

Kimbrew, Darnell

From: Bodnar,Samantha <sbodnar@EMSL.com>
Sent: Thursday, September 20, 2018 2:28 PM
To: Kimbrew, Darnell
Subject: RE: Insurance Request: Information Request: GEN2116890B1 Industrial Hygiene Lab Svc/Bid GEN2116890B1
Attachments: Broward County Pricing BAFO 09182018.pdf

Good afternoon,

Attached is EMSL's Best & Final Offer Pricing for Bid GEN2116890B1. The unit pricing on the left is the original prices quoted and the pricing on the right is the revised pricing being offered the County of Broward. Please let me know if you have any questions of concerns or if you need any additional information from us.

Thank you and have a good day,



Samantha Bodnar | Contracts Supervisor
EMSL Analytical, Inc. | 200 Route 130 North | Cinnaminson, NJ 08077
Phone: 856-858-4800 x2304 | Fax: 856-786-5971 | Toll Free: 800-220-3675
Lab Hours: Mon-Friday 7AM-10PM, Saturday 8AM-5PM, Sunday On-Call

Some of the resources EMSL Analytical, Inc. offers to our clients:
[LABConnect](#) | [Order Products](#) | [Client Corner](#) | [Training](#) | [Additional Resources](#) | [Sampling Videos](#)

"This email may contain privileged and confidential information and is solely for the use of the sender's intended recipient(s). **If you are not the intended recipient of this communication, you are hereby notified that any unauthorized review, use, dissemination, distribution, downloading, or copying of this communication is strictly prohibited.** If you received this email in error, please notify the sender by reply email and delete all copies and attachments. Thank you."

From: Bodnar,Samantha
Sent: Monday, September 17, 2018 4:27 PM
To: 'Kimbrew, Darnell'
Subject: RE: Insurance Request: Information Request: GEN2116890B1 Industrial Hygiene Lab Svc

Good afternoon, please confirm that you need the COI certificate holder to read as below for the Professional and Pollution liability COI.

Broward County
115 South Andrews Avenue
Fort Lauderdale, FL 33301

Regarding the workers comp. waiver, NJ state statute doesn't allow for a waiver or additional insured on workers compensation coverage. Please let us know if you have any questions regarding this coverage. I will request the waiver coverage be added for the General and Auto policies.

Thank you



Samantha Bodnar | Contracts Supervisor
EMSL Analytical, Inc. | 200 Route 130 North | Cinnaminson, NJ 08077
Phone: 856-858-4800 x2304 | Fax: 856-786-5971 | Toll Free: 800-220-3675
Lab Hours: Mon-Friday 7AM-10PM, Saturday 8AM-5PM, Sunday On-Call

Some of the resources EMSL Analytical, Inc. offers to our clients:
[LABConnect](#) | [Order Products](#) | [Client Corner](#) | [Training](#) | [Additional Resources](#) | [Sampling Videos](#)

"This email may contain privileged and confidential information and is solely for the use of the sender's intended recipient(s). **If you are not the intended recipient of this communication, you are hereby notified that any unauthorized review, use, dissemination, distribution, downloading, or copying of this communication is strictly prohibited.** If you received this email in error, please notify the sender by reply email and delete all copies and attachments. Thank you."

From: Kimbrew, Darnell [mailto:DKIMBREW@broward.org]
Sent: Monday, September 17, 2018 4:04 PM
To: Bodnar,Samantha
Cc: Kimbrew, Darnell
Subject: RE: Insurance Request: Information Request: GEN2116890B1 Industrial Hygiene Lab Svc

Hi Samantha,
Also, I would like to ask if your company would make a voluntary price reduction? And if so how much?

Original Quote

Best & Final Offer Quote

SERVICES		QTY	Unit	extended	QTY	Unit	extended	
1	Asbestos Phase Contrast Microscopy (PCM) – Standard TAT	20	\$5.80	\$116.00	20	\$5.65	\$113.00	
2	Asbestos Phase Contrast Microscopy (PCM) – 24-hour TAT	10	\$8.10	\$81.00	10	\$7.95	\$79.50	
3	Asbestos Phase Contrast Microscopy (PCM) – 3 –hour TAT	10	\$20.85	\$208.50	10	\$20.45	\$204.50	
4	Asbestos Polarized Light Microscopy (PLM) – Standard TAT	100	\$5.80	\$580.00	100	\$5.65	\$565.00	
5	Asbestos Polarized Light Microscopy (PLM) – 24-hour TAT	10	\$10.45	\$104.50	10	\$10.25	\$102.50	
6	PLM-Point Count Method (PLM-PCM) – Standard TAT	10	\$31.50	\$315.00	10	\$30.90	\$309.00	
7	PLM-Point Count Method (PLM-PCM) - 24-hour TAT	10	\$63.55	\$635.50	10	\$62.30	\$623.00	
8	Asbestos Transmission Electron Microscopy (TEM) – Standard TAT	10	\$48.60	\$486.00	10	\$47.70	\$477.00	
9	Asbestos Transmission Electron Microscopy (TEM) - 24-hour TAT	40	\$63.70	\$2,548.00	40	\$62.45	\$2,498.00	
10	Fungal Culturable to species level	40	\$75.25	\$3,010.00	40	\$73.80	\$2,952.00	
11	Fungal Total Spore Count to genus level – Standard TAT	1,500	\$27.75	\$41,625.00	1,500	\$27.25	\$40,875.00	
12	Fungal Total Spore Count to genus level – 24-hour TAT	100	\$40.55	\$4,055.00	100	\$39.75	\$3,975.00	
13	Fungal Total Spore Count to genus level – 3 –hour TAT	100	\$98.40	\$9,840.00	100	\$96.50	\$9,650.00	
14	Allergen Scan including dust mite, dog, cat, cockroach, rat, and mice allergens	100	\$220.00	\$22,000.00	100	\$215.80	\$21,580.00	
15	Bacteroides	50	\$64.50	\$3,225.00	50	\$63.30	\$3,165.00	
16	Bacteria panel for E.coli, Fecal Coliform, Total Coliform	10	\$106.30	\$1,063.00	10	\$104.30	\$1,043.00	
17	Bacteria Heterotrophic Plate Count	10	\$64.50	\$645.00	10	\$63.30	\$633.00	
18	Polymerase Chain Reaction (PCR) Analysis - MRSA	20	No Bid	No Bid	20	No Bid	No Bid	
19	Polymerase Chain Reaction (PCR) Analysis – Fungal price per species	20	\$99.25	\$1,985.00	20	\$97.35	\$1,947.00	
20	Lead Bulk Sample analysis and air by Atomic Absorption Spectrometry (AAS)	40	\$7.35	\$294.00	40	\$7.20	\$288.00	
21	Total Volatile Organic Compound (TVOC) by Gas Chromatography (GC)-Passive Diffusion by GC/FID	50	\$82.95	\$4,147.50	50	\$81.35	\$4,067.50	
22	Total Volatile Organic Compound (TVOC) by Gas Chromatography (GC)-EPA Modified Method TO-15 62 Panel with Library (GCMS)	40	\$183.75	\$7,350.00	40	\$180.25	\$7,210.00	
23	Formaldehyde By Passive Diffusion Badge (NIOSH 2016M)	20	\$72.55	\$1,451.00	20	\$71.15	\$1,423.00	
SUPPLIES								
24	Fungal Agar MEA	50	\$0.00	\$0.00	50	\$0.00	\$0.00	
25	Fungal Swab	100	\$0.00	\$0.00	100	\$0.00	\$0.00	
26	Tape Lift Slides	200	\$0.00	\$0.00	200	\$0.00	\$0.00	
27	PLM Sample Bags	500	\$0.00	\$0.00	500	\$0.00	\$0.00	
28	Air -O- Cell Bx. 50	20	\$199.00	\$3,980.00	20	\$199.00	\$3,980.00	
29	PCM Cassettes Bx. 50 (25mm 0.8u pore size MCE)	10	\$25.00	\$250.00	10	\$25.00	\$250.00	
30	TEM Cassettes Bx. 50 (25mm 0.45u pore size MCE)	5	\$39.00	\$195.00	5	\$39.00	\$195.00	
31	Air Cassettes Bx. 50 (37mm 0.8u pore size MCE)	5	\$48.00	\$240.00	5	\$48.00	\$240.00	
32	Formaldehyde Passive Diffusion Badges	40	\$20.00	\$800.00	40	\$20.00	\$800.00	
33	TVOC Passive Diffusion Badges	40	\$25.00	\$1,000.00	40	\$25.00	\$1,000.00	
34	SilcoCan 6 Liter Canisters	100	\$0.00	\$0.00	100	\$0.00	\$0.00	
Total Amount				\$112,230	\$110,245			