



# California Integrated Waste Management Board

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Gray Davis  
Governor

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Secretary for  
Environmental  
Protection

February 22, 2002

To: All Prospective Bidders

**Addendum 1  
To the Invitation For Bid  
Environmental Laboratory And  
Sampling Service Contract  
IWM-C0140**

- A. This Addendum – 01, is intended to provide bidders with the answers to written questions received during the time period of February 6, 2002 – February 20, 2002.
- B. Attached to this Addendum – 01, is the mailing list for this Invitation For Bid. This mailing list includes the names of those entities who requested a copy of this IFB, as well as those who submitted questions for this IFB.
- C. Attached is the Bid Sheet that was requested from the question and answer period.

All other terms, conditions, and instructions for the Invitation For Bid remain the same.

Sincerely,

Sue Chow  
Contract Analyst  
Administrative Services Branch

Enclosure(s)

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California Environmental Protection Agency

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**Questions and Answers  
Environmental Laboratory And  
Sampling Services Contract  
IWM-C0140**

**Q1. Because shipping costs, particularly overnight shipping costs can be substantial will IWM commit to a minimum purchase amount such as \$ 500 to \$1000 worth of testing per shipment so that costs can be amortized over a reasonable amount of work. It is certainly not reasonable to expect the Lab to pay \$ 50.00 overnight shipping on water samples for say 2-3 micro test at \$ 10/each.**

A1. No. These costs should be anticipated and considered and factored into the costs of the analyses listed on the price list.

**Q2. Please clarify the paragraph on page 17 “The contract laboratory may be required to perform other tests as needed and additional work not normally included on the tasks listed above (e.g. field sampling, experimental design, statistical analysis, review and evaluation of analytical data, etc.) without introducing additional overhead costs resulting from using subcontractors, including shipping and handling costs”.**

**Most labs bill subcontracted work using their costs incurred (testing costs plus shipping costs and labor) plus some fixed fee. Is this acceptable to IWM? If not please clarify how you expect subcontracted work to be billed.**

A2. No. If your lab is incapable of performing the analyses, these costs should be anticipated and considered and factored into the costs of the analyses listed on the price list. The CIWMB will not pay itemized bills (shipping, labor, mileage, etc.) for these analyses.

**Q3. For “additional work” it would be the labs expectation to receive payment of standard time and material rates as published in our price list. Projects involving travel for sampling would have standard travel costs or mileage billed. Is this acceptable?**

**Please clarify the statement on turnaround times “No payment will be made for analysis of samples if the agreed upon sample turnaround time is exceeded, so as to compromise the sample integrity or timeliness of the results, as determined by Board staff”.**

A3. No. The CIWMB will not pay itemized bills (shipping, labor, mileage, etc.) for analyses. If there are additional costs involved with delivery, shipping, materials, labor, etc. they must be anticipated and considered and factored into the costs of the analyses listed on the price list.

It is the intent of CIWMB not to pay for the work done if the reports are later than promised. Of course unavoidable delays or extenuating circumstances will be considered on a case-to-case basis.

**Q4. The number of labs doing some tests is quite small for compounds like dioxin, and certain radioactive species such as Strontium and Radium. The normal turnaround time is 4 to 8 weeks. Also, some types of bioassays require multi-day testing and the RFQ specified TAT simply can not be met for some tests. For example on your bid sheets you have requested a price for 24-hour turnaround from CAM methods. The procedure for testing for these metals requires a 48-hour extration before an analysis is done. A 24 hour TAT could not be supplied and the method done as it should.**

A4. Fill in these blanks for those spaces with an asterix and explanations at the bottom of the page. Also the contract administrator or the project manager should be advised of these times after the samples and chains of custody are received.

**Q5. Please clarify if it is the intent of IWM to actually not pay for work done if the reports are a day or two late or if you will not pay only when integrity is compromised such as if holding times are missed?**

A5. It is the intent of CIWMB not to pay for the work done if the reports are later than promised. Of course unavoidable delays or extenuating circumstances will be considered on a case-to-case basis.

**Q6. Please note that the RFQ has a major inconsistency on the expected TAT. The bid sheets and the test on page 18 do not agree on TAT requirements.**

A6. The IFB does incorrectly state an incorrect length of time for standard turnaround time on the bid sheet. Standard priority should be: results to be facsimiled (10) business days from sample receipt date, and the final written report should be received 15 business days after receipt date.

**Q7. The IFB comments on Sampling Equipment section 6 seems to cover only equipment such as is used for industrial hygiene testing. Is there any expectation that equipment other than containers will be needed for other types of samples?**

**Expensive items such a summa canisters and pumps simply can not be supplied without reasonable certainty that samples will be collected promptly and the equipment returned. If no samples are collected and the items are unused how is the lab supposed to recover their costs for shipping and loss of use. Can daily use fees be charged for loaned equipment?**

A7. At this time the CIWMB anticipates only the need for various sampling containers, however that may change.

No daily use fees can be charged for loaned equipment. Sometimes it is anticipated that certain samples will be taken for certain analyses, and it turns out that it is not necessary to collect said samples. These costs should be anticipated and considered and factored into the costs of the appropriate analyses.

**Q8. The request for quote requires that the primary lab be located in California. Is it also required that all subcontracted laboratories also be located in California?**

- A8. No, subcontracted labs do not have to be located in California. However, they must be accredited by the Department of Health Services through its ELAP program. If the subcontracted lab is to be used for industrial hygiene testing it must also meet the criteria listed on page 17, number 2 (Industrial Hygiene Criteria) of the Scope of Work.
- Q9. Please clarify what you mean on page 17 item r, by isotopic differentiation? Neither IH labs or common environmental would consider C-14 dating to be standard environmental testing. Please identify the qualifications and certifications you expect for laboratories doing C-14 testing and isotopic differentiation.**
- A9. Isotopic differentiation/radiocarbon dating is very rarely needed, but necessary analysis, used by the CIWMB as a method to differentiate between methane generated by landfill decomposition and swamp gas. It is up to the primary lab to ensure that any subcontracted lab is properly certified to do this analysis as the CIWMB is relying on their expertise in the testing field to provide us with reliable and accurate data.
- Q10. Please list the lab or laboratories currently providing these services and the bid sheets (prices) submitted for this work.**
- A10. Excelchem Environmental Laboratories. See attached.

## C0140

date	lastname	firstname	company	address	city	state	zip	e-mail
2/13/02	Agabin	Ronald A.	<a href="#">Advanced Technology Laboratories</a>	3283 Walnut Ave.	Signal Hill	CA	90807	<a href="mailto:ronald@atlglobal.com">ronald@atlglobal.com</a>
2/7/02	Ameli	Nicky	EMS Laboratories, Inc	117 W. Bellevue	Pasadena	CA	91105	<a href="mailto:nickyameli@emslabs.com">nickyameli@emslabs.com</a>
2/7/02	Belcher	TonyIH	Wes-Tech Enviromental	1421 Stoddard streets	Sacramento	CA	95822	
2/6/02	Calcagno	Kevin	<a href="#">Sequoia Analytical</a>	819 Striker Avenue, # 8	Sacramento	CA	95834	<a href="mailto:kcalcagno@sequoialabs.com">kcalcagno@sequoialabs.com</a>
2/13/02	Carpenter	Philip D.	<a href="#">ToxScan Inc.</a>	42 Hangar Way	Watsonville	CA	95076-2402	<a href="mailto:pcarpenter@toxscan.com">pcarpenter@toxscan.com</a>
2/7/02	Carter	Jim	<a href="#">EMAX Laboratories</a>	1835 W. 205th Street	Torrance	CA	90501	<a href="mailto:icarter@emaxlabs.com">icarter@emaxlabs.com</a>
2/9/02	Chambers	Mike	<a href="#">Envirmental Engineering LAB</a>	3538 Hancock Street	San Diego	CA	92110	<a href="mailto:eel@master2.net">eel@master2.net</a>
	Clark	Robert	<a href="#">CSC,Inc.</a>	21732 Devonshire Street Suite B	Chatsworth	CA	91311	<a href="mailto:robertclark@csceng.com">robertclark@csceng.com</a>
2/8/02	Coburn	Douglas W	<a href="#">CTL Environment Service</a>	24404 South Vermont Avenue, Suite 307	Habor City	CA	90710	<a href="mailto:dcoburn@ctles.com">dcoburn@ctles.com</a>
2/8/02	Cooper	Bill	<a href="#">Twining Laboratories</a>	2527 Fresno Street	Fresno	CA	93721	<a href="mailto:Billc@twining.com">Billc@twining.com</a>
2/13/02	Cortez	Robert D.	<a href="#">Zalco Laboratories Inc.</a>	4309 Armour Avenue	Bakersfield	CA	93308	<a href="mailto:zalcodir@lightspeed.net">zalcodir@lightspeed.net</a>
2/6/02	Desilets	Curtis B.	<a href="#">Enviro-Chem, Inc.</a>	1214 E. Lexington Ave.	Pomona	CA	91766	<a href="mailto:enmvirocheminc@yahoo.com">enmvirocheminc@yahoo.com</a>
2/14/02	Hannell	Bill	Acculabs Inc	1046 Olive Drive	Davis	CA	95616	<a href="mailto:wfhannell@aol.com">wfhannell@aol.com</a>
2/14/02	Hannell	Bill	Acculabs Inc	974 Wallace Drive	Woodland	CA	95776	<a href="mailto:wfhannell@aol.com">wfhannell@aol.com</a>
2/19/02	Havalias	George	American Analytics	9765 Eton Ave.	Chatsworth	CA	91311	<a href="mailto:george.havalias@americananalytics.com">george.havalias@americananalytics.com</a>
2/7/02	Hester	Norman	<a href="#">Truesdail Laboratories</a>	14201 Franklin Ave.	Tustin	CA	92780	<a href="mailto:norman@truesdail.com">norman@truesdail.com</a>
2/8/02	Johnson	Cathy	<a href="#">Kleinfelder, Inc</a>	1410 "F" Street	Fresno	CA	93706	<a href="mailto:cmjohnson@kleinfelder.com">cmjohnson@kleinfelder.com</a>
2/7/02	Killey	John	<a href="#">Sierra-Pacific Group</a>	1102 Windfield Way, Suite 1	El Dorado Hills	CA	95762	<a href="mailto:jkilley@sierra-pacific.com">jkilley@sierra-pacific.com</a>
2/13/02	Kushkaki	Nabjib	<a href="#">PTR</a>	8507 Capricorn Way, #16	San Diego	ca	92126	<a href="mailto:projx@aol.com">projx@aol.com</a>
2/7/02	Lin	Jim	<a href="#">Applied P &amp; Ch Laboratory</a>	13760 Magnolia Ave	Chino	CA	91710	<a href="mailto:JIM@APCLAB.COM">JIM@APCLAB.COM</a>
2/7/02	Mai	Christopher	<a href="#">Engineering/Remediation Resources Group</a>	4070 Nelson Avenue, Suite B	Concord	CA	94520	<a href="mailto:cmair@errg.net">cmair@errg.net</a>
2/13/02	Mars	Terri	<a href="#">Excelchem Environmental Labs</a>	500 Giuseppe Court, Suite 3	Roseville	CA	95678	<a href="mailto:terri.excelchem@surewest.net">terri.excelchem@surewest.net</a>
2/14/02	Melville	Tisha	<a href="#">Professional Service Industries, Inc.</a>	6867 Nancy Ridge Drive, Suite E	San Diego	CA	92121	<a href="mailto:tmelville@psiusa.com">tmelville@psiusa.com</a>
2/7/02	Moore	Cyndi K.	<a href="#">E.S Barcock &amp; Sons, Inc. Laboratory</a>	6100 Quail Valley Court	Riverside	CA	92507	<a href="mailto:esbsales@aol.com">esbsales@aol.com</a>
2/8/02	Pierri	Alfredo	<a href="#">Weck Laboratories, Inc.</a>	14859 E. clark Avenue	Industry	CA	91745	<a href="mailto:apierrri@wecklabs.com">apierrri@wecklabs.com</a>
2/8/02	Pierri	Alfredo	<a href="#">Weck Laboratories, Inc.</a>	14853 E. clark Avenue	Industry	CA	91745	
2/7/02	Romero	Marilyn	Weck Laboratories, Inc.	14859 East Clark Ave.	City of Industry	CA	91745	<a href="mailto:info@wecklabs.com">info@wecklabs.com</a>
2/8/02	Saunders	Richard	<a href="#">ATC Associates Inc.</a>	50 East Foehill Boulevard,Suite 300	Arcadia	CA	91006	<a href="mailto:saunders52@atcenviro.com">saunders52@atcenviro.com</a>
2/14/02	Shatting	Jennifer	<a href="#">EnviroMatrix Analtical Inc.</a>	4340 Viewridge Ave., Ste A	San Diego	CA	92123	<a href="mailto:jshatting@aol.com">jshatting@aol.com</a>
2/13/02	Wentz	Alan	<a href="#">Schneider Laboraties, Inc.</a>	2512 W. Cary Street	Richmond	VA	23220	<a href="mailto:awentz@slabin.com">awentz@slabin.com</a>

## BID PRICE SUBMITTAL

### IWM-C9037 ENVIRONMENTAL LABORATORY AND SAMPLING SERVICES CONTRACT

Complete this form and submit the original in accordance with this IFB.

Test methods listed below are for evaluation purposes only. Each bid submittal package shall include a complete price list (in alphabetical order) for the test methods and services listed in the Scope of Work document for both, standard (10 business days) and urgent (24 hours) turnaround times.

#### Rating Criteria for Evaluating Environmental Services Bid Submittals:

	Unit Cost**	Factor	Unit Cost X Factor
<b>Gas Analyses (standard turnaround time)</b>			
Fixed Gases (ASTM D-1945)	...50...	0.15	...7.5
Total Organics (EPA TO-15)*	...140...	0.25	...35
<b>Gas Analyses (urgent turnaround time)</b>			
Fixed Gases (ASTM D-1945)	...100...	0.12	...12
Total Organics (EPA TO-15)*	...250...	0.20	...50
<b>Burn Ash Analyses (standard turnaround time)</b>			
CAM 17 Metals (EPA 6010/7471)	...130...	0.05	...6.5
CAM 5 Metals (EPA 6010)	...50...	0.03	...1.5
TCLP RCRA Metals (EPA 1311)	...90...	0.03	...2.7
Lead DI-WET, WET (EPA 6010)	...50...	0.03	...1.5
<b>Burn Ash Analyses (urgent turnaround time)</b>			
CAM 17 Metals (EPA 6010/7471)	...250...	0.03	...7.5
CAM 5 Metals (EPA 6010)	...100...	0.02	...2
TCLP RCRA Metals (EPA 1311)	...170...	0.02	...3.4
Lead DI-WET, WET (EPA 6010)	...70...	0.02	...1.4
<b>Liquid Analyses (standard turnaround time)</b>			
Purgeable Halocarbons by GC (EPA 601)	...70...	0.03	...2.1
Purgeable Organics by GC/MS (EPA 624)	...90...	0.02	...1.8
<b>Total</b>			<b>\$ 134.9</b>

\* Reusable sample canisters must be certified clean for at least one canister in five for each separate sampling event  
 \*\* Unit cost for both urgent and for regular turnaround times must include all additional costs, which may result from using a subcontracting laboratory, shipping costs, sampling equipment (thermometers, vacuum gauges, critical flow orifices, containers, and others)

**BID PRICE SUBMITTAL**  
**IWM-C9037**  
**ENVIRONMENTAL LABORATORY AND SAMPLING SERVICES CONTRACT**

TOTAL BID PRICE.....\$ 134.9

Submitted By:

Excelchem Environmental Laboratories

Company Name

500 Giuseppe Ct. #9 Roseville CA. 95678

Company Address

(916) 773-3664

Telephone Number

John Somers Laboratory Director

Authorized Official and Title



By (Authorized Signature)

2-16-2000  
Date