



UNIVERSITY OF  
**SOUTH CAROLINA**

*MM*

ADDENDUM NO. 1

**TO:** ALL VENDORS  
**FROM:** Reed Bickers *[Signature]*  
**SUBJECT:** Fixed Price Bid # USC-FPB-1065-RB  
**OPENING DATE AND TIME:** REMAIN UNCHANGED  
**DATE:** July 25, 2007

This Addendum No. 1 modifies the Bid invitation only in the manner and to the extent as stated herein.

Item One: **DESCRIPTION:** Furnish, deliver, & supply specialty & research gases & supplies as required by the University of South Carolina, Columbia Campus.

Item Two: **V. QUALIFICATIONS:** page 12, C: Delete "Must be an authorized Nice Video reseller. Provide documentation to verify authorization."

**QUESTIONS: National Welders asks:**

1. It looks like you are asking for a specific percentage off list price. There is no set list price for specialty and research gases in our industry. For example, National may send in a bid 50% off list and a competitor may send in a bid of 55% off list. Because list price varies between gas providers it would not be obvious who submitted the best bid.

**Answer:** We are asking for a minimum discount of 30% from your company's list price for all specialty & research gases & supplies. As in the Scope of Services: the intent is to have multiple resellers approved to supply the University.

2. It is very difficult to compare equal products between vendors. On Pure gases the name and description of the gases varies between vendors. For example, National's high purity argon may actually have better specs than a competitor's ultra high purity. The purity grade for these gases is often measure in nines. Five nines would equal 99.999% pure. This alone does not give the user all the information needed to make the best choice. One company may call their gas 99.999% pure, but only tested for two impurities. Some competitors fill their spec gas cylinders in an industrial plant and use an industrial valve, so even if their gas met a certain spec it may not remain constant throughout shipping and usage. There is not a good way to compare apples to apples here.

**Answer:** Again, please see the answer to question #1 above. Also, page 12, VI. Award Criteria, Evaluation/Award: Award will be made to all responsive and responsible bidders to the University's request for competitive fixed price bidding. The minimum rate of 30% discount is listed on Attachment "A".

3. On specialty mixed gases we have a certified standard and a primary standard grade. Other vendors may use other guidelines. It will be very hard to get accurate comparisons between these gases by the different vendors.

**Answer:** Please see answers to questions #1, #2, & #3 above.

4. Bottle size also is not standard in the industry and this will have to be considered when comparing vendor specifics.

**Answer:** Please see answers to questions #1, #2, #3, & #4 above.

5. As a long term provider do you need qualification, references and insurance information from National Welders?

**Answer:** Yes, as outlined in the solicitation on page 11.

6. It looks like all you need to submit the bid is the cover sheet and attachment A. or do you need all 20 pages?

**Answer:** Please submit page #1, signed and the items requested on section IV. Information for Offerors to Submit, page 11. and page 19 Bidder's Checklist. Submit Attachment "A" modified if necessary with your best offer of any and all categories.

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BIDDER SHALL ACKNOWLEDGE RECEIPT OF ADDENDUM NO. 1 IN THE SPACE PROVIDED BELOW AND RETURN IT **WITH THEIR SEALED BID RESPONSE**. FAILURE TO DO SO MAY SUBJECT BID TO REJECTION.

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Authorized Signature

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Firm

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Date