

**EDUCATION SERVICE CENTER REGION 19**  
**RFP AWARD SUMMARY**

**RFP TITLE:** Water Testing Services & Related- ESC Region 19  
Purchasing Cooperative

**RFP NUMBER:** 10-6517

**RFP OPENING DATE:** May 6, 2010

**CONTRACT TERM:** Date of award until May 31, 2011 with the option to extend  
in 12 month increments not to exceed 48 months in the  
aggregate

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 5

**RESPONSES:** 3

**ADVERTISEMENT DATES:** April 21<sup>st</sup> & 28<sup>th</sup>, 2010

**BOARD MEETING DATE:** July 8, 2010

**RECOMMENDED FOR AWARD** **Boren's Service Supply, Inc. (HUB)**  
**El Paso Corrosion, Inc.**

**TOTAL (estimated)** \$175,000.00 per year

**EXPLANATIONS:**

Award of this contract will enable Region 19 and its Purchasing Cooperative members to purchase water testing and related services for various facility applications required in commercial buildings. While each vendor uses different chemicals with different dilution ratios depending on the concentration and applications, the committee used award criteria provided in the original proposal to determine the best value for ESC Region 19 coop members. Any vendor that scored 8 out of a possible 10 are being recommended for award based on pricing (60%), reference checks (25%), and overall content and documentation (15%) of proposals submitted. Other factors considered included number of years in business, the list of equipment used in testing, value added services provided, the number of technicians available, and certifications of the products such as ISO 9000 certifications which establish a quality management system enhancing quality control.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19

Martin Camacho  
ESC Region 19

Nancy Alvarado  
ESC Region 19

## **ORDER INFORMATION**

Dale Boren's Service Supply, Inc.  
Attn: Gary Hamilton  
809 Tony Lama Street  
El Paso, TX 79915  
915-779-8686/ cell-915-603-6603  
Fax- 915-779-8699  
[kbsupply@hotmail.com](mailto:kbsupply@hotmail.com)

El Paso Corrosion, Inc.  
Attn: Charles Hagemaster  
PO Box 220429  
El Paso, TX 79913-2429  
915-474-1883  
Fax- 575-589-1048  
[epcorrosioninc@aol.com](mailto:epcorrosioninc@aol.com)

### **1. PLEASE CHECK OFF PURCHASING COOPERATIVE MEMBERS VENDOR CAN SERVICE;**

- ANTHONY ISD
- BURNHAM WOOD CHARTER SCHOOLS
- CANDLELIGHTERS OF EL PASO
- CANUTILLO ISD
- CITY OF EL PASO
- CITY OF HORIZON
- CITY OF SOCORRO
- CLINT ISD
- EL PASO ACADEMY EAST
- EL PASO CATHOLIC DIOCESE
- EL PASO COMMUNITY COLLEGE
- EL PASO ISD
- EL PASO MHMR
- EL PASO SCHOOL FOR EXCELLENCE
- FABENS ISD
- HOUSING AUTHORITY OF EL PASO, TEXAS
- LA FE PREPATORY SCHOOL
- REGION 19 MAIN BUILDING
- REGION 19 HEAD START
- SAN ELIZARIO ISD
- SAINT MARK'S SCHOOL
- SOCORRO ISD
- TEXAS TECH UNIVERSITY HEALTH SCIENCES CENTER
- TORNILLO ISD
- UTEP
- YSLETA ISD
- YWCA OF EL PASO

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## SPECIAL CONDITIONS

1. Award basis for this contract will be 60% pricing, 15% over content of vendor's response for these services, 25% comprehensive review of the vendor's past performance through verification with large account experience, as well as any other factors determined to be in the best interest of
2. Awarded vendors will provide proof of general liability, auto liability, and workers compensation with proposals for award consideration.
3. Copies of licenses and permits, credentials of staff, and complete turnkey costs that should be performed by vendor will be submitted with proposals.
4. All work and repairs will be in compliance with all local, state, and federal regulations pertaining to this contract.
5. Vendor must be local representation and have the ability to be on site for response times of 2 hours or less after phone notification.
6. Vendor must confirm water treatment experience of no less than 5 years or more at the time proposals are submitted.
7. The following list of equipment must be in inventory as part of this contract's implementation requirements;
  - Cooling Tower Test Kit that can provide conductivity-pH-total-p alkalinity chemical in use product control residual-iron-copper- Calcium hardness – chlorides
  - Boiler –Steam Generator Test Kit that will provide P and M alkalinity, sulfite, chemical in use control residual-iron
  - Closed system (hot and cold) Test Kit that will provide for processing pH-Conductivity-iron-chemical in use control residual
  - Microbiological-Test Kit that will provide for testing by ATP ( Adenosine triphosphate). Mold cultures will also be required
8. All chemicals used in administration of this project must be ISO 9000 certified, and all product must arrive unopened and sealed with attached MSDS sheets for all products
9. All services and testing associated with this contract will be inclusive with the cost of the chemicals being utilized.

## OVERALL REQUIRED SERVICES

1. Monthly on site visits to the location of equipment being serviced
2. Monthly on site analysis of treatment program
3. Monthly written reports on treatment program including any corrective actions required
4. Biological analysis and micro biocides as required
5. On site training to agency's personnel on treatment testing
6. On site equipment services and photo documentation

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# **DALE BOREN PRICING**

## **Lot 1- Chemicals**

### **1. Oxygen Boiler System Remover for elimination of corrosion in boiler steam lines**

- product must be catalyzed for faster reaction
  - liquid, 6.2 PH, 10.13 lbs./ gallon density
  - 20% sulfite solution
  - dosage must maintain a sulfite residual of 20-60 ppm.
  - MSDS provided and with all product delivered
  - application with a stainless steel quill for injection to system
  - available in 15-gallon, 30 gallon, and 55 gallon drums, totes, or bulk
- % sulfite solution 20%  
PH level 6.5  
10.3 lbs./ gallon density  
Dosage rate: 35 ppm oxygen for maintenance of a sulfite residual of 20-60 ppm.  
Pack sizes available 15 GAL, 30 GAL., AND 55 GAL.  
Cost ( S & H included)-25% DISCOUNT FROM RETAIL (\$164.16/ 15 GAL, \$312.68/ 30 GAL, AND \$518.01 FOR 55-GAL.)  
Brand/ Name/ Code # QUES INDUSTRIES, INC./ OXYGEN SCAVENGER/ #1134G

### **2. Water Treatment for Closed Heating and Cooling Systems**

- complete protection to closed water systems containing variety of dissimilar metals
  - non-chromate liquid blend of inorganic nitrite, silicate, and borate combined with organic Copper
  - 50-100 lbs. per 1,000 gallon system capacity
  - liquid, 11.0 PH, 9.84lbs./ gallon density
  - product must be specifically designed to inhibit corrosion and chemical activity between various metals found in water system
  - dosage must maintain nitrate concentrations between 800-1,000 ppm
  - MSDS provided and with all product delivered
  - Monthly nitrite test kit application required of system
  - available in 5-gallon, 15-gallon, 30-gallon, and 55-gallon containers
- 10 lbs./ gallon density  
Dosage rate: 100 lbs./ 1,000 gallon to maintain 800-1,000 ppm nitrate concentration  
Pack sizes available 5 GAL, 15 GAL., AND 30 GAL.  
Cost ( S & H included)- (\$64.50/ 5 GAL, \$181.12/ 15 GAL, AND \$324.00 FOR 30-GAL.)  
Brand/ Name/ Code # QUE INDUSTRIES / CLOSED SYSTEM CORROSION INHIBITOR/ #4104NC

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## **DALE BOREN PRICING**

### **3. Cooling Water Treatment for open recirculating systems**

- blend of scale and corrosion inhibitors
  - product to be used for cooling water systems where make-up water has both high hardness and alkalinity
  - no chromate or other heavy metals
  - liquid, 2.0 PH, 8.90 lbs./ gallon
  - USDA authorized, MSDS provided and with all product delivered
  - application with positive displacement chemical feed pump with a water meter/ impulse timer system
  - start up dosage- 2 GAL/ 1,000 gallons of water in system
  - recirculating dosage 1 GAL./ gallons/ 1,000 gallons of make up water to maintain 400-600 ppm of chemical in system (THIS PRODUCT-100-150 PPM)
  - On-Line cleaning dosage- 1 GAL./ gallons/ 1,000 gallons to maintain 800-1200 ppm of chemical in system
  - application by positive displacement chemical feed pump with timer system
  - available in 15-gallon, 30 gallon, and 55 gallon drums
- 8.9 lbs./ gallon density  
Dosage rate: lbs./ 1,000 gallon to maintain 800-1,000 ppm nitrate concentration (THIS VENDOR DOES NOT USE NITRATES IN COOLING TOWERS)  
Pack sizes available 15 GAL, 30 GAL, AND 55 GAL.  
Cost ( S & H included)- (\$443.89/ 15-GAL, \$879.08/ 30-GAL, AND \$1,467.00/ 55-GAL.)  
Brand/ Name/ Code # QUE INDUSTRIES / SCALE AND CORROSION TREATMENT/ #2120

### **4. Gluteraldehyde Biocide for control of bacteria and slime in recirculating water cooling towers**

- 15% Gluteraldehyde Biocide
  - for use with commercial and industrial water cooling towers
  - liquid, 1.04 specific gravity
  - slug feed application
  - initial use to be 60 oz./ 1,000 gallons of water to be treated
  - secondary treatment to be at 20 oz./ 1,000 gallons of water to be treated
  - weekly application required or as needed
  - EPA registered, MSDS provided and with all product delivered
  - Initial application: 40- 80 oz. / 1,000 gallons of water
  - weekly follow up application: 32 oz./ 1,000 gallons of water
  - application by slug feeding
  - available in 5-gallon, 30-gallon, and 55 gallon containers
- Pack sizes available -6 GAL, 15 GAL, 30 GAL, AND 55 GAL.  
Cost ( S & H included)- (\$222.00/ 6-GAL, \$570.80/ 15-GAL, \$1,058.55/ 30-GAL, AND \$1,802.62/ 55-GAL)  
Brand/ Name/ Code # QUE INDUSTRIES/ GLUTERALDHYDE MICROBIOCIDE/ #2115

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## **DALE BOREN PRICING**

- 5. Microbiocide for use in industrial cooling systems and air washer systems**
- non-oxidizing liquid organic biocide containing isothiazoline compounds
  - for prevention and growth of bacteria, algae, and fungi
  - active ingredients- 1.15% 5-chloro-2-methyl-4isothiaxoline-3-one 0.35% 2-methyl- 4-isothiazoline
  - 3-5 PH
  - 1.02 Specific Gravity
  - 8.5 Density lbs./ gallon
- Industrial Recirculating Water** control of bacteria, algae, and fungi  
Initial dose: 20 oz to 110 oz / 1,000 gallons of water  
Number of times per week until controlled 2 TIMES  
Subsequent Dosage: 5 oz. to 110 oz / 1,000 gallons of water  
Frequency to maintain control 2 TIMES / week
- Air Washer Systems**  
Initial dose: 5 oz to 110 oz / 1,000 gallons of water  
Number of times per week until controlled 2 TIMES  
Subsequent Dosage: 5 oz. to 30 oz / 1,000 gallons of water  
Frequency to maintain control- 2 TIMES/ week
- Pack sizes available 5 GAL, 15 GAL, 30 GAL, AND 55 GAL.  
Cost ( S & H included)- (\$327.98/ 5-GAL, \$635.64/ 15-GAL, \$923.05/ 30-GAL, AND \$2,011.35/ 55-GAL)  
Brand/ Name/ Code # QUE INDUSTRIES/ ISOTHIAZOLINE MICROBIOCIDE/ #2108
- 6. Other Costs Associated with this contract that should be identified in order to facilitate water testing and maintenance services of industrial and commercial heating and cooling systems: Provide details**

<b><u>Service Description</u></b>	<b><u>Cost for Service</u></b>	<b><u>Frequency</u></b>
1. ALL SERVICES WILL BE PROVIDED WHEN SUPPLIES ARE PURCHASED FROM VENDOR, HOWEVER, COMPLETE COMPEHENSIVE SYSTEMS ANALYSIS WILL BE PROVIDED WITH A WRITTEN REPORT TO INCLUDE BIOLOGICAL ACTIVITY FOR A FEE OF \$175.00 IF COOP MEMBER IS NOT PURCHASING SUPPLIES		
2. WATER TREATMENT TRAINING SERVICES (4 HOURS) WILL BE PROVIDED AT NO CHARGE FOR CLIENTS UTILIZING CHEMICALS. VENDOR CAN FACILITATE UP TO 20 PEOPLE PER CLASS. WATER TREATMENT TRAINING IS ALSO PROVIDED AT A COST OF \$200 FOR CLIENTS UP TO 20 PEOPLE THAT ARE NOT PURCHASING CHEMICALS.		
3. PHONE CONSULTATION IS PROVIDED AT NO CHARGE		
4. AS A FULL SERVICE WATER TREATMENT DIVISION OF DALE BOREN, VENDOR CAN SELL COOLING TOWER CONTROLLERS, AUTOMATED STEAM GENERATOR AND STEAM BOILER CHEMICAL FEED AND CONTROL SYSTEMS INCLUDING INSTALLATION, CALIBRATION, AND SYSTEM MAINTENANCE		
5. METALLURGICAL DETERMINATIONS ON EQUIPMENT FAILURE THROUGH A COMPLETE LAB LOCATED AT UNIVERSITY OF TEXAS AT EL PASO FOR ADDITIONAL TESTING INCLUDING X-RAY DIFFRACTION AND COMPLETE MICROBIOLOGICAL DETERMINATIONS.		

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## **DALE BOREN**

### 7. Required questionnaire for award consideration:

- a. Total number of field service technicians? (provide certifications for repair work with response)  
6 TECHNICIANS
- b. Total number of employees living in El Paso, County?  
18 EMPLOYEES
- c. Total number of years in business in El Paso, County?  
26 YEARS
- d. Total dollar amount of inventory, parts, and supplies in stock?  
\$1,200,000.00
- e. Total number of service vehicles?  
7
- f. Total square feet of local store front?  
10,000 SQUARE FEET
- g. Does vendor charge additional for work performed after normal working hours which are considered Monday through Friday from 7:00 AM until 6 PM, not including Holidays? If yes, please provide details below:  
NO
- h. Provide designated contact person who can be reached by cell phone or otherwise in instances where a service needs to be expedited?  
KELLY BOREN AT 915-549-3044 OR GARY HAMILTON AT 915-603-6603
- i. Provide 3 local references we can contact on commercial work performed including a name and phone in the past 6 months?  
ON FILE
- j. Provide detailed listing of all equipment outlay (itemized) that will be used to implement this contract?  
HATCH CERTIFIED EQUIPMENT TO INCLUDE:  
HATCH DR2000 ELEMENTAL ANALYZER  
HATCH TEST KITS FOR IRON, CHLORIDE, NITRITE, ORGANO PHOSPHONATE, SULFITE, AND COPPER  
ATP HYGENIA ATP FOR DETERMINATION OF BIOLOGICAL ACTIVITY  
TEST REAGENTS HATCH  
ATP TESTER  
NOTEBOOK COMPUTERS

# **EL PASO CORROSION INCORPORATED**

## **Lot 1- Chemicals**

### **1. Oxygen Boiler System Remover for elimination of corrosion in boiler steam lines**

- product must be catalyzed for faster reaction
  - liquid, 6.2 PH, 10.13 lbs./ gallon density
  - 20% sulfite solution
  - dosage must maintain a sulfite residual of 20-60 ppm.
  - MSDS provided and with all product delivered
  - application with a stainless steel quill for injection to system
  - available in 15-gallon, 30 gallon, and 55 gallon drums, totes, or bulk
- % sulfite solution 20%  
PH level 6.3  
10.5 lbs./ gallon density  
Dosage rate: 60-80 ppm oxygen for maintenance of a sulfite residual of 20-60 ppm.  
Pack sizes available 5 GAL, 30 GAL., AND 55 GAL.  
Cost ( S & H included)- \$1.95/ LB. REGARDLESS OF CONTAINER SIZE  
Brand/ Name/ Code # BUCKMAN/ BPS 3330

### **2. Water Treatment for Closed Heating and Cooling Systems**

- complete protection to closed water systems containing variety of dissimilar metals
  - non-chromate liquid blend of inorganic nitrite, silicate, and borate combined with organic Copper
  - 50-100 lbs. per 1,000 gallon system capacity
  - liquid, 11.0 PH, 9.84lbs./ gallon density
  - product must be specifically designed to inhibit corrosion and chemical activity between various metals found in water system
  - dosage must maintain nitrate concentrations between 800-1,000 ppm
  - MSDS provided and with all product delivered
  - Monthly nitrite test kit application required of system
  - available in 5-gallon, 15-gallon, 30-gallon, and 55-gallon containers
- 9.72 lbs./ gallon density  
Dosage rate: 29.16 lbs./ 1,000 gallon to maintain 800-1,000 ppm nitrate concentration  
Pack sizes available 5 GAL, 15 GAL., AND 30 GAL.  
Cost ( S & H included)- \$2.27/ LB. REGARDLESS OF CONTAINER SIZE  
Brand/ Name/ Code # BUCKMAN LASS/ BPS3360

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## **EL PASO CORROSION INCORPORATED**

### **3. Cooling Water Treatment for open recirculating systems**

- blend of scale and corrosion inhibitors
  - product to be used for cooling water systems where make-up water has both high hardness and alkalinity
  - no chromate or other heavy metals
  - liquid, 2.0 PH, 8.90 lbs./ gallon
  - USDA authorized, MSDS provided and with all product delivered
  - application with positive displacement chemical feed pump with a water meter/ impulse timer system
  - start up dosage- 2 GAL/ 1,000 gallons of water in system
  - recirculating dosage .5 GAL/ gallons/ 1,000 gallons of make up water to maintain 400-600 ppm of chemical in system
  - On-Line cleaning dosage- 1.5 GAL/ gallons/ 1,000 gallons to maintain 800-1200 ppm of chemical in system
  - application by positive displacement chemical feed pump with timer system
  - available in 15-gallon, 30 gallon, and 55 gallon drums
- 9.1 lbs./ gallon density  
Dosage rate: lbs./ 1,000 gallon to maintain 800-1,000 ppm nitrate concentration  
Pack sizes available 5 GAL, 30 GAL, AND 55 GAL.  
Cost ( S & H included)- \$2.35/ LB. REGARDLESS OF CONTAINER SIZE  
Brand/ Name/ Code # BUCKMAN LABS/ BSI 78/ PHOS 6/ BSI 88  
(ALL 3 PRODUCTS ARE USED IN CONJUNCTION TO COME UP WITH DOSAGE AMOUNT)

### **4. Gluteraldehyde Biocide for control of bacteria and slime in recirculating water cooling towers**

- 15% Gluteraldehyde Biocide
  - for use with commercial and industrial water cooling towers
  - liquid, 1.04 specific gravity
  - slug feed application
  - initial use to be 60 oz./ 1,000 gallons of water to be treated
  - secondary treatment to be at 20 oz./ 1,000 gallons of water to be treated
  - weekly application required or as needed
  - EPA registered, MSDS provided and with all product delivered
  - Initial application: 19- 113 oz. / 1,000 gallons of water
  - weekly follow up application: 4.5 - 28 oz./ 1,000 gallons of water
  - application by slug feeding
  - available in 5-gallon, 30-gallon, and 55 gallon containers
- Pack sizes available -5-GAL AND 55 GAL.  
Cost ( S & H included)- \$4.46/ LB. REGARDLESS OF CONTAINER SIZE  
Brand/ Name/ Code # BUCKMAN LABS/ KTND

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## **EL PASO CORROSION INCORPORATED**

- 5. Microbiocide for use in industrial cooling systems and air washer systems**
- non-oxidizing liquid organic biocide containing isothiazoline compounds
  - for prevention and growth of bacteria, algae, and fungi
  - active ingredients- 1.15% 5-chloro-2-methyl-4isothiaxoline-3-one 0.35% 2-methyl- 4-isothiazoline
  - 3-5 PH
  - 1.02 Specific Gravity
  - 8.5 Density lbs./ gallon
- Industrial Recirculating Water** control of bacteria, algae, and fungi  
Initial dose: 2 oz to 3 oz / 1,000 gallons of water  
Number of times per week until controlled DAILY  
Subsequent Dosage: 1 oz. to 3 oz / 1,000 gallons of water  
Frequency to maintain control 1 TIME / week
- Air Washer Systems**  
Initial dose: 4.7 oz to 6 oz / 1,000 gallons of water  
Number of times per week until controlled DAILY  
Subsequent Dosage: 3.5 OZ TO 6 OZ./ 1,000 gallons of water  
Frequency to maintain control- 2 TIMES/ week
- Pack sizes available 5 GAL AND 55 GAL.  
Cost ( S & H included)- \$5.02/ LB. REGARDLESS OF THE CONTAINER SIZE  
Brand/ Name/ Code # BUCKMAN LABORATORIES/ #BUSAN #85

- 6. Other Costs Associated with this contract that should be identified in order to facilitate water testing and maintenance services of industrial and commercial heating and cooling systems: Provide details**

<b><u>Service Description</u></b>	<b><u>Cost for Service</u></b>	<b><u>Frequency</u></b>
1. COOLING TOWER BASIN AND FILL CLEANING IS PROVIED ANNUALLY AT NO CHARGE FOR CUSTOMERS PURCHASING CHEMICALS		

## **EL PASO CORROSION INCORPORATED**

### 8. Required questionnaire for award consideration:

- k. Total number of field service technicians? (provide certifications for repair work with response)  
3 TECHNICIANS
- l. Total number of employees living in El Paso, County?  
4 EMPLOYEES
- m. Total number of years in business in El Paso, County?  
33 YEARS
- n. Total dollar amount of inventory, parts, and supplies in stock?  
\$20,000.00
- o. Total number of service vehicles?  
3
- p. Total square feet of local store front?
- q. Does vendor charge additional for work performed after normal working hours which are considered Monday through Friday from 7:00 AM until 6 PM, not including Holidays? If yes, please provide details below:  
NO
- r. Provide designated contact person who can be reached by cell phone or otherwise in instances where a service needs to be expedited?  
CHARLES HAGEMASTER AT 915-474-1883
- s. Provide 3 local references we can contact on commercial work performed including a name and phone in the past 6 months?  
ON FILE
- t. Provide detailed listing of all equipment outlay (itemized) that will be used to implement this contract?  
COOLING TOWER TEST KIT  
BOILER STEAM GENERATOR TEST KIT  
CLOSED SYSTEM TEST KIT  
MICROBIOLOGICAL TEST KIT

Approved by: \_\_\_\_\_

**(James R. Vasquez- Executive Director)**

Date: \_\_\_\_\_

**(June 25, 2010)**

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Date: \_\_\_\_\_