radium-228	\$400.00	EPA 904	Radiation Safety
12 Other			
Ion Chromatography (Chloride, Nitrate, Nitrite, o-Phosphate, Sulfate)	\$100.00	EPA 300.0 (MOD)	Legend-AZ
D Air and Stack Parameters			
1 Volatiles (includes TCE, PCE, 1,1-DCE, 1,1,1-TCA and Chloroform)	No Bid	Normal 5 day TAT	No Bid
	No Bid	3 day Rush	No Bid
	No Bid	24 hour Rush	No Bid
E Miscellaneous - Other Related Services not Listed Above			
Algae Identification	\$100.00	Microscopy	Legend-AZ
Flash Point	\$30.00	EPA 1010A	Legend-AZ
W/W 503 sludge (* Fecal coliform only)	\$68.00*	Sm 9221E	Legend-AZ
MIB/Geosmin	\$375.00	SM 6040D	Legend-AZ
NDMA	\$300.00	EPA 625	Legend-AZ
Endocrine disruptors	\$390.00	UL Method L200	Underwriter's Labs

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Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>MWH Laboratories</u>				
Company Mailing Address:	<u>750 Royal Oaks Drive, Suite 100</u>				
City:	<u>Monrovia</u>	State:	<u>California</u>	Zip:	<u>91016</u>
Contact Person:	<u>Brad Cahoon</u>		Title:	<u>Senior Sales Associate</u>	
Phone No.:	<u>602-524-0423</u>	FAX:	<u>626-386-1101</u>	E-mail:	<u>Bradley.Cahoon@mwhglobal.com</u>
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.:	<u>20030555-T</u>			or	
Arizona Use Tax No.:	<u>NA</u>				
Federal I.D. No.:	<u>95-1878805</u>				
City & State Where Sales Tax is Paid:	<u>Monrovia</u>		<u>California</u>		
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>NA</u>				

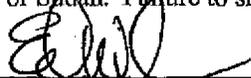
THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Ed Wilson

Title of Authorized Individual (TYPE OF PRINT IN INK) Vice President/Laboratory Manager

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.



Signature of Authorized Offeror

April 13, 2010
Date

Form 201-B (RFP)

(H/RFP 3-2008)

Proposal Questionnaire

Please respond to the following questionnaire and organize the questions and your responses in the same sequence as presented below. Section tab the "Bid Questionnaire Response" portion of your bid response. Make sure you enclose your questionnaire responses and support materials within your submitted bid response.

Firm's Experience and Qualifications

1. What is the address of your office for contract administration and accounts receivable?

MWH Laboratories
15953 North Greenway-Hayden Loop, Suite C
Scottsdale, AZ 85260

MWH Laboratories accounts receivable address is:

MWH Laboratories
Dept. 2726
Los Angeles, CA 90084-2726

2. Submit of your firm's Quality Assurance/Quality Control Plan.

See Exhibit D

3. Identify subcontractors and identify analytical tests for each.

- Legend Technical Services – Drinking Water Viruses
- CH Diagnostics – Giardia and Cryptosporidium
- Pace Analytical Services – 2,3,7,8-TCDD Dioxin
- Radiation Safety – Drinking Water Radiochemistry

4. Submit seven copies of your firm's and identified sub-contractor(s) Arizona Department of Health Services (ADHS) or Environmental Protection Agency (EPA) Licensure.

See Exhibit C

5. Submit your firm's and identified sub-contractor(s) 2008 to present proficiency results inclusive of a copy of corrective action letter sent to ADHS in response to any performance deficiencies for the referenced timeframe.

See Exhibit F

6. Submit your firm's last two (2) audit reports by ADHS or EPA and associated responses and resolution.

See Exhibit E

7. Submit your firm's standard invoice form.

See Exhibit G

8. Does your company have all required Federal, State, and local certifications and licenses required for resulting contract?

Yes No If no, please explain.

9. Are all certifications, licenses and permits current?

Yes No

10. Will your company perform all work for this contract in conformance with all OSHA, Federal, State, County and City safety requirements?

MWH Laboratories will perform all work related to the contract in conformance with all OSHA, Federal, State, County and City safety requirements as they apply to our business and for the locations where our business is being conducted.

11. How many years has your company provided Water Wastewater Laboratory Services?

MWH Laboratories has been providing water wastewater laboratory services continuously since 1969, 40 years, as a division of MWH a global engineering firm.

12. Within the previous five (5) years has your firm been debarred from contracting with any local, state, or federal governmental agency?

Yes No If yes, explain.

13. Within the previous five (5) years has your firm defaulted on any government contract?

Yes No If yes, explain.

14. Within the previous five (5) years has your firm used any subcontractor to perform work on a government contract when that subcontractor had been debarred by a governmental agency?

Yes No If yes, explain.

To the best of our knowledge based on the information provided by our subcontractors and industry reports none of the subcontractors used by MWH Laboratories have been debarred by a government agency within the previous 5 years.

15. List designated Contract Manager who will be responsible for managing all work provided by any resulting contract. (This individual shall be considered "Key Personnel.") Please submit resume with response.

Name: Tom French
Phone Number: 480-778-1558
Cell Number: 602-549-0694
E-mail: Thomas.french@mwhglobal.com

References

1. List three (3) customer references for which your firm has provided Water Wastewater Laboratory Services during the last 24 months (government and/or large business preferred). The City reserves the right to use references not provided by bidder.

Reference One:
Name of Firm: City of Tempe
Contact Person: Tara Ford
Telephone Number: 480-350-2855 Fax Number: 480-350-2677
Length of Contract: 3 consecutive 5 year contracts from 1996 to the present
Services Provided: Safe Drinking Water Act (SDWA) entry point compliance testing, SDWA distribution
System disinfection byproduct compliance testing, new source testing, Unregulated
Contaminant Monitoring Rule (UCMR) testing, DBP non-compliance testing,
LT2 cryptosporidium/giardia testing, IDSE testing and pilot study testing related to
System upgrades and expansions.

Reference Two:
Name of Firm: City of Glendale
Contact Person: Jim Williams
Telephone Number: 623-930-3885 Fax Number: 623-561-1771
Length of Contract: 2 consecutive 5 year contracts and at will agreement going back to 1998
Services Provided: Safe Drinking Water Act (SDWA) entry point compliance testing, SDWA distribution
System disinfection byproduct compliance testing, new source testing, Unregulated
Contaminant Monitoring Rule (UCMR) testing, DBP non-compliance testing,
LT2 cryptosporidium/giardia testing, IDSE testing and APP permit testing for City
reclamation facilities

Reference Three:
Name of Firm: Central Arizona Project
Contact Person: Brian Henning
Telephone Number: 624-869-2567 Fax Number: 623-869-2399
Length of Contract: 1999 to the present, renewed annually
Services Provided: Organic, inorganic, disinfection byproduct and cryptosporidium/giardia testing for CAP
Canal monitoring and groundwater recharge monitoring at the CAP statewide recharge
Facilities

Ability to meet the City's Needs and Response Times.

1. Please provide the availability of lab staff for after-hour emergency analysis and method to be used to contact lab staff.

MWH Labs will provide its facility and staff for after-hour emergency analysis to be coordinated through our designated project manager, Mr. Tom French, by contacting him via his 24 hour number 602-549-0694. As a backup to Mr. French, Steve Waichulaitis assistant project manager can be contacted at 602-300-3468.

MWH Labs normal business hours are 8:00am – 5:00pm Monday through Friday. We are closed for major holidays. Hours outside of these normal business hours will be considered after-hour service.

2. Provide your firm's environmental laboratory capability including: Personnel, equipment, tracking mechanisms, standard operating procedures and data qualifications.

See Exhibit A and Exhibit B (Resumes)

3. Has your company had any experience as a Subject Matter Expert in and out of a Court of Law?

Yes X No ___ If no, please explain. If yes, please explain.

4. Will your firm pickup most samples within six (6) hours of the City's request?

Yes X No ___ If no, explain.

5. Will your firm pickup Fecal coliform samples within two (2) hours of the City's request?

Yes X No ___ If no, explain.

6. Will your firm provide hardcopy and electronic copy final reports for drinking water sample results within twenty (20) working days of laboratory receipt of each sample?

Yes X No ___ If no, explain.

7. Will your firm provide hardcopy and electronic copy final reports for lakes, stormwater, wastewater, and hazardous waste sample results within fifteen (15) working days of laboratory receipt of each sample?

Yes ___ No X If no, explain.

MWH Laboratories is not submitting a proposal for these matrices.

8. Will your firm provide hardcopy and electronic copy final reports for air sample results within five (5) working days of laboratory receipt of each sample?

Yes _____ No X If no, explain.

MWH Laboratories is not submitting a proposal for this matrix.

At times rush analysis of three (3) days will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within three (3) days?

Yes _____ No X If no, explain.

MWH Laboratories is not submitting a proposal for air sample testing.

At times rush analysis of twenty-four (24) hours will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within twenty-four (24) hours?

Yes _____ No X If no, explain.

MWH Laboratories is not submitting a proposal for air sample testing.

9. Will your firm report unacceptable or unacceptable samples within forty-eight hours?

Yes X No _____ If no, explain.

RFP 10-126 - Water Wastewater Laboratory Services

A Drinking Water

1 **Microbiology**

Total coliform

Multiple Tube

Membrane Filter

Colilert

Colisure

Presence-Absence

Heterotrophic Plate Count

Escherichia Coli

Fecal coliform

Viruses

Giardia and Cryptosporidium

NB	-	-
NB	-	-
\$30.00	SM 9223	MWH
NB	-	-
\$30.00	SM 9223	MWH
NB	-	-
\$30.00	SM 9223	MWH
\$675.00	ICR 5/96	Legend
\$450.00	EPA 1623	CH Diagnostics

2 **Sample prep for metals**

(explain reason(s) for prep and cost)*

\$10.00	EPA 200.2	MWH
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*Required if turbidity is greater than 1 NTU. Cost is per sample.

3 **Inorganic Chemical and Physical Characteristics**

Alkalinity

Asbestos

Bromate

Bromide

Chloride

Chlorine

Chlorine Dioxide

Chlorite

Color

Corrosivity

Cyanide

\$10.00	SM 2320B	MWH
\$100.00	EPA 100.2	MWH
\$60.00	EPA 317	MWH
\$25.00	EPA 300.1	MWH
\$12.00	EPA 300.0	MWH
\$15.00	SM 4500CL-G	MWH
\$15.00	SM 4500CLO2-D	MWH
\$25.00	EPA 300.1B	MWH
\$10.00	SM 2120B	MWH
\$30.00	SM 2330B	MWH
\$40.00	SM 4500CN-F	MWH

RFP 10-126 - Water Wastewater Laboratory Services

Cyanide, Amenable	\$60.00	SM 4500CN-G	MWH
Fluoride	\$12.00	SM 4500F C	MWH
Hardness	\$15.00	SM 2340B	MWH
Methylene Blue Active Substances	\$40.00	SM 5540C	MWH
Nitrate	\$12.00	EPA 300.0A	MWH
Nitrite	\$12.00	EPA 300.0A	MWH
Ortho-Phosphate	\$15.00	SM 4500P-E	MWH
Ozone	NB	-	-
pH	\$10.00	SM4500H-B	MWH
TDS	\$10.00	SM 2540C	MWH
Specific Conductance	\$10.00	SM 2510B	MWH
Sulfate	\$12.00	EPA 300.0A	MWH
TOC	\$30.00	SM 5310C	MWH
Turbidity	\$10.00	EPA 180.1	MWH
UV254	\$30.00	SM 5910B	MWH
4 Metals			
Metals (ICP) - per metal price	\$6.00	EPA 200.7	MWH
Metals (ICP-MS) - per metal price	\$6.00	EPA 200.8	MWH
Metals (GFAA) (list metals and price)	NB	-	-
Mercury	\$25.00	EPA 245.1	MWH
5 Organic Chemicals			
Total Trihalomethanes	\$50.00	EPA 524.2	MWH
Volatile Organics	\$80.00	EPA 524.2	MWH
Chlorinated Pesticides	\$100.00	EPA 505	MWH
PCB	w/ EPA 505	-	MWH
Herbicides	\$100.00	EPA 515.4	MWH
EDB/ DBCP	\$50.00	EPA 551.1	MWH
Nitrogen and Phosphorus Pesticides	w/ EPA 525.2	-	MWH
Base/Neutrals and Acids	\$200.00	EPA 525.2	MWH
Carbamates	\$90.00	EPA 531.2	MWH

RFP 10-126 - Water Wastewater Laboratory Services

Dioxins and Furans	\$250.00	EPA 1613	MWH
Glyphosate	\$90.00	EPA 547	MWH
Endothall	\$90.00	EPA 548	MWH
Diquat and Paraquat	\$90.00	EPA 549	MWH
PAH	w/ EPA 525.2	-	MWH
DBPs and Chlorinated Solvents	\$80.00	EPA 524.2	MWH
HAAs	\$90.00	SM 6251B	MWH
Phthalate Esters and Adipates	w/ EPA 525.2	-	MWH
Benzidines and Nitrogen Pesticides	w/ EPA 525.2	-	MWH
Carbonyl Compounds	Not Applicable to SDWA	-	MWH
Chlorinated Acids	\$100.00	EPA 515.4	MWH
6 Radiochemistry			
Gross Alpha	\$50.00	EPA 900.0	Radiation Safety
Gross Beta	\$50.00	EPA 900.0	Radiation Safety
Radium 226	\$75.00	EPA 903.1	Radiation Safety
Radium 228	\$110.00	EPA 904.0	Radiation Safety
Total Radium	\$175.00	EPA 903/904	Radiation Safety
Cesium	NB	-	-
Iodine	\$150.00	EPA 901.1	Radiation Safety
Strontium	\$145.00	EPA 905.0	Radiation Safety
Tritium	\$75.00	EPA 906.0	Radiation Safety
Uranium (isotopic)	\$145.00	EPA 00-07	Radiation Safety
Gamma Emitting Isotopes	\$150.00	EPA 901.1	Radiation Safety
7 Biological			
Microscopic Particulate Analysis	\$250.00	EPA 1992	MWH
8 Other Drinking Water Methods			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate)	\$78.00	Various	MWH
Radon 222	\$50.00	SM 7500RN	MWH

RFP 10-126 - Water Wastewater Laboratory Services

9 UCMR 2 Assessment Monitoring			
527	\$200.00	EPA 527	MWH
529	\$200.00	EPA 529	MWH
Perchlorate	\$175.00	EPA 531	MWH
10 UCMR 2 Screening survey			
535	\$250.00	EPA 535	MWH
525.2	\$200.00	EPA 525.2	MWH
521	\$250.00	EPA 521	MWH
B <u>Wastewater</u>			
1 <u>Microbiology</u>			
Fecal Coliform			
Multi Tube Fermentation	NB	-	-
Membrane Filter	NB	-	-
Total Coliform			
Multi Tube Fermentation	NB	-	-
Membrane Filter	NB	-	-
Fecal Streptococcus			
Multi Tube Fermentation	NB	-	-
Membrane Filter	NB	-	-
Escherichia coli by Colilert MPN	NB	-	-
Escherichia coli (not for NPDES) in conjunction with SM 9221B and 9221 E	NB	-	-
Viruses	NB	-	-
Enteric Viruses	NB	-	-
Giardia and Cryptosporidium	NB	-	-
Ascaris lumbricoides	NB	-	-
Common tapeworm	NB	-	-
Entamoeba histolytica	NB	-	-

RFP 10-126 - Water Wastewater Laboratory Services

2 Inorganic Chemicals, Nutrients and Demand

Acidity	NB	-	-
Alkalinity	NB	-	-
Ammonia	NB	-	-
BOD	NB	-	-
Bromide	NB	-	-
COD	NB	-	-
Chloride	NB	-	-
Chlorine	NB	-	-
Chromium Hexavalent	NB	-	-
Color	NB	-	-
Cyanide (amenable)	NB	-	-
Cyanide, (available)	NB	-	-
Cyanide (total)	NB	-	-
Fluoride	NB	-	-
Hardness	NB	-	-
TKN	NB	-	-
MBAS	NB	-	-
Nitrate	NB	-	-
Nitrite	NB	-	-
Oil and Grease	NB	-	-
TOC	NB	-	-
Ortho-Phosphate	NB	-	-
Oxygen, dissolved	NB	-	-
pH	NB	-	-
Phenols	NB	-	-
Phosphorus (total)	NB	-	-
Residue (total)	NB	-	-
TDS	NB	-	-
TSS	NB	-	-
Settleable Solids	NB	-	-
Residue, Volatile	NB	-	-

RFP 10-126 - Water Wastewater Laboratory Services

Silica	NB	-	-
Sodium Azide	NB	-	-
Specific Conductance	NB	-	-
Sulfate	NB	-	-
Sulfide	NB	-	-
Sulfite	NB	-	-
Turbidity	NB	-	-
3 Metals			
Metals (ICP)	NB	-	-
Metals (ICP-MS)	NB	-	-
Metals (GFAA) (list metals and price)	NB	-	-
Gold	NB	-	-
Iridium	NB	-	-
Mercury	NB	-	-
Osmium	NB	-	-
Palladium	NB	-	-
Platinum	NB	-	-
Rhodium	NB	-	-
Ruthenium	NB	-	-
Titanium	NB	-	-
4 Aquatic Toxicity Bioassay			
Toxicity, Acute	NB	-	-
Toxicity, Chronic	NB	-	-
5 Organic Chemical			
Volatile organics GC/MS	NB	-	-
Acrolein and Acrylonitrile	NB	-	-
Phenols	NB	-	-
Benzidines	NB	-	-
Phthalate Esters	NB	-	-

RFP 10-126 - Water Wastewater Laboratory Services

Nitrosamines	NB	-	-
Organochlorine Pesticides and PCBs	NB	-	-
Nitroaromatics and Isophorone	NB	-	-
PAH	NB	-	-
Haloethers	NB	-	-
Chlorinated Hydrocarbons	NB	-	-
2,3,7,8,TCDD (Dioxin)	NB	-	-
Tetra through Octa Chlorinated Dioxins and Furans	NB	-	-
Triazine Pesticides	NB	-	-
Base/Neutral and Acids (625 or 1625)	NB	-	-
Carbamates and Urea Pesticides	NB	-	-
TPH	NB	-	-
Ethylene Glycol	NB	-	-
Organophosphorus Pesticides	NB	-	-
6 Radio Chemistry			
Gross Alpha	NB	-	-
Gross Beta	NB	-	-
Total Radium	NB	-	-
Radium 226	NB	-	-
7 Other Wastewater Tests			
Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate 1657	NB	-	-
PCB's only	NB	-	-
	NB	-	-
C. Hazardous Waste			
1 Microbiology			
Total Coliforms			
Multiple Tube Fermentation	NB	-	-
Membrane Filter	NB	-	-

RFP 10-126 - Water Wastewater Laboratory Services

2 Hazardous Waste Characteristics

Corrosivity

pH determination

Corrosive to steel

Dermal

Ignitability

Reactivity

NB	-	-

3 Sample Extraction Procedures

Extraction procedure toxicity 1310A

TCLP 1311

1320

1330A

SPLP 1312

Specific conductance

NB	-	-

4 Sample Prep for Metals

(explain reason(s) for prep and cost)

NB	-	-
----	---	---

5 Inorganic Chemical

Metals (ICP)

Metals (ICP-MS)

Metals (GFAA) (list metals and price)

Chromium Hexavalent

Mercury

White Phosphorus

NB	-	-

6 Sample Preparation and Extraction

Included in the price of the analysis

7 Sample Cleanup

(explain reason(s) and cost)

NB	-	-
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RFP 10-126 - Water Wastewater Laboratory Services

8 Organics Chemicals (includes extraction)

EDB and DBCP	NB	-	-
Nonhalogenated Volatile Organics	NB	-	-
Volatile Organics	NB	-	-
Organochlorine Pesticides	NB	-	-
PCB's	NB	-	-
PCB's in oil	NB	-	-
PAH	NB	-	-
Semivolatile	NB	-	-

9 Miscellaneous

Cyanide	NB	-	-
TOX	NB	-	-
Sulfides	NB	-	-
Sulfate	NB	-	-
pH	NB	-	-
Specific Conductance	NB	-	-
TOC	NB	-	-
Phenolics	NB	-	-
Oil and Grease	NB	-	-
Nitrate	NB	-	-
Nitrite	NB	-	-
Chloride	NB	-	-
Bromide	NB	-	-
Fluoride	NB	-	-
Paint filter	NB	-	-
Ortho Phosphate	NB	-	-

10 Asbestos

Fiber Counting	NB	-	-
Bulk Asbestos	NB	-	-

Vendor's Offer

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response offer. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name:	<u>TestAmerica Laboratories, Inc.</u>		
Company Mailing Address:	<u>4625 East Cotton Center Blvd. #189</u>		
City:	<u>Phoenix</u>	State:	<u>AZ</u>
		Zip:	<u>85040</u>
Contact Person:	<u>Elizabeth Wueschner</u>	Title:	<u>Business Development Manager</u>
Phone No.:	<u>602-437-3340</u>	FAX:	<u>602-454-9303</u>
	E-mail: <u>elizabeth.wueschner@testamericainc.com</u>		
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.:	<u>N/A</u>	or	
Arizona Use Tax No.:	<u>20280388-A</u>		
Federal I.D. No.:	<u>23-2919996</u>		
City & State Where Sales Tax is Paid:	<u>Phoenix</u>	<u>Arizona</u>	
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.:	<u>N/A</u>		

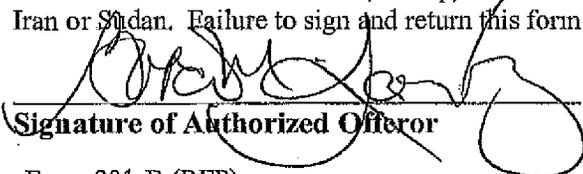
THIS PROPOSAL IS OFFERED BY

Name of Authorized individual (TYPE OR PRINT IN INK) Bosco Ramirez

Title of Authorized Individual (TYPE OF PRINT IN INK) Corporate Operations Director

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Proposal Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal offer will be considered nonresponsive and rejected.


Signature of Authorized Offeror

April 19, 2010
Date

Form 201-B (RFP)

(H:/RFP 3-2008)

At times rush analysis of three (3) days will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within three (3) days?

Yes No If no, explain.

At times rush analysis of twenty-four (24) hours will be required. Will your firm provide hardcopy and electronic copy final reports for air sample results within twenty-four (24) hours?

Yes No If no, explain.

9. Will your firm report unacceptable or unacceptable samples within forty-eight hours?

Yes No If no, explain.

Overall response to RFP

1. Does your company accept all terms and conditions of this solicitation?

Yes X No

2. If selected, will your company allow other government agencies to utilize this contract?

Yes X No

RFP 10-126 - Water Wastewater Laboratory Services

A Drinking Water

1 Microbiology

Total coliform

Multiple Tube	\$30.00	SM 9221E	TestAmerica - Phoenix
Membrane Filter	\$15.00	SM 9222D	TestAmerica - Phoenix
Colilert	\$12.00	SM 9223B	TestAmerica - Phoenix
Colisure	No Bid	No Bid	No Bid
Presence-Absence	\$12.00	SM 9223B	TestAmerica - Phoenix
Heterotrophic Plate Count	\$15.00	SM 9215B	TestAmerica - Phoenix
Escherichia Coli	\$12.00	SM 9223B	TestAmerica - Phoenix
Fecal coliform	\$15.00	SM 9222D	TestAmerica - Phoenix
Viruses	No Bid	No Bid	No Bid
Giardia and Cryptosporidium	No Bid	No Bid	No Bid

2 Sample prep for metals

(explain reason(s) for prep and cost)

Preparation costs are included in the analytical pricing

3 Inorganic Chemical and Physical Characteristics

Alkalinity	\$12.00	SM 2320B	TestAmerica - Phoenix
Asbestos	\$108.00	EPA 100.1	Fiberquant, Inc.
Bromate	\$35.00	EPA 300.1	TestAmerica - Irvine
Bromide	\$10.00	EPA 300.0	TestAmerica - Phoenix
Chloride	\$10.00	EPA 300.0	TestAmerica - Phoenix
Chlorine	\$10.00	Hach 8167	TestAmerica - Phoenix
Chlorine Dioxide	No Bid	No Bid	No Bid
Chlorite	\$35.00	EPA 300.1	TestAmerica - Irvine
Color	No Bid	No Bid	No Bid
Corrosivity	No Bid	No Bid	No Bid
Cyanide	\$30.00	SM 4500-CN, C-E	TestAmerica - Phoenix

RFP 10-126 - Water Wastewater Laboratory Services

Cyanide, Amenable	\$38.50	SM 4500-CN G	TestAmerica - Phoenix
Fluoride	\$10.00	EPA 300.0	TestAmerica - Phoenix
Hardness	\$0.00*	SM 2340B	TestAmerica - Phoenix
Methylene Blue Active Substances	\$35.00	SM 5540C	TestAmerica - Irvine
Nitrate	\$10.00	EPA 300.0	TestAmerica - Phoenix
Nitrite	\$10.00	EPA 300.0	TestAmerica - Phoenix
Ortho-Phosphate	\$10.00	EPA 300.0	TestAmerica - Phoenix
Ozone	No Bid	No Bid	No Bid
pH	\$7.00	SM 4500H B	TestAmerica - Phoenix
TDS	\$12.00	SM 2540C	TestAmerica - Phoenix
Specific Conductance	\$12.00	SM 2510B	TestAmerica - Phoenix
Sulfate	\$10.00	EPA 300.0	TestAmerica - Phoenix
TOC	\$24.00	SM 5310B	TestAmerica - Phoenix
Turbidity	\$11.00	EPA 180.1	TestAmerica - Phoenix
UV254	\$24.00	SM 5910B	TestAmerica - Savannah
*Hardness is a calculation and is no additional charge if the constituents needed to do the calculation are analyzed.			
4 Metals			
Metals (ICP)	\$7.00	EPA 200.7	TestAmerica - Phoenix
Metals (ICP-MS)	\$7.00	EPA 200.8	TestAmerica - Phoenix
Metals (GFAA) (list metals and price)	No Bid	No Bid	No Bid
Mercury	\$22.00	EPA 245.1	TestAmerica - Phoenix
5 Organic Chemicals			
Total Trihalomethanes	\$45.00	EPA 524.2	TestAmerica - Phoenix
Volatile Organics	\$70.00	EPA 524.2	TestAmerica - Phoenix
Chlorinated Pesticides	\$80.00	EPA 508	TestAmerica - Irvine
PCB	\$80.00	EPA 508	TestAmerica - Irvine
Herbicides	\$90.00	EPA 515.4	TestAmerica - Irvine
EDB/ DBCP	\$60.00	EPA 504.1	TestAmerica - Irvine
Nitrogen and Phosphorus Pesticides	\$180.00	EPA 525.2 / EPA 524.2**	TestAmerica - Irvine
Base/Neutrals and Acids	\$105.00	EPA 525.2	TestAmerica - Irvine
Carbamates	\$90.00	EPA 531.1	TestAmerica - Irvine

RFP 10-126 - Water Wastewater Laboratory Services

Dioxins and Furans	*\$275.00	EPA 1613B	TestAmerica - West Sac.
Glyphosate	\$90.00	EPA 547	TestAmerica - Irvine
Endothall	\$90.00	EPA 548.1	TestAmerica - Irvine
Diquat and Paraquat	\$90.00	EPA 549.2	TestAmerica - Irvine
PAH	\$180.00	EPA 525.2 / EPA 524.2**	TestAmerica - Irvine
DBPs and Chlorinated Solvents	\$130.00	EPA 524.2 / EPA 504.1**	TestAmerica - Irvine
HAAs	\$85.00	EPA 552.2	TestAmerica - Irvine
Phthalate Esters and Adipates	\$105.00	EPA 525.2	TestAmerica - Irvine
Benzidines and Nitrogen Pesticides	No Bid	No Bid	No Bid
Carbonyl Compounds	\$90.00	EPA 531.1**	TestAmerica - Irvine
Chlorinated Acids	\$102.00	EPA 515.4	TestAmerica - Irvine

*Pricing is for 2,3,7,8-TCDD only. If full Dioxin and Furans is needed the price is \$590.00.

**TestAmerica is able to analyze for all regulated and unregulated analytes in these groups.

6 Radiochemistry

Gross Alpha	54.75*	EPA 00-02	Radiation Safety Engineering
Gross Beta	54.75*	EPA 900	Radiation Safety Engineering
Radium 226	\$85.00	EPA 903.1	Radiation Safety Engineering
Radium 228	\$128.00	EPA 904	Radiation Safety Engineering
Total Radium	\$195.00	EPA 903.1 & 904	Radiation Safety Engineering
Cesium	\$164.00	EPA 901.1	Radiation Safety Engineering
Iodine	\$165.00	EPA 901.1	Radiation Safety Engineering
Strontium	\$158.00	EPA SR-04	Radiation Safety Engineering
Tritium	\$82.25	EPA 906	Radiation Safety Engineering
Uranium (Total)	\$114.00	EPA 00-07	Radiation Safety Engineering
Gamma Emitting Isotopes	\$164.00	EPA 901.1	Radiation Safety Engineering

*Pricing is \$91.00 if analyzed together.

7 Biological

Microscopic Particulate Analysis	No Bid	No Bid	No Bid
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8 Other Drinking Water Methods

Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate)	\$60.00	EPA 300.0	TestAmerica - Phoenix
Radon 222	\$54.50	SM 7500-Rn	Radiation Safety Engineering

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9 UCMR 2 Assessment Monitoring

527	\$375.00	EPA 527	Underwriters Laboratories
529	\$312.00	EPA 529	Underwriters Laboratories
Perchlorate	\$55.00	EPA 314.0	TestAmerica - Phoenix

10 UCMR 2 Screening survey

535	\$500.00	EPA 535	Underwriters Laboratories
525.2	\$250.00	EPA 525.2	Underwriters Laboratories
521	\$500.00	EPA 521	Underwriters Laboratories

B Wastewater

1 Microbiology

Fecal Coliform

Multi Tube Fermentation	\$30.00	SM 9221E	TestAmerica - Phoenix
Membrane Filter	\$15.00	SM 9222D	TestAmerica - Phoenix

Total Coliform

Multi Tube Fermentation	\$30.00	SM 9221E	TestAmerica - Phoenix
Membrane Filter	\$15.00	SM 9222D	TestAmerica - Phoenix

Fecal Streptococcus

Multi Tube Fermentation	No Bid	No Bid	No Bid
Membrane Filter	No Bid	No Bid	No Bid

Escherichia coli by Colilert MPN

Escherichia coli (not for NPDES) in conjunction with SM 9221B and 9221 E	\$30.00	SM 9223B	TestAmerica - Phoenix
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Viruses	\$30.00	SM 9221F	TestAmerica - Phoenix
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Enteric Viruses	No Bid	No Bid	No Bid
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Giardia and Cryptosporidium	No Bid	No Bid	No Bid
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Ascaris lumbricoides	No Bid	No Bid	No Bid
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Common tapeworm	No Bid	No Bid	No Bid
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Entamoeba histolytica	No Bid	No Bid	No Bid
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2 Inorganic Chemicals, Nutrients and Demand

Acidity	\$12.00	SM 2310B	TestAmerica - Phoenix
Alkalinity	\$12.00	SM 2320B	TestAmerica - Phoenix
Ammonia	\$18.00	SM 4500-NH3 D	TestAmerica - Phoenix
BOD	\$28.00	SM 5210B	TestAmerica - Phoenix
Bromide	\$10.00	EPA 300.0	TestAmerica - Phoenix
COD	\$24.00	SM 5220	TestAmerica - Phoenix
Chloride	\$10.00	EPA 300.0	TestAmerica - Phoenix
Chlorine	\$10.00	HACH 8167	TestAmerica - Phoenix
Chromium Hexavalent	\$24.00	SM3500CR-D	TestAmerica - Phoenix
Color	No Bid	No Bid	No Bid
Cyanide (amenable)	\$38.50	SM 4500-CN G	TestAmerica - Phoenix
Cyanide, (available)	No Bid	No Bid	No Bid
Cyanide (total)	\$30.00	SM 4500-CN, C-E	TestAmerica - Phoenix
Fluoride	\$10.00	EPA 300.0	TestAmerica - Phoenix
Hardness	\$0.00*	SM 2340B	TestAmerica - Phoenix
TKN	\$24.00	SM 4500 Norg C	TestAmerica - Phoenix
MBAS	\$35.00	SM 5540C	TestAmerica - Irvine
Nitrate	\$10.00	EPA 300.0	TestAmerica - Phoenix
Nitrite	\$10.00	EPA 300.0	TestAmerica - Phoenix
Oil and Grease	\$36.00	EPA 1664	TestAmerica - Phoenix
TOC	\$24.00	EPA 5310B	TestAmerica - Phoenix
Ortho-Phosphate	\$10.00	EPA 300.0	TestAmerica - Phoenix
Oxygen, dissolved	\$10.00	SM 4500 O G	TestAmerica - Phoenix
pH	\$7.00	SM 4500H B	TestAmerica - Phoenix
Phenols	\$22.00	EPA 420.1	TestAmerica - Irvine
Phosphorus (total)	\$24.00	SM 4500-P B, E	TestAmerica - Phoenix
Residue (total)	\$10.00	SM 2540B	TestAmerica - Phoenix
TDS	\$10.00	SM 2540C	TestAmerica - Phoenix
TSS	\$10.00	SM 2540D	TestAmerica - Phoenix
Settleable Solids	\$10.00	SM 2540F	TestAmerica - Phoenix
Residue, Volatile	\$12.00	EPA 160.4	TestAmerica - Phoenix

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Silica	\$7.00	EPA 200.7	TestAmerica - Phoenix
Sodium Azide	No Bid	No Bid	No Bid
Specific Conductance	\$12.00	SM 2510B	TestAmerica - Phoenix
Sulfate	\$10.00	EPA 300.0	TestAmerica - Phoenix
Sulfide	\$22.00	SM 4500-S C,D	TestAmerica - Phoenix
Sulfite	No Bid	No Bid	No Bid
Turbidity	\$10.00	EPA 180.1	TestAmerica - Phoenix
*Hardness is a calculation and is no additional charge if the constituents needed to do the calculation are analyzed.			
3 Metals			
Metals (ICP)	\$7.00	EPA 200.7	TestAmerica - Phoenix
Metals (ICP-MS)	\$7.00	EPA 200.8	TestAmerica - Phoenix
Metals (GFAA) (list metals and price)	No Bid	No Bid	No Bid
Gold	\$15.00	EPA 200.7	TestAmerica - Phoenix
Iridium	No Bid	No Bid	No Bid
Mercury	\$22.00	EPA 245.1	TestAmerica - Phoenix
Osmium	No Bid	No Bid	No Bid
Palladium	No Bid	No Bid	No Bid
Platinum	No Bid	No Bid	No Bid
Rhodium	No Bid	No Bid	No Bid
Ruthenium	No Bid	No Bid	No Bid
Titanium	\$7.00	EPA 200.7	TestAmerica - Phoenix
4 Aquatic Toxicity Bioassay			
Toxicity, Acute	\$285.00	EPA/600/4-90/027F* EPA 1002.0 /1000.0	Aquatic Consulting and Testing
Toxicity, Chronic	\$2,310.00	/1003.0**	Aquatic Consulting and Testing
* Pricing is for 100% vs Control (Daphnia, Ceriodaphnia, or Fathead minnow), 24 hour Static Test with 2 replicates.			
**Pricing includes EPA Methods 1002.0 (100% vs Control), 1000.0 (100% vs Control, 4 rep.) and 1003.0 (96 hr, 100% vs Control).			
5 Organic Chemical			
Volatile organics GC/MS	\$70.00	EPA 624	TestAmerica - Phoenix
Acrolein and Acrylonitrile	\$50.00	EPA 624	TestAmerica - Phoenix
Phenols	\$165.00	EPA 625*	TestAmerica - Phoenix
Benzidines	\$165.00	EPA 625*	TestAmerica - Phoenix
Phthalate Esters	\$165.00	EPA 625*	TestAmerica - Phoenix

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Nitrosamines	\$165.00	EPA 625*	TestAmerica - Phoenix
Organochlorine Pesticides and PCBs	\$100.00	EPA 608	TestAmerica - Phoenix
Nitroaromatics and Isophorone	No Bid	No Bid	No Bid
PAH	\$140.00	EPA 610	TestAmerica - Nashville
Haloethers	\$165.00	EPA 625*	TestAmerica - Phoenix
Chlorinated Hydrocarbons	\$165.00	EPA 625*	TestAmerica - Phoenix
2,3,7,8,TCDD (Dioxin)	\$275.00	EPA 1613B	TestAmerica - West Sac.
Tetra through Octa Chlorinated Dioxins and Furans	\$590.00	EPA 1613B	TestAmerica - West Sac.
Triazine Pesticides	No Bid	No Bid	No Bid
Base/Neutral and Acids (625 or 1625)	\$165.00	EPA 625*	TestAmerica - Phoenix
Carbamates and Urea Pesticides	No Bid	No Bid	No Bid
TPH	\$55.00	EPA 1664	TestAmerica - Phoenix
Ethylene Glycol	\$75.00	SW 846 8015	TestAmerica - Nashville
Organophosphorus Pesticides	\$120.00	EPA 1657	TestAmerica - Phoenix

*If all analyte groups are requested for EPA 625, the price is \$165.00

6 Radio Chemistry

Gross Alpha	54.75*	EPA 00-02	Radiation Safety Engineering
Gross Beta	54.75*	EPA 900	Radiation Safety Engineering
Total Radium	\$195.00	EPA 903.1 & 904	Radiation Safety Engineering
Radium 226	\$128.00	EPA 903.1	Radiation Safety Engineering

*Pricing is \$91.00 if analyzed together.

7 Other Wastewater Tests

Ion Chromatography (Fluoride, Chloride, Nitrate, Nitrite, O-Phosphate, Sulfate)	\$60.00	EPA 300.0	TestAmerica - Phoenix
1657	\$120.00	EPA 1657	TestAmerica - Phoenix
PCB's only	\$55.00	EPA 608	TestAmerica - Phoenix

C. Hazardous Waste

1 Microbiology

Total Coliforms			
Multiple Tube Fermentation	\$45.00	SM 9221 B & C Mod	TestAmerica - Phoenix
Membrane Filter	No Bid	No Bid	No Bid

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2 Hazardous Waste Characteristics

Corrosivity

pH determination

Corrosive to steel

Dermal

Ignitability

Reactivity

\$7.00

\$130.00

No Bid

\$22.00

No Bid

SW 846 9045D

SW 846 1110A

No Bid

SW 846 1030

No Bid

TestAmerica - Phoenix

TestAmerica - Nashville

No Bid

TestAmerica - Phoenix

No Bid

3 Sample Extraction Procedures

Extraction procedure toxicity 1310A

TCLP 1311

1320

1330A

SPLP 1312

Specific conductance

No Bid

\$35.00

No Bid

No Bid

\$35.00

No Bid

No Bid

SW 846 1311

No Bid

No Bid

SW 846 1312

No Bid

No Bid

TestAmerica - Phoenix

No Bid

No Bid

TestAmerica - Phoenix

No Bid

4 Sample Prep for Metals

(explain reason(s) for prep and cost)

Preparation costs are included in the analytical pricing

5 Inorganic Chemical

Metals (ICP)

Metals (ICP-MS)

Metals (GFAA) (list metals and price)

Chromium Hexavalent

Mercury

White Phosphorus

\$7.00

\$7.00

No Bid

\$50.00

\$22.00

No Bid

SW 846 6010B

SW 846 6020

No Bid

SW 846 7196A

SW 846 7470/7471A

No Bid

TestAmerica - Phoenix

TestAmerica - Phoenix

No Bid

TestAmerica - Irvine

TestAmerica - Phoenix

No Bid

6 Sample Preparation and Extraction

Included in the price of the analysis

7 Sample Cleanup

(explain reason(s) and cost)

Preparation costs are included in the analytical pricing

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8 Organics Chemicals (includes extraction)

EDB and DBCP	\$75.00	SW 846 8011	TestAmerica - Nashville
Nonhalogenated Volatile Organics	\$90.00	SW 846 8015D*	TestAmerica - Phoenix
Volatile Organics	\$70.00	SW 846 8260B	TestAmerica - Phoenix
Organochlorine Pesticides	\$75.00	SW 846 8081	TestAmerica - Phoenix
PCB's	\$60.00	SW 846 8082	TestAmerica - Phoenix
PCB's in oil	\$60.00	SW 846 8082	TestAmerica - Phoenix
PAH	\$95.00	SW 846 8310	TestAmerica - Phoenix
Semivolatile	\$165.00	SW 846 8270C	TestAmerica - Phoenix

*GRO/DRO/ORO

9 Miscellaneous

Cyanide	\$30.00	SW 846 9014	TestAmerica - Phoenix
TOX	\$100.00	SW 846 9023	TestAmerica - Nashville
Sulfides	\$22.00	SW 846 9030B	TestAmerica - Irvine
Sulfate	\$10.00	SW 846 9056	TestAmerica - Phoenix
pH	\$7.00	SW 846 9045D	TestAmerica - Phoenix
Specific Conductance	No Bid	No Bid	No Bid
TOC	\$30.00	SW 846 9060A	TestAmerica - Irvine
Phenolics	\$25.00	SW 846 9065	TestAmerica - Irvine
Oil and Grease**	\$50.00 / \$100.00	SW 846 9070 / 9071	TestAmerica - Nashville
Nitrate	\$10.00	SW 846 9056	TestAmerica - Phoenix
Nitrite	\$10.00	SW 846 9056	TestAmerica - Phoenix
Chloride	\$10.00	SW 846 9056	TestAmerica - Phoenix
Bromide	\$10.00	SW 846 9056	TestAmerica - Phoenix
Fluoride	\$10.00	SW 846 9056	TestAmerica - Phoenix
Paint filter	\$12.00	SW 846 9095B	TestAmerica - Phoenix
Ortho Phosphate	\$10.00	SW 846 9056	TestAmerica - Phoenix

**\$50.00 for water / \$100.00 for soils

10 Asbestos

Fiber Counting	\$220.00	EPA 100.1	Fiberquant, Inc.
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Bulk Asbestos	\$17.00	EPA 600/R-93/	Fiberquant, Inc.
11 Radiochemical			
Gross Alpha and Beta	\$91.00	EPA 00-02 & 900	Radiation Safety Engineering
Alpha-Emitting Radium Isotopes	\$195.00	EPA 903.1 & 904	Radiation Safety Engineering
Radium-228	\$128.00	EPA 904	Radiation Safety Engineering
12 Other			
Ion Chromatography (Chloride, Nitrate, Nitrite, o-Phosphate, Sulfate)	\$50.00	EPA 9056	TestAmerica - Phoenix
D Air and Stack Parameters			
1 Volatiles (includes TCE, PCE, 1,1-DCE, 1,1,1-TCA and Chloroform)	\$187.50	Normal 5 day TAT*	TestAmerica - Phoenix
	\$281.25	3 day Rush *	TestAmerica - Phoenix
*Method TO-15	\$375.00	24 hour Rush *	TestAmerica - Phoenix
E Miscellaneous - Other Related Services not Listed Above			
Algae Identification			Aquatic Consulting and Testing
	\$85.00	SM 10200H ***	
Flash Point	\$21.00	SW 846 1010	TestAmerica - Phoenix
W/W 503 sludge	No Bid	No Bid	No Bid
MIB/Geosmin	No Bid	No Bid	No Bid
NDMA	\$190.00	SW 846 8270C	TestAmerica - Irvine
Endocrine disruptors	\$1,450.00	**	TestAmerica - West Sac.
** Please see attached flyers regarding TestAmerica - West Sacramento's endocrine disruptor capabilities			
*** Pricing is for identification to the Genus level. Additional services available for additional costs.			

