

**SAN ANTONIO WATER SYSTEM**  
 P. O. BOX 2449  
 SAN ANTONIO, TEXAS 78298-2449  
**TABULATION OF BIDS**

PROPOSAL Annual Contract for High Service Pumps, Machining and  
 FOR: Technical/Field Support Services  
 TIME & (March 1, 2012 through September 30, 2013)  
 DATE: 3:00 p.m., February 17, 2012

Alfred Conhagen, Inc.  
 P.O. Box 1115,  
 203 Texas Ave.  
 La Marque, TX 77568

Smith Pump Co.  
 301 M&B Industrial  
 Waco, TX 76712

Peerless Equipment  
 5400 1 New Hwy 90 West  
 San Antonio, TX 78227

ITEM NO.	DESCRIPTION AND APPROXIMATE QUANTITY				
<b>I.</b>	<b>PUMP REPAIR SERVICES, LABOR</b>				
<b>A.</b>	<b>Pump Tear Down, Inspection and Quote</b>				
<b>1.</b>	<b>Large Pump Tear Down and Quote (&gt;250 HP)</b>	UNIT PRICE	5,100.00	3,750.00	1,000.00
a.	Horizontal Pump 4 Pumps x \$5,100.00 each	TOTAL	20,400.00	15,000.00	4,000.00
		UNIT PRICE	5,100.00	4,750.00	1,100.00
b.	Vertical Pump 2 Pumps x \$5,100.00 each	TOTAL	10,200.00	9,500.00	2,200.00
<b>2.</b>	<b>Small Pump Tear Down and Quote (&lt;250 HP)</b>	UNIT PRICE	3,400.00	2,850.00	750.00
a.	Horizontal Pump 3 Pumps x \$3,400.00 each	TOTAL	10,200.00	8,550.00	2,250.00
		UNIT PRICE	4,200.00	3,750.00	850.00
b.	Vertical Pump 2 Pumps x \$4,200.00 each	TOTAL	8,400.00	7,500.00	1,700.00
<b>B.</b>	<b>Pump Repairs</b>				
<b>1.</b>	<b>Large Pump Repair Shop Labor (&gt;250 HP)</b>	UNIT PRICE	74.00	72.00	125.00
a.	Horizontal Pump - Regular Time 1,000 Hours	TOTAL	74,000.00	72,000.00	125,000.00
		UNIT PRICE	99.00	108.00	140.00
b.	Horizontal Pump - Overtime 20 Hours	TOTAL	1,980.00	2,160.00	2,800.00
		UNIT PRICE	74.00	72.00	125.00
c.	Vertical Pump - Regular Time 400 Hours	TOTAL	29,600.00	28,800.00	50,000.00
		UNIT PRICE	99.00	108.00	140.00
b.	Vertical Pump Overtime 20 Hours	TOTAL	1,980.00	2,160.00	2,800.00
<b>2.</b>	<b>Small Pump Repair Shop Labor (&lt;250 HP)</b>	UNIT PRICE	74.00	72.00	125.00
a.	Horizontal Pump - Regular Time 400 Hours	TOTAL	29,600.00	28,800.00	50,000.00
		UNIT PRICE	99.00	108.00	140.00
b.	Horizontal Pump - Overtime 20 Hours	TOTAL	1,980.00	2,160.00	2,800.00
		UNIT PRICE	74.00	72.00	125.00
c.	Vertical Pump - Regular Time 80 Hours	TOTAL	5,920.00	5,760.00	10,000.00

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		UNIT PRICE	99.00	108.00	140.00
d.	Vertical Pump - Overtime 8 Hours	TOTAL	792.00	864.00	1,120.00
3.	Allowances and markups for Pup Repairs Parts and Materials, including shipping Cost-Plus Markup				
a.	Pumps Major Components (rotating assemblies, impellers, impeller keys, shafts, discharge heads, diffuser plates, diffuser, steel shell, etc.) \$25,000 - % Markup	%	15%	20%	20%
		TOTAL	28,750.00	30,000.00	30,000.00
b.	Pumps Ancillary Components (keys, keyed shaft couplings, lantern rings, bearings, pump/shaft seals, bowl wear rings, packing glands, collars, stuffing boxes, sand collars, etc.) \$20,000 - % Markup	%	15%	20%	20%
		TOTAL	23,000.00	24,000.00	24,000.00
II.	<b>SPECIALTY MACHINING WORK, LABOR AND ALLOWANCES</b>				
a.	Labor @ Regular Time Rate, 400 Hours	UNIT PRICE	74.00	72.00	105.00
		TOTAL	29,600.00	28,800.00	42,000.00
b.	Labor @ Overtime Rate, 20 Hours	UNIT PRICE	99.00	108.00	140.00
		TOTAL	1,980.00	2,160.00	2,800.00
c.	Material allowance for machining work by Supplier. Bid Markup \$70,000 , % Markup	%	15%	20%	30%
		TOTAL	80,500.00	84,000.00	91,000.00
d.	Allowance for subcontracted machining work. Bid Markup for invoiced work \$10,000 - % Markup	%	15%	20%	30%
		TOTAL	11,500.00	12,000.00	13,000.00
III.	<b>FIELD AND TECHNICAL SUPPORT SERVICES, LABOR AND ALLOWANCE</b>				
a.	Field Work @ Regular Rate, 120 Hours	UNIT PRICE	57.00	72.00	105.00
		TOTAL	6,840.00	8,640.00	12,600.00
b.	Field Work @ Overtime Rate , 40 Hours	UNIT PRICE	75.00	108.00	140.00
		TOTAL	3,000.00	4,320.00	5,600.00
c.	Technical Work @ Regular Rate, 40 Hours	UNIT PRICE	100.00	80.00	125.00
		TOTAL	4,000.00	3,200.00	5,000.00

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d.	Technical Work @ Overtime Rate, 8 Hours	UNIT PRICE TOTAL	125.00 1,000.00	120.00 960.00	125.00 1,000.00
e.	Materials/Equipment/Allowance, \$5,000, % Markup	UNIT PRICE TOTAL	15% 5,750.00	20% 6,000.00	25% 6,250.00
f.	Hydraulic/Performance Testing Services, \$20,000, % Markup	UNIT PRICE TOTAL	15% 23,000.00	20% 24,000.00	25% 25,000.00
g.	Travel (Flat Rate/Person)	UNIT PRICE TOTAL	725.00 3,625.00	300.00 1,500.00	50.00 250.00
	<b>TOTAL BID AMOUNT (ITEMS I-III)</b>	TOTAL	<b>417,597.00</b>	412,834.00	513,170.00
			*		
			<b>409,245.06</b>		502,906.60
			<b>Discount Price</b>		<b>Discount Price</b>
	<b>EXTENSION 1</b>	EXTENSION	<b>417,597.00</b>		
	<b>EXTENSION 2</b>	EXTENSION	<b>417,597.00</b>		
	<b>EXTENSION 3</b>	EXTENSION	<b>417,597.00</b>		
	Terms		2% 10 Days	Net 30 days	2% 10 days
	Delivery Days				

**\*LOW BIDDER**

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BID INVITATIONS MAILED TO AND/OR PICKED UP BY:

Peerless Equipment  
 Smith Pump Co.  
 Alfred Conhagen, Inc.  
 DXP

SAWS Website