

Water Treatment Chemicals and Service  
Bid # 2008-012

<b>Bid Request Number</b>	<b>2008-012</b>		<b>Recommended</b>
<b>Title</b>	<b>Water Treatment Chemicals &amp; Service</b>		
<b>Close Date</b>	<b>4/2/2008</b>		
<b>Line 1</b>	<b>Labor Rate per Hour for Chemical Treatment Service Technician while Working on District Property</b>		<b>Garratt-Callahan Co.</b>
Name	Price	Note to Buyer	
<b>Garratt-Callahan Co.</b>	<b>\$25.00</b>	<b>Plano ISD will be provided monthly testing of operating HVAC systems that are utilizing Garratt Callahan chemical water treatment products.</b>	
Nalco Company	\$34.00	Monthly service visits are included in chemical contract price. Labor rates only apply for any additional work that falls outside contract terms and conditions and agreed to by PISD.	
GC3 Specialty Chemicals, Inc.	\$37.00	Alternate fee structure in proposal for fixed fee service of \$110.00 per site.	
P/PM Services - Water Treating Division	\$40.00	We will further guarantee to limit our total labor charges to \$1,500 per month for monthly service at all 52 schools combined (i.e., an average of \$30 per month per school).	
United Worth Hydrochem Corp.	\$60.00		
<b>Line 2</b>	<b>Indicate the Mark-up Percentage on all Material supplied to the District.</b>		<b>Garratt-Callahan Co.</b>
Name	Percentage	Note to Buyer	
United Worth Hydrochem Corp.	5%		
GC3 Specialty Chemicals, Inc.	9%		
<b>Garratt-Callahan Co.</b>	<b>10%</b>	<b>Pricing on all chemical water treatment products will be based on the current State of Texas chemical price list. Garratt Callahan is also listed as a preferred vendor for Region VIII and Plano ISD is welcome to utilize that resource. In addition, Garratt-Callahan is the vendor for Collin County and Dallas County and Plano ISD is welcome to purchase off those agreements.</b>	
P/PM Services - Water Treating Division	10%	Our prices to Plano Independent School District for the products (chemicals) we manufacture ourselves will be: CAS-F-1 (Anti-scale & corrosion inhibitor treatment for cooling towers)=\$12.00/gal CWT-1 (Anti-corrosion inhibitor treatment for closed loops) = \$12.00/gal HALO-BAC-T (bromine tablet biocide for cooling towers) =\$6.00/lb. ANTI-BAC 3 (liquid, 50% active, non-oxidizing cooling tower biocide) = \$25.00/gal. NO-BAC (liquid, 20% active, non-oxidizing biocide for closed loops or cooling towers) = \$25.00/gal. The above prices are what we charge our largest accounts. That is, they are our lowest prices. We know these prices are well below Betz or Nalco's prices. Finally, we will guarantee to provide the above types of treating chemicals for cooling towers, closed loops, and/or boilers for a maximum total charge of \$5,000 per month for all 52 schools combined (i.e., an average of \$200 per month per school). For any items purchased and re-sold to Plano ISD (glycol, pumps, controllers, chemical shot feeders, etc), we will supply such items at a 10% mark-up.	
Nalco Company	15%	Nalco will price all chemicals and equipment according to the Texas State price list. Any items not covered under the contract and not listed on the Texas State price list will incur a 15% markup.	