

BID2020-17 LABORATORY ANALYSIS TESTING AND MONITORING FOR THE CITY OF TRENTON, DEPARTMENT OF WATER AND SEWER					
NUMBER OF RESPONDENTS:	5				
NAME OF BIDDER	ALS GROUP USA CORPORATION D/B/A ALS ENVIRONMENTAL	AGRA ENVIRONMENTAL & LABORATORY SERVICES, INC.	TESTAMERICA LABORATORIES, INC. D/B/A EUROFINS TESTAMERICA	EUROFINS EATON ANALYTICAL, LLC	GARDEN STATE LABORATORIES, INC.
ADDRESS	301 FULLING MILL ROAD	90 1/2 WEST BLACKWELL STREET	777 NEW DURHAM ROAD	110 SOUTH HILL STREET	410 HILLSIDE AVENUE
CITY, STATE, ZIP	MIDDLETOWN, PA 17057	DOVER, NJ 07801	EDISON, NJ 08817-2859	SOUTH BEND, IN 46617	HILLSIDE, NJ 07205
CONTACT NAME	SCOTT BRUNK	CHARLES T. ANZOLUT	MADONNA MYERS	MATT HARTZ	HARVEY KLEIN
TELEPHONE	717-944-55441	973-989-0010	732-549-9000	574-233-4777	908-688-8900
FAX	717-944-1430	973-989-0156	732-549-3679	574-233-8207	N/A
E-MAIL	<a href="mailto:SCOTT.BRUNK@ALSGLOBAL.COM">SCOTT.BRUNK@ALSGLOBAL.COM</a>	<a href="mailto:CANZOLUT@AGRA.US">CANZOLUT@AGRA.US</a>	<a href="mailto:MADONNAMYERS@TESTAMERICAINC.COM">MADONNAMYERS@TESTAMERICAINC.COM</a>	<a href="mailto:MATHHEWHARTZ@EUROFINSUS.COM">MATHHEWHARTZ@EUROFINSUS.COM</a>	<a href="mailto:INFO@GSLABS.COM">INFO@GSLABS.COM</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A REQUIRED EVIDENCE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AFFIRMATIVE ACTION REGULATIONS	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA #1 DATE 2/27/2020	INCLUDED	INCLUDED	INCLUDED	N/A	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE FOR CONTRACTOR	INCLUDED	INCLUDED	INCLUDED	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR
NON-COLLUSION AFFIDAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICED	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EIC	CERT.#53731 EXP. 11/15/2020	CERT.#40087 EXP. 06/15/2021	CERT.#29203 EXP. 08/15/2021	CERT.#49802 EXP. 07/15/2022	REQUIRED FROM AWARDED VENDOR
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	N/A	INCLUDED	INCLUDED	INCLUDED
60-DAY EXTENSION COMPLIANCE	YES	YES	YES	YES	YES
COMPLIANCE WITH EMERGENCY SERVICES	YES	YES	YES	NO	YES
THREE (3) REFERENCES	INCLUDED	N/A	N/A	N/A	INCLUDED
TOTAL FOR YEAR ONE (1) FOR ITEMS#1-11	\$41,093.50 (SEE ATTACHED BREAKDOWN OF PRICING)	\$55,520.00 (SEE ATTACHED BREAKDOWN OF PRICING)	\$75,190.00 (SEE ATTACHED BREAKDOWN OF PRICING)	\$78,995.00 (SEE ATTACHED BREAKDOWN OF PRICING)	\$98,385.00 (SEE ATTACHED BREAKDOWN OF PRICING)
OPTION TO EXTEND TOTAL FOR YEAR TWO (2) FOR ITEMS#1-11	\$24,469.50 (SEE ATTACHED BREAKDOWN OF PRICING)	\$33,260.00 (SEE ATTACHED BREAKDOWN OF PRICING)	\$42,517.00 (SEE ATTACHED BREAKDOWN OF PRICING)	\$24,469.50 (SEE ATTACHED BREAKDOWN OF PRICING)	\$63,445.00 (SEE ATTACHED BREAKDOWN OF PRICING)
EXCEPTIONS (IF ANY)	NONE	NONE	YES SEE ATTACHED	NONE	NONE
FATAL FLAW	NONE	NONE	NONE	FATAL FLAW	NONE

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**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2020  
PROPOSAL**

**YEAR ONE**

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	288 tests	Trihalomethanes Testing	\$40.00	\$11,520.00
2	240 tests	TOC Testing	\$18.00	\$4,320.00
3	1 test	Nitrate Testing	\$15.00	\$15.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$85.00	\$85.00
5	1 sample set	IOC's & Secondary Testing	\$250.00	\$250.00
6	1 test	Deionized water	\$371.50	\$371.50
7	288 tests	Haloacetic Acid Testing	\$65.00	\$18,720.00
8	100 tests	Iron & Manganese Testing	\$16.00	\$1,600.00
9	36 tests	Total Dissolved Solids	\$10.00	\$360.00
10	4 sample sets	Lead & Copper	\$18.00	\$72.00
11	180 tests	Zinc & Orthophosphate	\$21.00	\$3,780.00
				<b>Total</b> \$41,093.50

Respectfully Submitted:



(Signature)

SCOTT BRUNK

(Print Name Above)

ALS GROUP USA CORP. DBA ALS ENVIRONMENTAL

(Company)

SCOTT BRUNK

Person to contact: \_\_\_\_\_

717-944-5541 EXT 3147

Telephone number: \_\_\_\_\_

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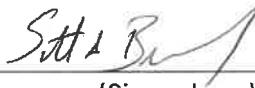
**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2021  
PROPOSAL**

**OPTION TO EXTEND ONE (1) YEAR**

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	144 tests	Trihalomethanes Testing	\$40.00	\$5,760.00
2	240 tests	TOC Testing	\$18.00	\$4,320.00
3	1 test	Nitrate Testing	\$15.00	\$15.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$85.00	\$85.00
5	1 sample set	IOC's & Secondary Testing	\$250.00	\$250.00
6	1 test	Deionized water	\$371.50	\$371.50
7	144 tests	Haloacetic Acid Testing	\$65.00	\$9,360.00
8	6 tests	Iron & Manganese Testing	\$16.00	\$96.00
9	36 tests	Total Dissolved Solids	\$10.00	\$360.00
10	4 sample sets	Lead & Copper	\$18.00	\$72.00
11	180 tests	Zinc & Orthophosphate	\$21.00	\$3,780.00
<b>Total</b>				<b>\$24,469.50</b>

Respectfully Submitted:



(Signature)

SCOTT BRUNK

(Print Name Above)

ALS GROUP USA CORP. DBA ALS ENVIRONMENTAL

(Company)

Person to contact: SCOTT BRUNK

Telephone number: 717-944-5541 EXT 3147

# Agra Environmental Laboratory Services, Inc.

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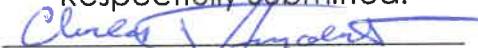
## SPECIFICATIONS FOR LABORATORY ANALYSIS, TESTING, AND MONITORING FISCAL YEAR 2020 PROPOSAL

### YEAR ONE

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	288 tests	Trihalomethanes Testing	50.00	14400.00
2	240 tests	TOC Testing	27.00	6480.00
3	1 test	Nitrate Testing	20.00	20.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	110.00	110.00
5	1 sample set	IOC's & Secondary Testing	350.00	350.00
6	1 test	Deionized water	400.00	400.00
7	288 tests	Haloacetic Acid Testing	85.00	24480.00
8	100 tests	Iron & Manganese Testing	30.00	3000.00
9	36 tests	Total Dissolved Solids	20.00	720.00
10	4 sample sets	Lead & Copper	40.00	160.00
11	180 tests	Zinc & Orthophosphate	30.00	5400.00
				<b>Total</b> 55520.00

Respectfully Submitted:

  
(Signature)

Charles T. Anzolut  
(Print Name Above)

Agra Environmental and Laboratory Services, Inc.  
(Company)

Person to contact: Charles T. Anzolut

Telephone number: 973-989-0010

# Agra Environmental Laboratory Services, Inc.

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## SPECIFICATIONS FOR LABORATORY ANALYSIS, TESTING, AND MONITORING FISCAL YEAR 2021 PROPOSAL

### OPTION TO EXTEND ONE (1) YEAR

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	144 tests	Trihalomethanes Testing	50.00	7200.00
2	240 tests	TOC Testing	27.00	6480.00
3	1 test	Nitrate Testing	20.00	20.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	110.00	110.00
5	1 sample set	IOC's & Secondary Testing	350.00	350.00
6	1 test	Deionized water	400.00	400.00
7	144 tests	Haloacetic Acid Testing	85.00	12240.00
8	6 tests	Iron & Manganese Testing	30.00	180.00
9	36 tests	Total Dissolved Solids	20.00	720.00
10	4 sample sets	Lead & Copper	40.00	160.00
11	180 tests	Zinc & Orthophosphate	30.00	5400.00
				<b>Total</b> 33260.00

Respectfully Submitted:

  
(Signature)

Charles T. Anzolut

(Print Name Above)

Agra Environmental and Laboratory Services, Inc.  
(Company)

Person to contact: Charles T. Anzolut - Special Projects Manager

Telephone number: 973-989-0010

Eurofins TESTAMERICA

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**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2020  
PROPOSAL**

## YEAR ONE

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	288 tests	Trihalomethanes Testing	\$90.00	\$25,920
2	240 tests	TOC Testing	\$25.00	\$6,000
3	1 test	Nitrate Testing	\$12.00	\$12.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$70.00	\$70.00
5	1 sample set	IOC's & Secondary Testing	\$219.00	\$219.00
6	1 test	Deionized water	\$36.00	\$36.00
7	288 tests	Haloacetic Acid Testing	\$125.00	\$36,000
8	100 tests	Iron & Manganese Testing	\$18.00	\$1,800
9	36 tests	Total Dissolved Solids	\$10.00	\$360.00
10	4 sample sets	Lead & Copper	\$18.00	\$72.00
11	180 tests	Zinc & Orthophosphate	\$26.00	\$4,680
			<b>Total</b>	<b>\$75,169</b>

Respectfully Submitted:

(Signature)

Mark Acierno

(Print Name Above)

Eurofins TestAmerica

(Company)

Person to contact: Madonna Myers

Telephone number: (615) 796.1870

# Eurofins TestAmerica

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## SPECIFICATIONS FOR LABORATORY ANALYSIS, TESTING, AND MONITORING FISCAL YEAR 2021 PROPOSAL

### OPTION TO EXTEND ONE (1) YEAR

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	144 tests	Trihalomethanes Testing	\$90.00	\$12,960
2	240 tests	TOC Testing	\$25.00	\$6,000
3	1 test	Nitrate Testing	\$12.00	\$12.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$70.00	\$70.00
5	1 sample set	IOC's & Secondary Testing	\$219.00	\$219.00
6	1 test	Deionized water	\$36.00	\$36.00
7	144 tests	Haloacetic Acid Testing	\$125.00	\$18,000
8	6 tests	Iron & Manganese Testing	\$18.00	\$108.00
9	36 tests	Total Dissolved Solids	\$10.00	\$360.00
10	4 sample sets	Lead & Copper	\$18.00	\$72.00
11	180 tests	Zinc & Orthophosphate	\$26.00	\$4,680.00
			<b>Total</b>	<b>\$42,517.00</b>

Respectfully Submitted:

  
(Signature)

Mark Acierno  
(Print Name Above)

Eurofins TestAmerica  
(Company)

Person to contact: Madonna Myers

Telephone number: (615) 796.1870

**EXCEPTIONS  
(IF NONE, PLEASE NOTE)**

Eurofins TestAmerica believes that indemnification clauses should reflect a fair and equitable allocation of the risk involved in the work. Eurofins TestAmerica will not accept liability for a client's negligence. We request that the following phrase be added to the start of the 4th line: "to the extent".

In addition, Eurofins TestAmerica requests that the following be added at the end of this section:

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Notwithstanding anything to the contrary stated elsewhere in this Agreement, Contractor's maximum liability under this Agreement or any other attachments hereto whether based in contract, tort, warranty, negligence or otherwise shall not exceed amounts recoverable under the scope and limits of the insurance required under this Agreement. In no event shall Contractor be liable to OWNER for any special, indirect, or consequential damages occasioned by the services performed or by application or use of the reports prepared under this Agreement.

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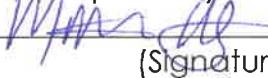
**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2020  
PROPOSAL**

**YEAR ONE**

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	288 tests	Trihalomethanes Testing	\$70.00	\$20,160
2	240 tests	TOC Testing	\$35.00	\$8,400
3	1 test	Nitrate Testing	\$25.00	\$25
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$120.00	\$120
5	1 sample set	IOC's & Secondary Testing	\$280.00	\$280
6	1 test	Deionized water	\$250.00	\$250
7	288 tests	Haloacetic Acid Testing	\$140.00	\$40,320
8	100 tests	Iron & Manganese Testing	\$25.00	\$2,500
9	36 tests	Total Dissolved Solids	\$15.00	\$540
10	4 sample sets	Lead & Copper	\$25.00	\$100
11	180 tests	Zinc & Orthophosphate	\$35.00	\$6,300
			<b>Total</b>	<b>\$78,995</b>

Respectfully Submitted:

  
(Signature)

Matt Hartz

(Print Name Above)

Eurofins Eaton Analytical, LLC

(Company)

Person to contact: Ron Milke, Account Manager

Telephone number: 215-499-4578

Eurofins Eaton  
Analytical, LLC

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**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2021  
PROPOSAL**

**OPTION TO EXTEND ONE (1) YEAR**

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	144 tests	Trihalomethanes Testing	\$70.00	\$10,080
2	240 tests	TOC Testing	\$35.00	\$8,400
3	1 test	Nitrate Testing	\$25.00	\$25
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$120.00	\$120
5	1 sample set	IOC's & Secondary Testing	\$280.00	\$280
6	1 test	Deionized water	\$250.00	\$250
7	144 tests	Haloacetic Acid Testing	\$140.00	\$20,160
8	6 tests	Iron & Manganese Testing	\$25.00	\$150
9	36 tests	Total Dissolved Solids	\$15.00	\$540
10	4 sample sets	Lead & Copper	\$25.00	\$100
11	180 tests	Zinc & Orthophosphate	\$35.00	\$6,300
			<b>Total</b>	<b>\$46,405</b>

Respectfully Submitted:



(Signature)

Matt Hartz

(Print Name Above)

Eurofins Eaton Analytical, LLC

(Company)

Person to contact: Ron Milke, Account Manager

Telephone number: 215-499-4578

**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2020  
PROPOSAL**

**YEAR ONE**

I (we) hereby certify that I (we) have read the contract together with the specifications attached. If awarded the contract hereby agree that I (we) shall comply with all of the terms and agreements. I (we) agree to accept one payment after satisfactory completion of service.

ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	288 tests	Trihalomethanes Testing	\$65.00	\$18,720.00
2	240 tests	TOC Testing	\$35.00	\$8,400.00
3	1 test	Nitrate Testing	\$35.00	\$35.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$85.00	\$85.00
5	1 sample set	IOC's & Secondary Testing	\$250.00	\$250.00
6	1 test	Deionized water	\$275.00	\$275.00
7	288 tests	Halocyclic Acid Testing	\$145.00	\$41,760.00
8	100 tests	Iron & Manganese Testing	\$50.00	\$5,000.00
9	36 tests	Total Dissolved Solids	\$35.00	\$1,260.00
10	4 sample sets	Lead & Copper	\$50.00/sample \$2,500.00 per quarter of 50 \$10,000.00 per year of 100 samples.	
11	180 tests	Zinc & Orthophosphate	\$70.00	\$12,600.00
<b>Total</b>				\$98,385.00

Respectfully Submitted,

Harvey Klein  
(Signature)

Harvey Klein

(Print Name Above)

Garden State Laboratories, Inc.

(Company)

Person to contact: Harvey Klein

Telephone number: 908-688-8900

**SPECIFICATIONS FOR LABORATORY  
ANALYSIS, TESTING, AND MONITORING  
FISCAL YEAR 2021  
PROPOSAL**

**OPTION TO EXTEND ONE (1) YEAR**

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ITEM #	QUANTITY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	144 tests	Trihalomethanes Testing	\$65.00	\$9,360.00
2	240 tests	TOC Testing	\$35.00	\$8,400.00
3	1 test	Nitrate Testing	\$35.00	\$35.00
4	1 test	Phase II/V Volatile Organic Monitoring Testing	\$85.00	\$85.00
5	1 sample set	IOC's & Secondary Testing	\$250.00	\$250.00
6	1 test	Deionized water	\$275.00	\$275.00
7	144 tests	Haloacetic Acid Testing	\$145.00	\$20,880.00
8	6 tests	Iron & Manganese Testing	\$50.00	\$300.00
9	36 tests	Total Dissolved Solids	\$35.00	\$1,260.00
10	4 sample sets	Lead & Copper	\$50.00/Sample \$2,500.00/Quarter of 50 samples	\$10,000 per year of 100 samples
11	180 tests	Zinc & Orthophosphate	\$70.00	\$12,600.00
<b>Total</b>				<b>\$63,445.00</b>

Respectfully Submitted:

  
(Signature)

Harvey Klein

(Print Name Above)

Garden State Laboratories, Inc.

(Company)

Person to contact: Harvey Klein

Telephone number: 908-688-8900