



RESOLUTION NO. 03-FY2019

**RELATIVE TO RATIFICATION OF THE CONTRACT EXTENSION WITH EUROFIN
EATON ANALYTICAL INC. FOR LABORATORY SERVICES**

WHEREAS, under 12 G.C.A. § 14105, the Consolidated Commission on Utilities (“CCU”) has plenary authority over financial, contractual and policy matters relative to the Guam Waterworks Authority (“GWA”); and

WHEREAS, the Guam Waterworks Authority (“GWA”) is a Guam Public Corporation established and existing under the laws of Guam; and

WHEREAS, the Consolidated Commission on Utilities under Section 5452 of Title 5 of the Guam Code Annotated has the authority to ratify the procurement of goods and services if there is no indication that the company who was awarded the procurement acted in bad faith and there is a finding that the procurement is for GWA’s use and is in the best interest of the Territory of Guam; and

WHEREAS, in April of this year, GWA Compliance and Safety initiated a procurement to replace the current Laboratory Services Contract that was competitively procured in 2013 with a contract date of August 2, 2013 which, after completing two extensions was set to expire on August 2, 2018; and

WHEREAS, on May 7, 2018, GWA put out an Invitation for Bid (IFB) (Exhibit A) that was opened on May 23, 2018, soliciting bid proposals from experienced and responsive bidders for a US Environmental Protection Agency certified lab able analyze water and wastewater sample provided by the Guam Waterworks Authority (“GWA”) in a manner that meets the “Standardized Monitoring Requirements” established by the Guam Environmental Protection Agency as provided under the Safe Drinking Water Act and the Guam Primary and Secondary Safe Drinking Water Regulations; and

1 **WHEREAS**, after a thorough analysis of the two bids offered at that time, GWA
2 determined that neither bidder was entirely responsive to the technical requirements set forth in
3 the procurement and all bids were rejected (Exhibit B); and

4
5 **WHEREAS**, the procurement documents were revised by GWA regulatory and
6 compliance personnel in preparation to re-bid the solicitation which was advertised on
7 September 10, 2018 (Exhibit C); and

8
9 **WHEREAS**, numerous inquiries came in from potential bidders requesting
10 clarifications which resulted in delaying the opening of the bids to September 27, 2018
11 (Exhibit D); and

12
13 **WHEREAS**, a conditional award was issued to Eurofins Eaton Analytical, LLC on
14 October 19, 2018 (Exhibit E) (See CCU Resolution 02-FY2019) however, due to the
15 anticipated contract amount, that award requires CCU and PUC approval, which will delay the
16 execution of the contract for this procurement until after the PUC meeting in late December of
17 this year; and

18
19 **WHEREAS**, the average annual anticipated costs for the Laboratory Services is Four
20 Hundred Five Thousand Dollars (\$405,000.00) which on a monthly basis, averages
21 approximately Thirty-Five Thousand Seven Hundred Dollars (\$35,700.00) including a five-
22 percent (5%) contingency; and

23
24 **WHEREAS**, GWA seeks approval from the CCU to ratify the 2013 contract
25 amendments from August 2, 2018 through the date the agreement will be signed after PUC
26 approval at an estimated monthly cost of Thirty-Five Thousand Seven Hundred Dollars
27 (\$35,700.00) per month for laboratory services; and

28 //

29 //

30 //

1 **NOW BE IT THEREFORE RESOLVED**, the Consolidated Commission on Utilities
2 does hereby approve the following:

3 **Section 1.** The foregoing recitals hereto are hereby ratified, confirmed, and
4 incorporated herein by reference.

5 **Section 2.** The Consolidated Commission on Utilities hereby ratifies spending under
6 the existing contract amendments from August 2, 2018 through the end of calendar 2018 at an
7 estimated Thirty-Five Thousand Seven Hundred Dollars (\$35,700.00) per month for laboratory
8 services on the following grounds:

- 9 a. There was no indication of bad faith or fraud in any of the procurements
10 contained herein.
- 11 b. According to GWA management, the services is required to ensure for
12 the ongoing need for analytical testing to comply with the Clean Water
13 Act, the Safe Drinking Act and the 2011 Court Order. The recitals set
14 forth above hereby constitute the findings of the CCU.
- 15 c. All of the procurements herein are in the best interest of the Territory of
16 Guam and the Guam Waterworks Authority.
- 17 d. Only a reasonable profit was given in those instances where the profit
18 was given.

19 **Section 3.** This Resolution is hereby determined to be a declaration of official intent of
20 the Consolidated Commission on Utilities

21 **Section 4.** All actions heretofore taken by the GWA or the officers thereof or on their
22 behalf not inconsistent herewith related to these purchases are hereby ratified, approved and
23 confirmed.

24 **Section 5.** Based on the foregoing, the CCU authorizes GWA management to pay the
25 amount owed between GWA and Eurofin Eaton Analytical Inc. for the laboratory services at
26 an estimated monthly cost of Thirty-Five Thousand Seven Hundred Dollars (\$35,700.00)
27 through the end of calendar year 2018.

28 //

30 //

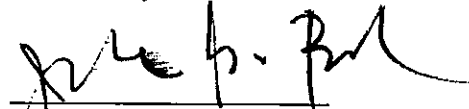
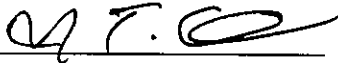
1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
26
27
28
29
30
31
32

RESOLVED, that the Chairman certified and the Board Secretary attests to the adoption of this Resolution.

DULY AND REGULARLY ADOPTED, this 27th day of November, 2018.

Certified by:

Attested by:



JOSEPH T. DUENAS
Chairperson

J. GEORGE BAMBA
Secretary

SECRETARY'S CERTIFICATE

I, J. George Bamba, Board Secretary of the Consolidated Commission on Utilities as evidenced by my signature above do hereby certify as follows:

The foregoing is a full, true and accurate copy of the resolution duly adopted at a regular meeting by the members of the Guam Consolidated Commission on Utilities, duly and legally held at a place properly noticed and advertised at which meeting a quorum was present and the members who were present voted as follows:

AYES:	<u>5</u>
NAYS:	<u>0</u>
ABSTENTIONS:	<u>0</u>
ABSENT:	<u>0</u>

///
///
///
///

EXHIBIT A

GUAM DAILY POST • MONDAY, MAY 7, 2018

Sunscreen ban gains Hawaii support, not certain if Guam will catch up

By Jamie Ward
jamie@postguam.com

While Hawaii passed legislation May 1 banning the sale of sunscreen containing chemicals believed to be harmful to coral reefs, it's unclear if Guam will catch up soon.

The state's move has rekindled a debate on what's more important: Protecting corals, or keeping sunscreens accessible to protect skin from damaging effects of the sun that could lead to cancer?

The Guam Daily Post asked certain senators if they're likely to adopt a move similar to Hawaii's, but there have been no Guam legislative takers so far.

The Hawaii bill awaits the signature of the governor, and the rules don't go into effect until 2021. The legislation would prohibit the distribution of sunscreens containing the chemicals oxybenzone and octinoxate, which some scientists believe contribute to coral bleaching when washed off in the ocean.

The Consumer Healthcare Products Association a 137-year-old national trade association, representing the leading manufacturers and marketers of over-the-counter medicines and dietary supplements, challenged the sunscreen ban.

"The health, safety and welfare of millions of Hawaii residents and tourists has been severely compromised by the passage of (legislation) that will ban at least 70 percent of the sunscreens on the market today, based on weak science blaming sunscreens for damage to coral reefs," the trade organization stated recently.

"This irresponsible action will make it more difficult for families to protect

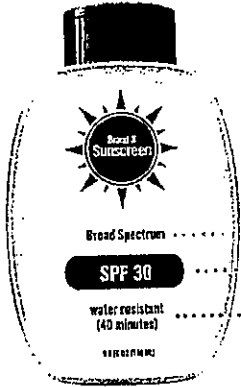
themselves against the sun's harmful ultraviolet rays, and it is contrary to the many concerns expressed by Hawaii's medical doctors, dermatologists, and public health experts."

Banning oxybenzone and octinoxate — key ingredients in effective sunscreens on the market — will drastically and unnecessarily reduce the selection of safe and effective sunscreen products available to residents and visitors, the industry group stated.

Oxybenzone and octinoxate, found in the majority of sunscreens, are safe and effective over-the-counter active ingredients recognized by the Food and Drug Administration as important aids in decreasing the risk of developing skin cancer, the industry group stated.

"This ban also avoids the real causes of coral decline according to scientists in Hawaii and around the world: global warming, agricultural runoff, sewage, and overfishing," the industry group stated.

The American Academy of Dermatology recommends consumers choose a sunscreen that states on the label:



BROAD SPECTRUM

Means a sunscreen protects the skin from ultraviolet A (UVA) and ultraviolet B (UVB) rays, both of which can cause cancer.

SPF 30 OR HIGHER

How well a sunscreen protects you from sunburn.

WATER RESISTANT OR VERY WATER RESISTANT

For up to 40 or 80 minutes. Sunscreens are not waterproof or sweatproof and need to be reapplied.

Skin protection

Sunscreen products are regulated as over-the-counter drugs by the U.S. Food and Drug Administration.

The FDA has several safety and effectiveness regulations in place that govern the manufacture and marketing of all sunscreen products, including safety data on its ingredients, according to the American Academy

of Dermatology.

"Using sunscreen, seeking shade and wearing protective clothing are all important behaviors to reduce your risk of skin cancer," the academy states. "Scientific evidence supports the benefits of using sunscreen to minimize short-term and long-term damage to the skin from the sun's rays."

"Preventing skin cancer and sunburn outweigh any unproven claims of toxicity or human health hazard from ingredients in sunscreens," the academy stated.

According to the dermatologists' group, sunlight consists of two types of harmful rays that reach the earth — UVA rays and UVB rays. Overexposure to either can lead to skin cancer. In addition to causing skin cancer, the academy states, here's what each of these rays do:

- UVA rays, or aging rays, can prematurely age your skin, causing wrinkles and age spots, and can pass through window glass.
- UVB rays, or burning rays, are the primary cause of sunburn and are blocked by window glass.

Appointment of Palacios to Customs questioned

By Kevin Kerrigan
kevin@postguam.com

A former member of Lt. Gov. Ray Tenorio's staff has raised questions about the appointment of Eric Palacios as director of the Guam Customs and Quarantine Agency.

Geraldine Castillo said she was the recipient of a series of what she described as "inappropriate emails" sent to her by Palacios in 2011 when she was a staff assistant and Palacios was on the lieutenant governor's staff as the administrator of the Guam State Clearinghouse.

Castillo said she never filed a sexual harassment complaint against Palacios, but she brought the emails to the attention of her supervisor, who then raised the issue with the lieutenant governor.

"I spoke to Eric about this, this has been many years ago," Tenorio said when asked about the incident last week. "It came out in the media, you can find the articles," he said.

Tenorio could not recall exactly what Palacios' response was. "I don't know whether, either Eric apologized for it, or acknowledged it, but I know it was something that

did come out in the media."

However, Tenorio emphasized, "We don't tolerate it and I know I spoke to him about it, particularly saying we do not tolerate this stuff."

"I beg to differ," said Castillo. "In fact, I was admonished."

Castillo told The Guam Daily Post that the lieutenant governor "was never involved and did not handle it himself." Castillo said, "He delegated it to Dong Choe, his chief of staff at the time," and she was "summoned to Dong's office," where she "was ordered to apologize to Eric." She said Palacios threatened to sue her for defamation of character.

"I was ordered by Dong Choe, to apologize to Eric for sending me inappropriate messages," she said. Did Eric apologize? Never."

Contacted for his comment, Palacios issued the following statement to the Post: "I stand by the resolution of this matter in 2011. This situation involves two former colleagues, was investigated, and no harassment was substantiated. We did apologize to each other, and we have not had any contact since. I hope she is doing well and I continue to wish her the best."

GUAM WATERWORKS AUTHORITY

"Better Water. Better Lives."

Gloria B. Nelson Public Service Building
688 Route 15, Mangilao, Guam 96913
Tel: (671) 300-6026/27 | Fax: (671) 649-3750

*THIS AD IS PAID FOR BY GWA (PUBLIC LAW 26-12)

INVITATION FOR BID

The GUAM WATERWORKS AUTHORITY will receive sealed bids for the following GWA IFB 2018-05 for Laboratory Services. Bids will be accepted until 10:00 a.m. Chamorro Standard Time, May 23, 2018 and GWA IFB 2018-16 for Pick-Up Trucks 4 x 2 Regular Cab. Bids will be accepted until 2:00 p.m. Chamorro Standard Time, May 23, 2018 at the GWA Procurement Office first floor located at the Gloria B. Nelson Public Services Building in Mangilao at which time and place all bids will be publicly opened and read aloud. All bids must be accompanied by a Bid / Performance Bond in the amount of fifteen percent (15%) of the total bid price. Bid security may be bid/performance bond, Surety Bond, certified check or cashier's check made payable to Guam Waterworks Authority. A non-refundable amount of \$15.00 is required for the purchase price of every set of bidding documents which are available at the GWA Procurement Office. Bidders can download a bid package at www.guamwaterworks.org without charge, although vendors are strongly encouraged to contact or visit GWA Procurement Office to register to ensure that updated information, notices or bid amendments are distributed to you.

GWA reserves the right to revise or reject any or all proposals and to waive any minor imperfection in the bid proposal in the interest of the Guam Waterworks Authority.

MIGUEL C. BORDALLO, P.E.
General Manager

EXHIBIT B



GUAM WATERWORKS AUTHORITY

Gloria B. Nelson Public Service Building
688 Route 15, Mangilao GU 96913

Subject: IFB Number: 2018-05
For: Laboratory Services
Reference: Re-bid
Bid Opening Date: June 05, 2018
Time: 10:00 AM

Vendor Names Registered Bids:

Eurofins Eaton Analytical LLC.
ARS Aleut Analytical
DG
SGS Guam Inc.
SGS Philippines, Inc.
M.D Wholesale
Cassidy's Associated Insurers, Inc


Evaluations Committee Findings:

Submittals:


Eurofins Eaton Analytical LLC.
ARS Aleut Analytical

The committee members determines that both bid submittals were Nonconformance with the "All or None" requirements, and therefore both offers are deemed non responsive, and thereby the evaluation committee recommends to issue a Re-Bid

Please see attached: "All or None Bids Proposals."


7-17-18
Miguel C. Bordallo, P.E. GM

Approve () Disapprove


Vincent Guerrero, Supply Administrator

Approve () Disapprove

2 GAR - ADMINISTRATION
DIV. 4 - PROCUREMENT REGULATIONS

CHAPTER 3
SOURCE SELECTION AND CONTRACT FORMATION

f **All or None** Bids or Proposals. Only when provided by the solicitation may a bid or proposal limit acceptance to the entire bid or proposal offering. Otherwise, such bids or proposals shall be deemed to be nonresponsive. If the bid or proposal is properly so limited, the territory shall not reject part of such bid or proposal and award on the remainder.



GUAM WATERWORKS AUTHORITY

Better Water. Better Lives."
Gloria B. Nelson Public Services Building
688 Route 15, Mangilao, Guam 96913
Tel: (671) 300-6027 Fax: (671) 649-3750

BID STATUS

Date: July-16-2018

ARS Aleut Analytical
3710 Woodland Dr. Suite 900
Anchorage, AK 99517
TEL: 907-841-9478 -FAX: 907-258-6634

Bid Invitation No. GWA IFB 2018-05

Opened: June 05, 2018 @ 10:00AM

Description: Laboratory Services

The following is the result of the above-mentioned bid. Refer to the items checked below.

Cancelled in its entirety.

Rejected due to:

- Late submission of bid
- No bid security or insufficient bid security amount submitted as required by Section 11 of the General Terms and Conditions
- Not meeting the delivery requirement as stated in the IFB
- Non-conformance with the "All or None" requirements.
- Inability to provide future maintenance and services to the equipment
- High price:**
- Other:

Bid is recommended for award to: re-bid

Remarks: Thank you for your time and participation.



Miguel C. Bordallo P.E.
General Manager

Mary Torres

From: Mary Torres <mtorres@guamwaterworks.org>
Sent: Tuesday, July 17, 2018 1:51 PM
To: Rick Zimmer
Cc: TCAMACHO ; Victoria Heacock
Subject: Bid Status - (RE-BID) GWA IFB 2018-05
Attachments: doc03555820180717133743.pdf


Hafa Adai Rick,

Please see attached Bid Status for IFB 2018-05 (RE-BID) Laboratory Services, bid is recommended for award to Re-Bid. Kindly acknowledge and send back the soonest.

Please feel free to contact me if you have any questions. Have a great day!

Adios,

Mary D. Torres
Buyer II
671-300-6032
Gloria B. Nelson Public Services Building
688 Route 15, Mangilao, Guam 96913
Fax. No.: (671) 649-3750
Better Water Better Lives
Better Water Better Lives


GUAM WATER AUTHORITY



GUAM WATERWORKS AUTHORITY

"Better Water. Better Lives."

Gloria B. Nelson Public Services Building
688 Route 15, Mangilao, Guam 96913
Tel: (671) 300-6027 Fax: (671) 649-3750

BID STATUS

Date: July-16-2018

Eurofins Eaton Analytical, LLC
750 Royal Oaks Drive, Suite 100
Monrovia Ca, 91016
TEL: 625-386-1100 -FAX: 626-386-1101

Bid Invitation No. GWA IFB 2018-05

Opened: June 05, 2018 @ 10:00AM

Description: Laboratory Services

The following is the result of the above-mentioned bid. Refer to the items checked below.

Cancelled in its entirety.

Rejected due to:

- Late submission of bid
- No bid security or insufficient bid security amount submitted as required by Section 11 of the General Terms and Conditions
- Not meeting the delivery requirement as stated in the IFB
- Non-conformance with the "All or None" requirements.
- Inability to provide future maintenance and services to the equipment
- High price:** Other:

Bid is recommended to: re-bid

Remarks: Thank you for your time and participation.



Miguel C. Bordallo P.E.
General Manager

Mary Torres

From: Mary Torres <mtorres@guamwaterworks.org>
Sent: Tuesday, July 17, 2018 1:47 PM
To: 'Zenon Belanger'
Cc: TCAMACHO ; Victoria Heacock
Subject: Bid Status - (RE-BID) GWA IFB 2018-05
Attachments: doc03555720180717133736.pdf

Hafa Adai Zenon,

Please see attached Bid Status for IFB 2018-05 (RE-BID) Laboratory Services, bid is recommended for award to Re-Bid. Kindly acknowledge and send back the soonest.

Please feel free to contact me if you have any questions. Have a great day!

Adios,

Mary D. Torres
Buyer II
671-300-6032
Gloria B. Nelson Public Services Building
688 Route 15, Mangilao, Guam 96913
Fax. No.: (671) 649-3750
Better Water Better Lives
Better Water Better Lives



GUAM WATER AUTHORITY

EXHIBIT C

Sports

Djokovic, del Potro meet in final

Sandra Harwitt
Special to USA TODAY

NEW YORK — Last year, Novak Djokovic was watching the US Open from his couch at home while worrying about overcoming a stressful right elbow injury.

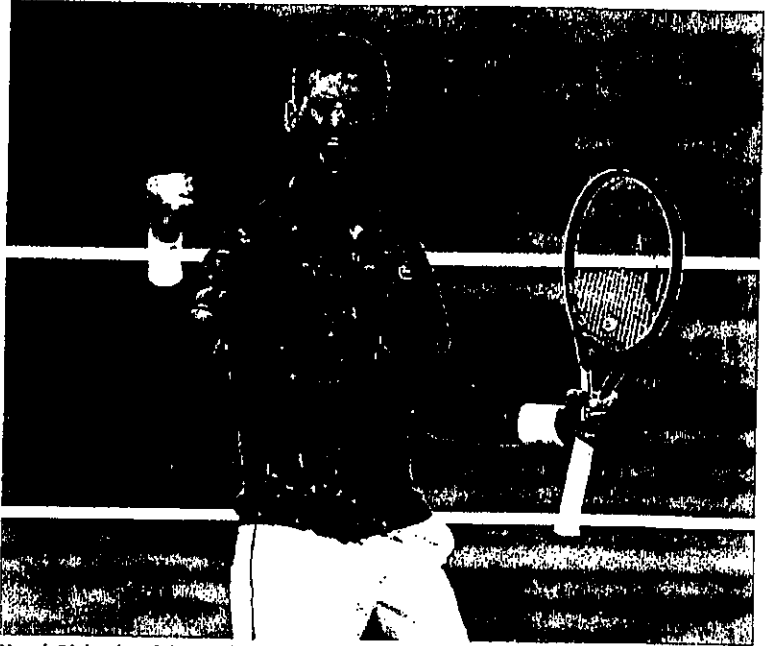
The injury, which required surgery after this year's Australian Open, ended his streak of playing 51 consecutive Grand Slam tournaments.

That is now a distant memory for the Serb, who is back to being a contender at every Grand Slam contested. While Djokovic initially struggled in his comeback from surgery, by Wimbledon he was ready to do damage again, and competently captured his 13th Grand Slam title.

On Sunday, Djokovic will meet third-seeded Juan Martin del Potro of Argentina, the 2009 US Open champion, in the 23rd Grand Slam final of his career.

The sixth-seeded Djokovic advanced to the final in quick order, bypassing 21st-seeded Kei Nishikori of Japan 6-3, 6-4, 6-2 Friday night. Earlier, del Potro moved into his second career Grand Slam final when leading, 7-6 (7-3) 6-2, world No. 1 Rafael Nadal retired from the match with a knee injury.

Djokovic's strategy in the final will be to counter del Potro's two big weapons: his serve and forehand. The Serb does own a 14-4 lifetime record over del Potro that should bolster his con-



Novak Djokovic celebrates his semifinal win over Kei Nishikori at the U.S. Open.
DANIELLE PARHIZKARAN/USA TODAY

CONTRACTORS LICENSE BOARD
Institon Malisocoyen Kontraktista
542 North Marine Corps Drive A. — Tamuning, Guam 96913
649-2211, 649-9676, 643-2210 (Fax)

NOTICE OF GOVERNMENT MEETING

The Contractors License Board regular board meeting will be held on Wednesday, September 12, 2018 at 10:00 a.m. at the Contractors License Board conference room, located at 542 North Marine Corps Drive in Upper Tumon.

For any special accommodations, please contact 649-2211/9676.

GUAM WATERWORKS AUTHORITY

"Better Water. Better Lives."
Gerlo B. Nelson Public Services Building
658 Route 15, Mangilao, Guam 96913
Tel: (671) 300-5028/27 Fax: (671) 648-3750

*THIS AD IS PAID FOR BY GWA (PUBLIC LAW 26-12)

INVITATION FOR BID

The GUAM WATERWORKS AUTHORITY will receive sealed bids for Laboratory Services Re-Bid in GWA IFB, NO. 2018-33. Bids will be accepted until 10:00 a.m. Chamorro Standard Time, September 27, 2018 at the GWA Procurement Office first floor located at the Gloria B. Nelson Public Services Building in Mangilao at which time and place all bids will be publicly opened and read aloud. All bids must be accompanied by a Bid Performance Bond in the amount of fifteen percent (15%) of the total bid price. Bid security may be bid performance bond, Surety Bond, certified check or cashier's check made payable to Guam Waterworks Authority. A non-refundable amount of \$15.00 is required for the purchase price of every set of bidding documents which are available at the GWA Procurement Office. Bidders can download a bid package at www.guamwaterworks.org without charge, although vendors are strongly encouraged to contact or visit GWA Procurement Office to register to ensure that updated information, notices or bid amendments are distributed to you.

GWA reserves the right to revise or reject any or all proposals and to waive any minor imperfection in the bid proposal in the interest of the Guam Waterworks Authority.

Miguel C. Bordallo, P.E.
General Manager

fidence.

This will not be the first encounter between the two at the US Open. They met here in the 2007 third round and 2012 quarterfinals. Djokovic prevailed on both occasions.

"I've played him many times on different occasions," Djokovic said. "We've never faced each other in a Grand Slam final, so that's something new."

"One of the keys of the match will be return; how well I can return, how many returns I can get back in play, but also try to have some depth in that return, and how accurately I can serve myself."

For Djokovic, the US Open title quest is about more than just picking up a 14th major trophy.

He's hoping to score back-to-back Wimbledon and US Open titles for the third time in his career. He previously achieved that feat in 2011 and 2015, the two times he won the US Open in

seven final appearances in New York.

Del Potro, who underwent four wrist surgeries after winning his lone Grand Slam trophy at the US Open in 2009, shocked Roger Federer in that five-set thriller on Arthur Ashe stadium. It's no wonder the Argentine constantly refers to the US Open as his favorite tournament in the world.

Nevertheless, winning the title will require more than calling the Open his favorite place.

"It will be a difficult match because we are close friends," del Potro said. "For sure, we both want to win. But Novak has won the Wimbledon already. He's playing so good. He will be the favorite to win on Sunday. But I don't know. When I played Roger nine years ago, he was the favorite to win, as well. I will try to make the surprise again."

"I'm here," he added. "I'm excited to keep surprising the tennis world, as I did

with myself. (You) never know what could happen in the future. So I'm happy just to be a tennis player again after all my wrist problems."

If del Potro has one special ingredient in his corner it's that he's likely to receive a heftier share of the crowd support in the final. He's a fan favorite in these parts, and coupled with 12 boisterous fans who traveled here from his hometown of Tandil, the stadium will be rocking.

And Djokovic doesn't hesitate in admitting he understands the appeal of his opponent.

"He's a gentle giant," Djokovic said. "He really is. He's very tall, has a big game, but at the same time he nurtures the right values in life. He cares about his family. He respects everyone. He fights every match from the first to the last point. I think people can relate to that and appreciate what he brings to the tennis."

GUAM DAILY POST • MONDAY, SEPTEMBER 10, 2016

CURRENCY EXCHANGE RATES
On Sept. 7, \$1 was worth:

Keep posted and get more data and details online. Log on to see real time market data with our stock market tool at postguam.com/stock_market.

53.659 PHP	110.64 JPY	1,122.6 KRW	30.772 TWD NT\$	6.8374 CNY	1.3992 AUD A\$	0.8594 EUR €
------------	------------	-------------	-----------------	------------	----------------	--------------

Young logistics company aims to battle Amazon

(Chicago Tribune) - With \$40 million in new investments announced Thursday, Chicago-based e-commerce logistics company ShipBob is eyeing an expansion — starting with a new fulfillment warehouse and a push to hire 100 people in the next year.

The startup aims to help small to midsize e-commerce companies ship their products at speeds similar to Amazon. Shipping logistics tends to be the hardest part of launching an e-commerce brand, said Dhruv Saxena, ShipBob's co-founder and CEO.

"The expectation from a customer standpoint is that they will get all of their e-commerce orders delivered to them like Amazon Prime: same-day, next-day," he said. "These e-commerce businesses don't have the infrastructure to support that customer expectation."

ShipBob plans to use its \$40 million round of funding to continue working toward that capability and improve its software platform. Its new facility in suburban Cicero, Illinois, is six times larger than the company's previous Chicago-area warehouse. It can facilitate same-day delivery for Chicago-area customers ordering products from e-commerce platform Shopify.

Increasing competition

Other e-commerce fulfillment companies also are investing in the Chicago area to keep up with booming demand from online shoppers.

Las Vegas-based Rakuten Super Logistics announced Wednesday that it would open two additional fulfillment centers, one in New Jersey and the other in suburban McCook, which is expected to open in October. Amazon

also has been bulking up its presence in the area and now operates more than half a dozen facilities in Illinois.

There is room in the e-commerce fulfillment world for a company besides Amazon, said Sunil Chopra, a professor at Northwestern University's Kellogg School of Management. To compete with the tech giant and other players, ShipBob will need to take advantage of its scale to lower the cost of its services for customers.

"That is the key," he said.

ShipBob's new Cicero warehouse is roughly the size of two football fields. The space is still filling up, but already occupying the shelves are products from at least 1,000 e-commerce companies, including quinoa snack brand I Heart Keenwah and apparel-maker Creepy Co., both based in Chicago. There are rows of bins filled with smaller items, such as watch straps and zombie T-shirts, and racks of unpacked boxes stuffed with products from socks to back-hair trimmers waiting to be ordered. Workers move between the rows, putting boxes on racks and sorting through pallets. Employees pull deconstructed boxes from piles for packaging.

"There was a time when we knew all the clients and products, and that's long gone," co-founder Jivko Bojinov said on a recent afternoon, as he walked through the rows of items.

In about a year, ShipBob grew to more than 350 employees from 60. The company's hiring plans for the next year are fueled by its plans to open more fulfillment centers and double the size of its software engineering team, Saxena said.

Hard work poured into coffee shop



UNIQUE-LOOKING BUSINESS: Peter and Hiroko Walls, with their sons William, left, and Noel, stand in front of the Slingstone Coffee and Tea on Marine Drive across the Adelup intersection. An old shipping container was converted into the coffee shop. According to Peter Walls, the couple worked on the project for nearly two years before being able to open the business. Walls estimates that he has spent nearly \$300,000 to launch the drive-thru concept. Narman M. Taruc/The Guam Daily Post

SPECIAL SAVINGS

Mention this ad and receive

25% OFF

BUY 1 or 2 TIRES

OR

BUY 3 TIRES GET ONE FREE

EXcludes all-terrain tires, one-time price of same tire program.

THE LARGEST SELECTION OF TIRE BRANDS ON GUAM!

TRIPLE J TIRE & BATTERY

649-TIRE (8473)
M-F: 7:30AM-5:30PM • SAT: 9AM-4PM

Like us on facebook
Triple J Commercial Tire Center

GUAM WATERWORKS AUTHORITY

"Better Water. Better Lives."

Gloria B. Nelson Public Service Building
688 Route 15, Mangilao, Guam 96913
Tel: (671) 300-6026/27 | Fax: (671) 649-3750

*THIS AD IS PAID FOR BY GWA (PUBLIC LAW 28-12)


INVITATION FOR BID

The GUAM WATERWORKS AUTHORITY will receive sealed bids for **Laboratory Services Re-Bid**, In GWA IFB NO. 2018-33. Bids will be accepted until 10:00 a.m. Chamorro Standard Time, September 27, 2018 at the GWA Procurement Office first floor located at the Gloria B. Nelson Public Services Building in Mangilao at which time and place all bids will be publicly opened and read aloud. All bids must be accompanied by a Bid / Performance Bond in the amount of fifteen percent (15%) of the total bid price. Bid security may be bid/performance bond, Surety Bond, certified check or cashier's check made payable to Guam Waterworks Authority. A non-refundable amount of \$15.00 is required for the purchase price of every set of bidding documents which are available at the GWA Procurement Office. Bidders can download a bid package at www.guamwaterworks.org without charge, although vendors are strongly encouraged to contact or visit GWA Procurement Office to register to ensure that updated information, notices or bid amendments are distributed to you.

GWA reserves the right to revise or reject any or all proposals and to waive any minor imperfection in the bid proposal in the interest of the Guam Waterworks Authority.

MIGUEL C. BORDALLO, P.E.
General Manager

EXHIBIT D



GUAM WATERWORKS AUTHORITY

"Better Water. Better Lives"

Gloria B. Nelson Public Services Building
688 Route 15, Mangilao, Guam 96913
PH: 300-6027/30 FAX: 649-3750

September 19, 2018

Bid Amendment No. 1

Invitation for Bid No: 2018-33

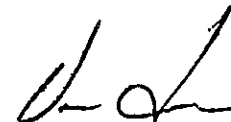
For: Laboratory Services (Re-Bid)

Prospective Bidders are hereby notified of the following:

Bid opening date scheduled for September 27, 2018 at 10:00 a.m. has been rescheduled.


New bid opening date and time is scheduled for October 09, 2018 @ 10:00 a.m.

Nothing Follows:



Vincent E. Guerrero, CPM
Supply Management Administrator

EXHIBIT E



GUAM WATERWORKS AUTHORITY

Gloria B. Nelson Public Service Building
688 Route 15, Mangilao GU, 96913
Tel: (671) 300-6027 Fax: (671) 649-3750

NOTICE OF CONDITIONAL AWARD

Date: October 19, 2018

Rick Zimmer
Eurofins Eaton Analytical, LLC
750 Royal Oaks Drive, Suite 100
Monrovia CA. 91016
Phone #671-300-6027
Office: +1 949 716 7180

Re: Invitation for Bid Number: IFB 2018-33 Laboratory Services

Hafa Adai Mr. Zimmer,

The Guam Waterworks Authority ("GWA") has considered the bid submitted by Eurofins Eaton Analytical for the above described reference in response to its Advertisement for bid dated September 10, 2018 and you are hereby notified that the Bid Item (s) submitted has been accepted by GWA. Please be advised the Performance and Payment Bond (which must remain in full force and effect until all performance has ended, which includes all warranty periods).

You are also advised that any obligation incurred by your firm prior to execution of the contract is entirely at your own risk and GWA shall have no obligation to reimburse costs incurred prior to execution of the contract.

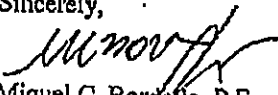
Please note this Notice of Award is conditional on obtaining the approval of the Guam Consolidated Commission on Utilities for any award over \$250,000 and the approval of the Guam Public Utilities Commission where the total value over the life of the contract could exceed \$1M. Also, award is conditional upon providing any documents such as proof of licensure, proof of insurance or other documents required to be submitted to GWA under the Bid or Guam law.

/

/

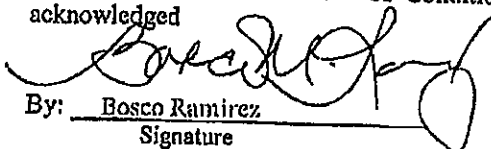
You are required to return an acknowledged copy of this Conditional Notice of Award to the Procurement Administrator.

Sincerely,


Miguel C. Borjallo, P.E.
General Manager

ACCEPTANCE OF CONDITIONAL NOTICE OF AWARD

Receipt of the above Notice of Conditional Award for GWA Bid No. 2018-33 is hereby acknowledged

By:  Title: President
Signature (please print)

Dated this 26 day of October, 2018.

***** END OF CONDITIONAL NOTICE OF AWARD *****

Ref: IFB 2018-33 Laboratory Services