

**BID OFFER SHEET (Revised 10/8/09)**  
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**Waterwork Operations – Products & Parts**  
**City of Seattle**  
**ITB No #6950**

The following is a shopping cart of fifty frequently used products. Total will be tabulated for bid award, with evaluation conducted based upon commonly offered products.

Bidders may choose to provide all products or only certain products.

The shopping cart will provide a firm fixed price that will be firm throughout the contract, subject to price increase requests as specified in the contract specifications.

This Offer also allows Bidders to provide a discount rate (from the manufacturer's catalogue, or manufacturer list price, or retail inventory pricing) for additional items you wish to offer in your inventory. Discount rates will not be used in the evaluation of bids. The discount rate will not change during the life of the contract.

**FREIGHT:** Freight and delivery is to be included in the cost of each individual item.

**KENNEDY BRAND HYDRANTS, COUPLINGS – No equivalent.** Alternates or substitutes will not be considered for Kennedy Brand items.

Description	Manufacturer	Fixed Price per each
HYDRANT, COMPR, 5 1/4IN, 48IN BURY	KENNEDY BRAND	\$ 1489.24
COUPLING, EXT, STEM, HYD, K81D W/PINS	KENNEDY BRAND	\$ 84.85
GASKET, LOWER BARREL X FOOT (ELBOW) Wk8125	KENNEDY BRAND	\$ 13.05
PIN, COTTER, UPPER BRK CPLG, #8117R	KENNEDY BRAND	\$ 1.87
STEM, EXTENSION, FOR 12IN EXT	KENNEDY BRAND	\$ 48.69
STEM, EXTENSION, FOR 6IN EXT	KENNEDY BRAND	\$ 30.17
PIN, CLEVIS, BRK CPLG, SET OF 2, #8112R	KENNEDY BRAND	\$ 9.67
STEM, EXTENSION, KENNEDY FOR 8IN EXT	KENNEDY BRAND	\$ 40.84
CAP, NOZZLE, HOSE, 2 1/2IN #8144 2 1/2IN NST, FORE	KENNEDY BRAND	\$ 54.79
O-RING, OIL RES X STEM, #8111	KENNEDY BRAND	\$ 5.09
GASKET, BONNET (CAP), HYDRANT, #8109	KENNEDY BRAND	\$ 13.05
<b>TOTAL</b>		<b>\$ 1791.31</b>

**ROMAC - REPAIR CLAMPS AND PART**

**ROMAC INDUSTRIES INC – no equivalent:** Alternates or substitutes will not be considered. Manufacturer of related waterworks pipe products, including repair clamps, restraint systems, castings, tools, sleeves/equipment, couplings, and other related parts and products. These ROMAC parts and products are standardized by the City for used in their Waterworks Operation.

PARTS DESCRIPTION	MANUFACTURER	Price per each
CLAMP, LEAK, OD:1.050, ¾ IN GALV (ROMAC SC 12 X 3)	ROMAC	\$ 7.92
CLAMP, LEAK, OD :2.375, 2 IN GALV, 6IN LONG (ROMAC SC 24X6)	ROMAC	\$ 18.39
CLAMP, LEAK, OD: 1.90, 1-1/2, GALV, 3 IN LONG	ROMAC	\$ 9.26
CLAMP, LEAK, OD: 2.2.375, 2IN, GALVX 3IN LONG (ROMAC SC 24X3)	ROMAC	\$ 10.13
CLAMP, FC, OD: 8.60-9.39, 8IN LONG, ROMAC	ROMAC	\$ 153.42
CAMP, FC, OD: 8.99-79.79, 10IN LONG, ROMAC	ROMAC	\$ 191.47
CLAMP,FC,OD: 4.45-4.85, 8IN LONG, ROMAC	ROMAC	\$ 73.90
CLAMP, LEAK, OD: 084, 1/2IN, 3IN LONG, SS, ROMAC SC-8	ROMAC	\$ 7.66
CLAMP, FC, OD: 4.74-5, 14,8 IN LONG, ROMAC #SS1-5.14X8	ROMAC	\$ 73.90
CLAMP, FC, OD: 6.60-7.00, 8IN LONG, ROMAC	ROMAC	\$ 88.44
CLAMP, FC, OD: 8.99-99-79, 8IN LONG, ROMAC	ROMAC	\$ 153.42
<b>TOTAL</b>		\$ 787.91

**QUOTES - HERSEY VALVE DETECTOR**

**HERSEY or equivalent.** This is not a standardized item for the City. The City will consider other manufacturers if National US Standards (AWWA) are met.

PARTS DESCRIPTION	MANUFACTURER	PRICE PER EACH
VALVE, DETECTOR CHECK, 2IN	HERSEY	\$ 1281.37
VALVE, DETECTOR CHECK, 8IN, W/OUT BRASS PLUG	HERSEY EDC4	\$ 1453.67
VALVE, DETECTOR CHECK, 6IN W/OUT BRASS PLUG	HERSEY EDC4	\$ 928.10
VALVE, DETECTOR CHECK, 4IN, W/OUT BRASS PLUG	HERSEY EDC4	\$ 643.67
TOTALS		\$ 4306.81

\* OPTIONAL MODEL - HERSEY EDC111

4" - \$ 1060.04

6" - \$ 1576.02

8" - \$ 2311.50

} THIS IS THE STYLE SEATTLE CURRENTLY USES, A "LEVER" STYLE OPPOSED TO A "SPRING" LOADED STYLE,

Listed below are discount rate options for additional parts and products. List the discount rate for the manufacturers you intend to supply in your inventory.

Brand	Discount
Kennedy	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>14.7</u>
Romac	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>38</u>
Heresy	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>23</u>
Fernco	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>50</u>
Hydromatic	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>35</u>
Dresser	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input type="checkbox"/> Discount Below Manufacturer list % _____
Toro	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>40</u>
Other (Specify) DUCTILE IRON FITTINGS - SIGMA BRAND	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>55</u>
Other (Specify) MH/KENNEDY GATE VALVES	<input type="checkbox"/> Discount Below Retail List % _____ <input type="checkbox"/> Discount Below Catalogue % _____ <input checked="" type="checkbox"/> Discount Below Manufacturer list % <u>35</u>

## REBATE

### The City seeks a rebate from the winning vendor(s).

The City requires that vendor's specify a rebate percentage no less than 3% for the total money spent each year. An additional 2% is further required to be specified and may take the form as tiered spending thresholds to incentivize contract usage, increasing the percentage of MFD's in relation to stand alone devices, online ordering and tracking or other rebate proposals the vendor feels could achieve greater efficiencies for the City. That rebate shall be paid in check to the City of Seattle, City Purchasing Department. The rebate will be provided to the City on the anniversary of the contract, to reflect total expenditures for the 12 month period. The vendor will calculate the amount due and provide supporting documentation with the payment. All monies spent between the City and the vendor are to be considered part of the rebate, unless the vendor can clearly differentiate a spend category that is clearly not associated with the contract. The rebate shall be deducted in evaluation of pricing for the estimated annual spend.

Confirm 3% Rebate: YES

Specify and narrate the requirements and/or incentives for additional rebate options that total to an additional 2% of the contract price. You may provide multiple incremental options that will total up to 2%. Note that the City will reserve the additional options to employ at time of contract orders. However, some rebate options may effect the structure of all orders or the contract requirements, and if so, the City will accept and incorporate such options into both the permanent contract and the pricing calculation.

### \* HYDRANT SCHEDULE:

PURCHASES OF FIRE HYDRANTS WILL RECEIVE AN ADDITIONAL 2% INCENTIVE REBATE IF ORDERED IN AMOUNTS OF 10,000 POUNDS OR MORE AND DELIVERY TIME IS INCREASED TO FIVE WEEKS FROM DATE OF ORDER.

### \* ROMAC REPAIR CLAMP SCHEDULE:

REPAIR CLAMP PURCHASES WILL RECEIVE AN ADDITIONAL 2% INCENTIVE REBATE IF ORDERED IN MINIMUM QUANTITIES OF 20 UNITS.

### \* DETECTOR CHECK SCHEDULE:

DETECTOR CHECK PURCHASE WILL RECEIVE AN ADDITIONAL 2% INCENTIVE REBATE IF ORDERED IN QUANTITIES OF 10 OR MORE AND DELIVERY TIME IS INCREASED TO 45 DAYS.

1. For Shopping Cart, provide a Unit Price for each product you intend to sell. If there is an error between the Unit Price and the tabulated total, the Unit Price shall prevail.
2. Prices shall include and cover all duties, handling and transportation charges, and all charges incidental to the requested work excluding Sales Tax or Use Tax. Offer shall agree to all the original City contract terms and conditions without exception
3. Do not mark, write-in or add any exceptions to the specifications, schedule, terms or your Offer and the Buyer reject your Bid.
4. Price Changes in future contract years shall be in accordance with the specifications. Discount rates will not change through the life of the contract. Changes to Fixed Prices are restricted to the increases/decrease requirements stated in the solicitation and the contract.
5. **Prompt Payment Discount:**   1   %   /   days. Note: Prompt payment discount periods equal to (or greater than) 10 calendar days will receive consideration and bid pricing will be reduced for evaluation by the amount of that discount.
6. Specify if the Business **is located within the Seattle City Limits:** Businesses located and licensed within the Seattle City limits are eligible for Seattle tax consideration for purposes of calculation of low bid. This shall be equivalent to a reduction of the cost for purposes of bid evaluation only, of .030.  
Yes: \_\_\_\_\_ No:   X
7. **Interlocal Agreement:** The City of Seattle has entered into Interlocal Agreements with other governmental agencies pursuant to RCW 39.34, in lieu of those agencies conducting a separate competitive bid. Does Vendor agree to provide this product or service to such agencies?  
Yes:   X   No: \_\_\_\_\_

Full Legal Name of Company: H.D. FOWLER CO. INC.

Signed By: *Ryan Huff* Print Name: RYAN HUFF

Date: OCTOBER 22, 2009