

**TABULATION SHEET**  
**Bid No. 2009-109-4570 - Annual Contract for**  
**HVAC Systems Chemical Water Treatment and**  
**Consulting Services**

**VENDOR #1**  
 NALCO Company

**VENDOR #2**  
 P/PM Services Inc.

**VENDOR #3**  
 Garratt Callahan Company

**VENDOR #4**  
 Chem-Aqua Inc.

1601 W. Diehl Rd.  
  
 Naperville, Tx 60563  
 LaDonna Martin  
 630.305.1000  
 972.644.1350 fax

1009 Louisiana Ave.  
  
 South Houston, Tx 77587  
 Nikolos Birks  
 713.944.3680  
 713.944.9881 fax

13721 Welch Rd.  
  
 Farmers Branch, Tx 75244-4521  
 John Tritt  
 972.661.5006  
 972.980.0822 fax

2727 Chemsearch Blvd.  
  
 Irving, Tx 75062  
 Jamie Voight  
 972.438.0232  
 972.438.0801 fax

**Opening Date: 20-Aug-09**

**DESCRIPTION:** **Est.**  
**Qty.**

**NCTRCA Certified Vendor (M/Wbe)**  
**Dallas County Taxpayer?**  
**How were you notified?**  
**Addendum Returned ?**

No  
 Yes  
 Letter from DC  
 Yes

No  
 Dallas County website  
 Yes

No  
 Yes/No  
 Letter from DC and Current Vendor  
 Yes

No  
 Yes  
 Dallas County website  
 Yes

**Specify cost per month to provide total Turnkey**  
**Services for Water Treatment Program to**  
**include Consulting, Training, Chemical**  
**Products, Monitoring, Water Treatment**  
**Services, Special Services, and Processing**  
**Simulation Studies as required, per the bid**  
**specifications, general and technical**  
**requirements. Dallas County reserve the right**  
**to discontinue water treatment services at any of**  
**the listed site location deemed necessary with no**  
**adjustment to the unaffected site locations bid**  
**price. Monthly billing invoices should be**  
**adjusted to reflect any deletions/additions. A**  
**ten (10) day written notice will be given by**  
**Dallas County to Contractor regarding any**  
**deletions/additions.**

Location 1- George L. Allen Sr. Court Building, 600 Commerce St, Dallas, Texas 75202	12	months	683.330	\$8,199.96	400.000	\$4,800.00	620.000	\$7,440.00	416.660	\$4,999.92
Location 2- Records Building, 500 Records St., Dallas, Texas 75202	12	months	100.000	\$1,200.00	350.000	\$4,200.00	260.000	\$3,120.00	266.660	\$3,199.92
Location 3 – Cook Chill Facility, 2100 French Settlement, Dallas, Texas 75212	12	months	15.000	\$180.00	85.000	\$1,020.00	250.000	\$3,000.00	233.330	\$2,799.96
Location 4 – Henry Wade Juvenile Justice Center, 2600 Lone Star Dr., Dallas, Texas 75212	12	months	225.000	\$2,700.00	350.000	\$4,200.00	375.000	\$4,500.00	241.660	\$2,899.92
Location 5 - Investment Building, 414 S. R. L. Thornton Frwy., Dallas, Texas 75203	12	months	66.670	\$800.04	140.000	\$1,680.00	100.000	\$1,200.00	91.660	\$1,099.92
Location 6 – JFK Museum, 401 Elm St., Dallas, Texas 75202	12	months	75.000	\$900.00	150.000	\$1,800.00	200.000	\$2,400.00	166.660	\$1,999.92
Location 7- Administration Building, 401 Elm St., Dallas, Texas 75202	12	months	75.000	\$900.00	150.000	\$1,800.00	150.000	\$1,800.00	183.330	\$2,199.96
Location 8 - Bill Decker Jail, 899 Stemmons Frwy., Dallas, Texas 75207	12	months	83.330	\$999.96	200.000	\$2,400.00	150.000	\$1,800.00	183.330	\$2,199.96

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<b>DESCRIPTION:</b>	<b>Est. Qty.</b>									
Location 9 - Low Sterrett Justice Center/Frank Crowley Courts Buildings Complex, 111 – 113 W. Commerce St, Dallas, Texas 75207	12 months	1533.330	\$18,399.96	500.000	\$6,000.00	1200.000	\$14,400.00	525.000	\$6,300.00	
Location 10 - Cliff House, 1545 S. Ewing, Dallas, Texas 75216	12 months	66.670	\$800.04	140.000	\$1,680.00	20.000	\$240.00	50.000	\$600.00	
Location 11 – North Dallas Government Center, 10056 Marsh Ln., Dallas, Texas 75229	12 months	30.000	\$360.00	75.000	\$900.00	100.000	\$1,200.00	83.330	\$999.96	
Location 12 – Health and Human Services Building, 2377 Stemmons Frwy, Dallas, Texas 75207	12 months	83.330	\$999.96	350.000	\$4,200.00	260.000	\$3,120.00	233.330	\$2,799.96	
Location 13 – Institute of Forensics, 2355 Stemmons Frwy., Dallas, Texas 75207	12 months	300.000	\$3,600.00	400.000	\$4,800.00	400.000	\$4,800.00	333.330	\$3,999.96	
Specify additional charges (if any) for water treatment chemicals and regents in excess of 5% (based on system volume) in closed and hot loops system due to system drain, refilling of the systems, and/or water loss:		C-4710 \$4.50/lb.		No additional soct		1) GC12-L/Nitrite \$250.00/5 gallon container 2) GC247L/Cleaner \$125.00/5 gallon container		No Comments		
<b>Total</b>			<b>\$40,039.92</b>		<b>\$39,480.00</b>		<b>\$49,020.00</b>		<b>\$36,099.36</b>	

**Optional Services and Supplies Items**

Specify Labor Rate for services out side the scope of the bid specification requirements:	124.00/hr.	45.00/hr.	100.00/hr. - Normal working hours and 200.00/hr. for holidays and weekends	150.00/hr.
Specify additional charge (if any) for Legionella Testing:	185.00/test	175.00/test	150.00/test	150.00/test
Specify cost/price to check emergency generators (oil & coolant) annually at various building locations throughout Dallas County: Please state the price per check based on the following ranges:		P/PM Services Inc. will provide water treatment products to the point of use. There is no additional charges for water treatment products due to system water loss or drain. P/PM Services Inc. can provide fluid analysis for oil and coolant at \$35.00 per oil sample \$80.00 per coolant sample , but will not add or refill any oil or coolant reservoirs		
1-5 buildings	215.00/per building	See Above Statement	100.00/bldg. for coolant and oil	
6-10 buildings	215.00/per building	See Above Statement	95.00/bldg. for coolant and oil	
11-15 buildings	215.00/per building	See Above Statement	90.00/bldg. for coolant and oil	50.00 per test/bldg.

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16 and above buildings 215.00/per building

Specify additional charges (if any) for water treatment chemicals and regents in excess of 5% (based on system volume) in closed and hot loops system due to system drain, refilling of the systems, and/or water loss:  
 C-4710 \$4.50/lb.

See Above Statement

80.00/bldg. for coolant and oil

1) GC12-L/Nitrite \$250.00/5 gallon container

40.00 per 1000 gal. of untreated makeup

Specify additional charges (if any) for 40 or 50 pound bags of Coarse Salt Pellets with rust dissolving additive to inhibit rust and a 99.6% or better purity rating .

Specify cost per bag  
 Specify bag size (i.e. 40 or 50 pounds)  
 Specify Brand/Part Number Being Proposed for Salt Pellets

No information at bid time  
 50 lbs.  
 To be determined

13.00/bag + freight  
 50 lbs.  
 Tru-soft or equal

7.25 per bag in pallets of 49 bags  
 50 lbs.  
 United Salt (part #8319)

7.96/bag  
 40 lbs.  
 Pellet Salt

Specify any additional comments/cost/etc. included with your bid proposal, if applicable:

No Comments

P/PM Services Inc. will provide water treatment products to the point of use. There is no additional charges for water treatment products due to system water loss or drain. P/PM Services Inc. can provide fluid analysis for oil and coolant at \$35.00 per oil sample \$80.00 per coolant sample , but will not add or refill any oil or coolant reservoirs

1) Use of Fiberscope to check chiller tubes - \$500.00 per 3 days 2) Passification of Galvanized/Zinc Cooling Tower - \$800.00 per 2 cell tower, 3) GC316 - \$700.00 per case = 144 units

No Comments

Specify Prompt Payment Discount Terms:

Net 30 days

0%-0 days

NA

**Information to be furnished with bid proposal**

1. Company History, Experience and Qualifications: Provide a brief overview of its organization, explaining how it has provided water treatment as its primary business. In addition to above, submit the following information:

- Business name
- Address
- Contact person
- Phone number
- Email address
- Number of full-time service employees
- Number of years in Business providing water treatment as its primary business

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2. Service Representatives: Identify Primary and Alternate Service Representative bidder will assign to this contract. Provide the following for each representative:

- Name
- Address
- Phone Number
- School Attended
- Years Attended
- Degree Obtained
- Full Time Employee of Bidder
- Verification of Safety Training - Documentation of training from a company training / educational program must be included with your submittal.
- Verification of Safety Manual & Regulations - Copies of the company's safety manual and regulations will be provided with Bid.
- Verification of Qualifications - Provide Resume detailing experience and qualifications required to perform duties as required in this bid.

3. References: Bidder is to submit a list of five (5) present customers they have serviced for at least one (1) year.

4. Service Level and Response Time - Please list examples of 24-hour coverage and emergency response.

5. Laboratory Capabilities: Laboratory name, laboratory capabilities and to include sample analytical reports as evidence of firm's laboratory capabilities.

6. The list of all proposed chemicals and reagents that will be utilized under this contract.

7. Equipment Lay-up Plan: Storage of off-line equipment can be critical to be overall operation of our plant. A recommended plan describing how off line equipment shall be stored

8. Quality Improvement: Please provide a summary of your own company's continuous Quality Improvement Program. Include an outline of the quality education, which your firm's employees receive,

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9. Training: Please provide a summary of the training your firm can provide to Dallas County. This training should include how to perform tests and monitor chemical program results, how to work safely with chemical products, and general training regarding boiler, cooling, and chiller systems. Samples of published training materials should be included with bid.

10. On-Site Analysis: Dallas County requires that water treatment companies must have the capability for on-site analysis of energy efficiency. Boiler efficiency, overall chiller efficiency, condenser efficiency, and evaporator efficiency must be able to be performed on a regular basis. Please submit a summary of your firm's capability in this area.

**Please answer the questions listed below:**

Specify the name and telephone number of the account representative who will be handling this account:

La Donna Martin  
 214.717.8718

Nikolos Birks - Account  
 Executive 713.253.0020

Beth Power 214.450.8088

Steve Ebeling , Jamie  
 Voigt

Does your firm/company have a price list for optional water treatment chemicals and supplies items that Dallas County may purchase on an as needed/as requested basis for their inventory?

Yes

Yes

Yes

NA

Is the price list enclosed with your bid proposal?

No

Yes

No

NA

Specify % discount off of price list (if any)

0%

5%

0% - Per Tx Mas Terms

NA

How often the price list is updated (i.e. monthly, quarterly, semi-annually, annually):

Annually

Quarterly

Per TxMas Contract

NA

• Does your firm/company have the require insurance coverage stated under SECTION 3 - INSURANCE REQUIREMENTS

Yes

Yes

Yes

Yes

If, No will your firm be able to obtained the required coverage within ten (10) days upon notification of contract award?

Yes

NA

• **Information on Provision of Health Insurance Coverage for Employees**

a) Does your company provide health insurance coverage to its employees?

Yes

Yes

Yes

Yes

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**DESCRIPTION:**

**Est.  
 Qty.**

b) If your company does provide health insurance coverage to its employees, does the company share in the cost a minimum of 75% for employee only coverage and 50% for family coverage?

No Comments

Yes - 50% employee

Yes

Yes

c) If your company provides health insurance coverage to its employees, is the coverage comparable to the services provided by Dallas County as described in the attached summary plan description? (See Attachment - A)

Yes

Yes

Yes

Yes

d) If your company plans to utilize subcontractors in the fulfillment of this bid, does each of the subcontractors provide health insurance coverage to their employees that compares to Dallas County's health insurance coverage and share in the cost?

No

NA

No Comments

NA

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**Bid No. 2009-109-4570 - Annual Contract for HVAC Systems Chemical Water Treatment and Consulting Services**

**VENDOR #5**  
Waco Hotel Supply Co, Inc.

**VENDOR #6**  
Advantage Water Engineering LLC

308 Lake Air Dr.  
Waco, Tx 76710  
Shaleen Tillman  
254.772.8600  
254.772.1158 fax

9113 Sovereign Row  
Don English  
972.387.0358  
972.387.9718 fax

**Opening Date: 20-Aug-09**

**DESCRIPTION:** **Est. Qty.**

**NCTRCA Certified Vendor (M/Wbe)** No  
**Dallas County Taxpayer?** No  
**How were you notified?** RFP Depot  
**Addendum Returned ?** No

No  
Yes  
Dallas County website  
No

**Specify cost per month to provide total Turnkey Services for Water Treatment Program to include Consulting, Training, Chemical Products, Monitoring, Water Treatment Services, Special Services, and Processing Simulation Studies as required, per the bid specifications, general and technical requirements. Dallas County reserve the right to discontinue water treatment services at any of the listed site location deemed necessary with no adjustment to the unaffected site locations bid price. Monthly billing invoices should be adjusted to reflect any deletions/additions. A ten (10) day written notice will be given by Dallas County to Contractor regarding any deletions/additions.**

Location 1- George L. Allen Sr. Court Building, 600 Commerce St, Dallas, Texas 75202	12	months	878.000	\$10,536.00	708.000	\$8,496.00
Location 2- Records Building, 500 Records St., Dallas, Texas 75202	12	months	370.000	\$4,440.00	330.000	\$3,960.00
Location 3 – Cook Chill Facility, 2100 French Settlement, Dallas, Texas 75212	12	months	102.000	\$1,224.00	50.000	\$600.00
Location 4 – Henry Wade Juvenile Justice Center, 2600 Lone Star Dr., Dallas, Texas 75212	12	months	215.000	\$2,580.00	708.000	\$8,496.00
Location 5 - Investment Building, 414 S. R. L. Thornton Frwy., Dallas, Texas 75203	12	months	215.000	\$2,580.00	200.000	\$2,400.00
Location 6 – JFK Museum, 401 Elm St., Dallas, Texas 75202	12	months	0.000	\$0.00	0.000	\$0.00
			No pricing on Location 6 due to the fact company failed to provide the addendum		No pricing on Location 6 due to the fact company failed to provide the addendum	
Location 7- Administration Building, 401 Elm St., Dallas, Texas 75202	12	months	315.000	\$3,780.00	100.000	\$1,200.00
Location 8 - Bill Decker Jail, 899 Stemmons Frwy., Dallas, Texas 75207	12	months	135.000	\$1,620.00	330.000	\$3,960.00

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<b>DESCRIPTION:</b>	<b>Est. Qty.</b>					
Location 9 - Lew Sterrett Justice Center/Frank Crowley Courts Buildings Complex, 111 – 113 W. Commerce St, Dallas, Texas 75207	12 months	242.000	\$2,904.00	2725.000	\$32,700.00	
		*North Tower & Lew Sterrett combined in the addendum as one location. (107.00 + 135.00 = 242.00) Company did not return addendum		*North Tower & Lew Sterrett combined in the addendum as one location. (100.00 + 2625.00 = 2725.00) Company did not return addendum		
Location 10 - Cliff House, 1545 S. Ewing, Dallas, Texas 75216	12 months	188.000	\$2,256.00	100.000	\$1,200.00	
Location 11 – North Dallas Government Center, 10056 Marsh Ln., Dallas, Texas 75229	12 months	1343.000	\$16,116.00	100.000	\$1,200.00	
Location 12 – Health and Human Services Building, 2377 Stemmons Frwy, Dallas, Texas 75207	12 months	54.000	\$648.00	330.000	\$3,960.00	
Location 13 – Institute of Forensics, 2355 Stemmons Frwy., Dallas, Texas 75207	12 months	860.000	\$10,320.00	1540.000	\$18,480.00	
Specify additional charges (if any) for water treatment chemicals and regents in excess of 5% (based on system volume) in closed and hot loops system due to system drain, refilling of the systems, and/or water loss:		No Comments		No Additional Cost		
<b>Total</b>			<b>\$59,004.00</b>		<b>\$86,652.00</b>	

**Optional Services and Supplies Items**

Specify Labor Rate for services out side the scope of the bid specification requirements:	No Comments	95.00/hr.
Specify additional charge (if any) for Legionella Testing:	No Comments	300.00/test
Specify cost/price to check emergency generators (oil & coolant) annually at various building locations throughout Dallas County: Please state the price per check based on the following ranges:	Did Not Return addendum that reflected these changes	Did Not Return addendum that reflected these changes
1-5 buildings		See Above Statement
6-10 buildings		See Above Statement
11-15 buildings		See Above Statement
16 and above buildings		See Above Statement



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No Comments

No additional cost

Specify additional charges (if any) for 40 or 50 pound bags of Coarse Salt Pellets with rust dissolving additive to inhibit rust and a 99.6% or better purity rating .

Specify cost per bag  
Specify bag size (i.e. 40 or 50 pounds)  
Specify Brand/Part Number Being Proposed for Salt Pellets

No Comments  
No Comments  
No Comments

12.50/bag  
40 lbs.  
Morton

Specify any additional comments/cost/etc. included with your bid proposal, if applicable:

No Comments

NA

Specify Prompt Payment Discount Terms:

0%-0Days

No Comments

**Information to be furnished with bid proposal**

1. Company History, Experience and Qualifications: Provide a brief overview of its organization, explaining how it has provided water treatment as its primary business. In addition to above, submit the following information:

- Business name
- Address
- Contact person
- Phone number
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- Degree Obtained
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- Verification of Safety Training - Documentation of training from a company training / educational program must be included with your submittal.
- Verification of Safety Manual & Regulations - Copies of the company's safety manual and regulations will be provided with Bid.
- Verification of Qualifications - Provide Resume detailing experience and qualifications required to perform duties as required in this bid.

3. References: Bidder is to submit a list of five (5) present customers they have serviced for at least one (1) year.

4. Service Level and Response Time - Please list examples of 24-hour coverage and emergency response.

5. Laboratory Capabilities: Laboratory name, laboratory capabilities and to include sample analytical reports as evidence of firm's laboratory capabilities.

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**Qty.**

9. Training: Please provide a summary of the training your firm can provide to Dallas County. This training should include how to perform tests and monitor chemical program results, how to work safely with chemical products, and general training regarding boiler, cooling, and chiller systems. Samples of published training materials should be included with bid.

10. On-Site Analysis: Dallas County requires that water treatment companies must have the capability for on-site analysis of energy efficiency. Boiler efficiency, overall chiller efficiency, condenser efficiency, and evaporator efficiency must be able to be performed on a regular basis. Please submit a summary of your firm's capability in this area.

**Please answer the questions listed below:**

Specify the name and telephone number of the account representative who will be handling this account:

Wayne Leitner 214.542.1114

Stephens Tinkle  
214.709.8970

Does your firm/company have a price list for optional water treatment chemicals and supplies items that Dallas County may purchase on an as needed/as requested basis for their inventory?

Yes

Yes

Is the price list enclosed with your bid proposal?

No

No

Specify % discount off of price list (if any)

No Comments

No

How often the price list is updated (i.e. monthly, quarterly, semi-annually, annually):

Semi-Annually

Annually

• Does your firm/company have the require insurance coverage stated under SECTION 3 - INSURANCE REQUIREMENTS  
If, No will your firm be able to obtained the required coverage within ten (10) days upon notification of contract award?

Yes

Yes

**• Information on Provision of Health Insurance Coverage for Employees**

a) Does your company provide health insurance coverage to its employees?

Yes

Yes

**TABULATION SHEET**  
**Bid No. 2009-109-4570 - Annual Contract for HVAC Systems Chemical Water Treatment and Consulting Services**

**VENDOR #5**  
Waco Hotel Supply Co, Inc.

308 Lake Air Dr.  
Waco, Tx 76710  
Shaleen Tillman  
254.772.8600  
254.772.1158 fax

**VENDOR #6**  
Advantage Water Engineering LLC

9113 Sovereign Row  
Don English  
972.387.0358  
972.387.9718 fax

**Opening Date: 20-Aug-09**

**DESCRIPTION:** **Est. Qty.**

b) If your company does provide health insurance coverage to its employees, does the company share in the cost a minimum of 75% for employee only coverage and 50% for family coverage?

Yes

Yes

c) If your company provides health insurance coverage to its employees, is the coverage comparable to the services provided by Dallas County as described in the attached summary plan description? (See Attachment - A)

Yes

Yes

d) If your company plans to utilize subcontractors in the fulfillment of this bid, does each of the subcontractors provide health insurance coverage to their employees that compares to Dallas County's health insurance coverage and share in the cost?

Yes

NA