

COUNTY OF ROCKLAND
Department of General Services
Purchasing Division

Contract Award Notification

Title: **LEAD TESTING ANALYSIS- (Dust, Soil, Drinking Water)**

Contract Period: **February 5, 2026, through February 4, 2027, w/ (4) 1-year options**

Original Date of Issue: February 5, 2026

Date of Revision:

BID No: **RFB-RC-2026-008**

Catalog: **Health & Hospitals**

Authorized Users: United States Agencies, Other States & Political Subdivisions Therein,
Local Governments, School Districts & Non-Profit Agencies

Address Inquiries To:

Name: Michele Phillips
Title: Purchaser II
Phone: 845-364-2984
Fax: 845-364-3809
E-mail: phillipm@co.rockland.ny.us

Description

This contract will be used to provide accurate analysis of specified samples (dust, soil, drinking water) for lead content.

Contract #	Vendor Number	Contractor & Address	Telephone No.
RFB 26-008	0000030200	Bay Hill Labs, Inc. 2060 Fairfax Ave. Cherry Hill, NJ 08003 Contact: Matthew O'Donnell & Shane O'Donnell matt@bayhilllabs.com shane@bayhilllabs.com	215-515-1257

COUNTY OF ROCKLAND
 DGS – PURCHASING DEPARTMENT
 BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD
 POMONA, NY 10970
 TELEPHONE NO.: 845-364-3820

VENDOR: **Bay Hill Labs, Inc.**

LINE NO.	DESCRIPTION	ITEM #	EST. QTY. PER MONTH	UNIT	UNIT PRICE	METHOD OF ANALYSIS
1	DUST WIPE- LEAD ANALYSIS- Method of Analysis: Flame AA (Atomic Absorption) Turn around Time: Same Day Price must include all supplies including ASTM lead dust wipes. Price must include Next Day Air shipping as specified.	99261000001	10	Each	\$ 8.00	Flame AA
2	DUST WIPE- LEAD ANALYSIS- Method of Analysis: Flame AA (Atomic Absorption) Turn around time: 24-72 Hours Price must include all supplies including ASTM lead dust wipes. Price must include Next Day Air shipping as specified.	99261000002	500	Each	\$ 5.25	Flame AA
4	SOIL- LEAD ANALYSIS- Method of Analysis: Flame AA (Atomic Absorption) Turn around time: 24-72 Hours Price must include all supplies including centrifuge tubes, jars, or plastic baggies. Price must include Next Day Air shipping as specified	92685000001	2	Each	\$ 6.00	Flame AA

COUNTY OF ROCKLAND
 DGS – PURCHASING DEPARTMENT
 BLDG. A, 6TH FLOOR, 50 SANATORIUM ROAD
 POMONA, NY 10970
 TELEPHONE NO.: 845-364-3820

VENDOR: **Bay Hill Labs, Inc.**

LINE NO.	DESCRIPTION	ITEM #	EST. QTY. PER MONTH	UNIT	UNIT PRICE	METHOD OF ANALYSIS
5	DRINKING WATER- LEAD ANALYSIS ONLY Method of Analysis: ICP-OES (Inductively Coupled Plasma Optical Emission Spectroscopy) Turn around time: 7 Days Price must include all supplies including jars or bottles. Price must include Next Day Air shipping as specified.	96891000001	4	Each	\$ 15.00	ICP-OES
6	Shipping Cost per package containing <u>minimum of \$100.00</u> (or more) worth of Analysis to be done. If "NO SHIPPING CHARGE" please enter \$0.00. DO NOT LEAVE BLANK	96891	15	Each	0.00	N/A
7	Shipping Cost per packages containing <u>less than \$100.00</u> worth of Analysis to be done.	96891000002	2	Each	\$ 20.00	UPS
					TOTAL BID	\$ 2,817.00

COUNTY OF ROCKLAND - DGS-PURCHASING
 BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: LEAD TESTING ANALYSIS- (Dust, Soil,
 Drinking Water)**

RFB #: RFB-RC-2026-008

PURCHASES BY OTHER

LOCAL GOVERNMENTS, SCHOOL DISTRICTS, AND NON PROFIT AGENCIES

As per the New York State General Municipal Law, all political subdivisions of New York State are allowed to make purchases through the resulting contract(s). As per Rockland County Procurement Policy, Non Profit Agencies approved to participate in New York State's Contract Extension Program are authorized to make purchases through the resulting contract(s).

1. The County of Rockland shall make all contract award information available to other political subdivisions and non profit agencies through our website: www.rcpurchasing.com
2. Any other political subdivision or Rockland County non profit agency will issue purchase orders directly to vendors within the specified contract period referencing the County's contract and shall be liable for any payments due on such purchase orders; and shall accept sole responsibility for any payment due.
3. All purchases shall be subject to audit and inspection by the other political subdivisions and Rockland County non profit agencies for which the purchase was made.
4. No officer, board or agency of a county, town, village, or school district shall make any purchase through the County when bids have been received for such purchase by such officer, board or agency, unless such purchase may be made upon the same terms, conditions and specifications at a lower price through the County.
5. All Bidders shall be on notice that as a condition of the award of a County contract, the successful bidder shall accept the award of a similar contract with any other political subdivision in New York State and Rockland County non profit agencies authorized to use New York State's contracts, if called upon to do so. A listing of approved Rockland County non profit agencies is available on the Purchasing Division's website at www.rcpurchasing.com. The County, however, will not be responsible for any debts incurred by the participants pursuant to this or any other agreement.
6. Necessary deviations from the County's specifications in the award of a participant contract, whether such deviations relate to quantities, or delivery points shall be resolved between the successful bidder and the other political subdivisions and Rockland County non profit agencies.

COUNTY OF ROCKLAND - DGS-PURCHASING
 BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
 TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

**TITLE: LEAD TESTING ANALYSIS- (Dust, Soil,
 Drinking Water)**

RFB #: RFB-RC-2026-008

SPECIFICATIONS

A Virtual Pre-Bid via Microsoft Teams will be hosted on **January 12, 2026, at **11:00am** - To Participate select the link below.**

Microsoft Teams Meeting Link: [CLICK HERE TO JOIN MEETING](#)

Meeting ID: 233 603 782 510 55
Passcode: SU6qw3Jg

1. SCOPE

- 1.1. The Rockland County Department of Health is seeking a qualified, NYS Certified Laboratory to accurately analyze specified samples (dust, soil, drinking water) for lead content.
- 1.2. All Offerors must be accredited by the Federal Environmental Protection Agency (EPA) as a lead sample analysis laboratory under the EPA's National Lead Laboratory Accreditation Program (NLLAP). Bidders must provide proof of such accreditation with bid otherwise bidder may be deemed non-responsive and removed from evaluation.
 - All Bidders must be certified by the New York State Department of Health to perform environmental analysis on samples originating from New York, under the Environmental laboratory Approval Program (ELAP). Such certifications must be with the following approved fields of analysis: Lead, Total: Lead in Dust Wipes; and Lead in Soil, and Lead in Drinking Water (Pb). Proof of certifications must be submitted with bid or bidder will be deemed non-responsive and removed from evaluation.
- 1.3. The awarded supplier must maintain such accreditations, as listed above, throughout the life of the contract and provide proof at any time throughout the contract, as requested.
- 1.4. Laboratory services must be provided for the analysis of samples and associated quality assurance/quality control (QA/QC) samples for the Rockland County Department of Health.
- 1.5. This scope of work describes the technical and deliverable requirements for laboratory sample analyses under this program.
 - 1.5.1. Qualified supplier must be able to provide analysis results in turn around times (TAT) as specified- Same Day results, 24-72 hours, or up to 7 days.
 - 1.5.2. Supplier must provide adequate quantities of all sampling containers including but not limited to: ASTM lead dust wipes, centrifuge tubes, jars, bottles, or plastic baggies, as needed for species collection and transportation, at no extra cost to the county.
 - 1.5.3. Sampling containers must be provided within three transit days from date of request, unless an alternate date is agreed to in advance and in writing.
 - 1.5.4. Provide analytical data in electronic format according to program specific requirements.
 - 1.5.5. Use Chain of Custody procedures on a program-specific basis.
- 1.6. Rockland County DOH authorized representatives will collect the samples for analysis by its associated analytical methods advised by the contracted laboratory.
- 1.7. The laboratory shall perform these analyses in accordance with the cited method and with its current approved Standard Operating Procedures (SOP's).

COUNTY OF ROCKLAND - DGS-PURCHASING
BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: LEAD TESTING ANALYSIS- (Dust, Soil,
Drinking Water)

RFB #: RFB-RC-2026-008

2. LABORATORY ANALYSIS

- 2.1. **Flame AA- Lead (Atomic Absorption).** Method of Analysis for dust and soil samples to determine if lead is present and at what level. Lead in dust is typically measured in micrograms of lead per square foot ($\mu\text{g}/\text{ft}^2$). Lead in soil is typically measured in parts per million (ppm) or micrograms per gram ($\mu\text{g}/\text{g}$).
- 2.2. **ICP-OES-(Inductively Coupled Plasma Optical Emission Spectroscopy).** An analytical technique used to determine the elemental composition of a sample. It works by exciting atoms and ions in a sample with a plasma, then measuring the light emitted at characteristic wavelengths. This method is used for analyzing water for the detection of lead, typically measured in micrograms per liter ($\mu\text{g}/\text{L}$), milligrams per liter (mg/L), parts per million (ppm), or parts per billion (ppb).
- 2.3. Bidders may submit alternate tests for evaluation as an approved equal. Bidders submitting an alternate test, must submit test details with bid submission, otherwise bidder will be deemed non-responsive and removed from evaluation.
- 2.4. DOH may request sample analysis, using submitted method(s), to be completed at no charge to the county, to determine if alternate method meets their needs.
- 2.5. The Rockland County DOH will have final say on what is an approved equal that meets their needs.

3. ANALYSIS/TEST RESULTS

- 3.1. Test results are for the detection of Lead only.
- 3.2. Award supplier must deliver test results of all analyses performed under the contract via email, to **LeadFreeKids@co.rockland.ny.us**.
- 3.3. Test results must include the following information:
 - 3.3.1. Project/Sample Location
 - 3.3.2. Sample Date
 - 3.3.3. Analysis Date
 - 3.3.4. Lab Sample ID
 - 3.3.5. Sample Description
 - 3.3.6. Analysis results for the detection of Lead and the level of lead detected. If no lead is found, the report should show "ND", "Not Detected", or "<" the EPA limit for lead.
- 3.4. Any and all costs associated with the delivery of analysis results and/or any other communications to county via U.S. Mail, overnight carrier, or similar shipping method, shall be the awarded supplier's expense. The county will not be responsible for these expenses.

4. QUANTITIES

- 4.1. Quantities listed are estimated monthly tests.
- 4.2. Actual quantities may be more or less.
- 4.3. Bidders must be able to process all quantities of samples as sent, in the timeframe required.

COUNTY OF ROCKLAND - DGS-PURCHASING
BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: LEAD TESTING ANALYSIS- (Dust, Soil,
Drinking Water)

RFB #: RFB-RC-2026-008

5. SHIPPING COST FOR SAMPLES

- 5.1. Samples are mailed to the laboratory 1-2 times per week but may vary as needed.
- 5.2. The county intends to ship a minimum of 15 samples or \$100 worth of testing (combined) in each delivery.
- 5.3. There may be times when less than 15 samples or \$100.00 worth of testing may be included in one delivery.
- 5.4. Awarded supplier will be responsible for sending Prepaid shipping labels to the county.
- 5.5. The county will be responsible for providing shipping boxes used in the transport of the samples sent to the supplier for analysis.
- 5.6. All shipping must be overnight delivery, "Free" UPS Next Day Air or alternate shipper equivalent.
- 5.7. The Rockland County Department of Health will have the final say on shipping methods to be paid by the county.

6. REFERENCES

- 6.1. Laboratory must have been in business for a minimum of five years, performing the analysis as specified.
- 6.2. Suppliers must provide a minimum of three Public Agencies currently using their services for laboratory lead testing on samples as specified.
- 6.3. Bidders who do not provide this information will be removed from evaluation.

7. INVOICES

- 7.1. The laboratory shall be paid for all testing authorized by the County of Rockland upon submission of properly executed invoices. All invoices must be submitted monthly and in duplicate. Invoices must list the following information:
 - 7.1.1. Sample Location
 - 7.1.2. Date of Analysis
 - 7.1.3. Description of Analysis (Dust, Soil, or Water analysis)
 - 7.1.4. Number of Samples Analyzed
 - 7.1.5. Cost

8. PRICE ADJUSTMENTS

- 8.1. A Price Adjustment request may be made after the first year and must be made in writing and include the reason for the request, documentation supporting the request (i.e., commodity increases), the current pricing, and the requested revised pricing, no more than once per contract year.
- 8.2. The County will review the Price Adjustment request. If the Price Adjustment is deemed reasonable the Price Adjustment request will be accepted by written acknowledgement. If the request is not accepted the County may entirely reject the request or may counter with revised pricing. In either case the County will provide a written explanation in support of the decision.

COUNTY OF ROCKLAND - DGS-PURCHASING
BLDG. A., 6TH FLOOR, 50 SANATORIUM RD, POMONA, NY 10970
TELEPHONE: 845-364-3820 / TELEFAX: 845-364-3809

TITLE: LEAD TESTING ANALYSIS- (Dust, Soil, Drinking Water)

RFB #: RFB-RC-2026-008

- 8.3. The Director of Purchasing may use available indexes (e.g., CPI or PPI) to determine if the requested Price Adjustment is reasonable. Typically, a Price Adjustment that exceeds 5% will not be approved unless very unusual and significant changes have occurred in the industry.
- 8.4. In the event industry costs decline, the County shall have the right to receive, from the Contractor, a reasonable reduction in prices/pricing that reflect such cost changes in the industry. The County will make a written request to the Contractor for a Price Adjustment in writing with supporting documentation.

9. NEW YORK STATE GRANTS

- 9.1. Funding for this contract may be provided using two (2) New York State Grants: Childhood Lead Poisoning Prevention Program+ (CLPPP+) and Lead Rental Registry (LRR).

10. AWARD

- 10.1. The County intends to award this contract to the lowest responsive responsible bidder meeting the needs of the county.
- 10.2. The Rockland County Department of Health will have the final say on supplier who meets their needs as specified.

DEPARTMENT OF GENERAL SERVICES, PURCHASING DIVISION

Dr. Robert L. Yeager Health Center
50 Sanatorium Rd, Building A
Pomona, New York 10970
Phone: (845) 364-3820 Fax: (845) 364-3809
Email: purchasing@co.rockland.ny.us

Paul Brennan, FNIGP, NIGP-CPP, CPPO
Director of Purchasing

ADDENDUM # 1

RFB-RC-2026-008

Lead Testing Analysis (Dust, Soil, Drinking Water)

The information in this addendum supersedes any contradictory information set forth in the contract documents. Acknowledge receipt of this addendum in the space provided on the signature page of the bid proposal. Failure to do so, may subject the bidder to disqualification. This addendum forms a part of the contract documents.

Question #1: Given that Bay Hill Labs was incorporated in 2022, but our organization has continuously operated in the lead inspection and testing space since 2005, would our firm meet the RFP's minimum years-in-business requirement?

Response #1: We encourage your firm to submit a response with the information noted and it will be reviewed for relevant experience.

Question #2: For the estimated six (6) monthly water and soil samples, would it be acceptable to subcontract analysis to an ELAP-accredited laboratory, with Bay Hill Labs remaining the primary contractor for lead dust wipe analysis?

Response #2: Test can be subcontracted. Any/All subcontractors used must meet all qualifications noted in the bid. All subcontractors certifications must be submitted with bid submission.

SIGNED:

Paul J. Brennan

PAUL J. BRENNAN, FNIGP, NIGP-CPP, CPPO
DIRECTOR OF PURCHASING

ADDENDUM

1/15/26