

				AWARD				
Autoanalyzer				Astoria-Pacifica International	Seal Analytical Inc	Skalar Inc.	Hach Co-Lachat Instruments	Systea Scientific
Description	Qty	UOM	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
1	Autoanalyzer	1	ea	\$44,622.50	\$42,370.00	\$44,955.00	\$53,873.00	\$38,000.00
2	Trade-in	1	ea	(\$3,000.00)	(\$2,500.00)	(\$5,995.00)	(\$14,774.40)	(\$500.00)
Total				\$41,622.50	\$39,870.00	\$38,960.00	\$39,098.60	\$37,500.00
Payment Terms				100% 30 days		N/A	N/A	1% 10 days
Delivery Days				45	45	45	45	30
Comments								

Explanation of Award:

Systea Systems did not meet the required specifications. As per the bid specifications, it doesn't offer simultaneous detection of protein, calcium and phosphorus.

Hach Do-Lachat Instruments listed one flow cell at \$952.00 and the Dept of Agriculture would need three flow cells. Therefore, if you add two flow cells at \$1,904.00 plus the quoted amount of #39,098.60, that brings the bid total to \$41,002.60

Skalar's bid - Of the six references provided by SKALAR, and two other references contacted independently, none were able to meet the conditions as outlined in the (A) Scope of the General Terms and Conditions of the bid - "This instrument will be used to analyze protein, calcium, and phosphorus from feed matrices that have been digested with sulfuric acid using selenium catalyst." *As stated in the SKALAR instrument brochure for The San++ continuous flow analyzer, matrix correction for acid digests is done by reading two different wavelengths. This is contrary to the requirements stated under 4. Colorimeters - "Must be a dual beam design system with same wavelength correction"