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Air Pollution Control Officer

Northern Region Office
4800 Enterprise Way
Modesto, CA 95356-8718
(209) 557-6400 • FAX (209) 557-6475

Central Region Office
1990 East Gettysburg Avenue
Fresno, CA 93726-0244
(559) 230-6000 • FAX (559) 230-6061

Southern Region Office
34946 Flyover Court
Bakersfield, CA 93308-9725
(661) 392-5500 • FAX (661) 392-5585

DATE: October 15, 2026

TO: SJVUAPCD Governing Board



FROM: Samir Sheikh, Executive Director/APCO
Project Coordinator: Jonathan Klassen

RE: **ITEM NUMBER 10: APPROVE AGREEMENT
WITH AMBILABS NOT TO EXCEED \$124,925
FOR DESIGN AND INSTALLATION OF
PNEUMATIC SYSTEM FOR THE AIR
MONITORING LABORATORY**

RECOMMENDATION:

Authorize the Executive Director/Air Pollution Control Officer, with Board Chair signature, to execute a contract with Ambilabs to design and install a pneumatic system for the District's air monitoring laboratory for a total not to exceed \$124,925.

BACKGROUND:

The San Joaquin Valley Air Pollution Control District (District) operates an extensive network of air pollution monitors throughout the San Joaquin Valley (Valley) to support its mission of improving and protecting public health. The data collected from the air monitoring network forms the foundation of much of the District's air quality analysis and planning functions, and plays a key role in developing long-term air quality improvement strategies for the Valley. Collecting high-quality regulatory air monitoring data is also critical when demonstrating that the region has attained an air quality standard, and that air quality progress is being achieved.

In addition to the important regulatory role under the Clean Air Act, hourly readings from these monitors are used to tell Valley residents about current air quality through programs such as the Real-time Air Advisory Network (RAAN), the Valley Air mobile app, EPA's AirNow, and the daily air quality forecast. The data also supports the District's

smoke management program and residential woodsmoke reduction strategy during the winter season.

Furthermore, Assembly Bill (AB) 617, signed into law in July 2017, established community-focused and community-driven actions to reduce air pollution in communities that experience disproportionate exposure burdens. In the selected Valley communities of South Central Fresno, Shafter, Stockton, and Arvin/Lamont, the District works with Community Steering Committees to guide how community air monitoring is carried out. Since early 2019, the District has deployed numerous high-quality, real-time monitors in these communities to inform the public about a variety of pollutants, and community members rely on this data being accurate.

Air monitors and compliance instruments are high-precision equipment that must be regularly calibrated and checked to ensure their accurate readings. To support the extensive number of instruments used in the District's air monitoring and compliance programs, the District is establishing a new in-house calibration and service laboratory at its warehouse facility in Fresno to improve the efficiency and effectiveness of this work. The new air monitoring laboratory will support the equipment used in the District's regulatory monitoring network, its AB 617 community monitoring network, and the hydrocarbon leak detection and stack emissions analyzers used by the District for regulatory compliance inspections. To support this work, the new laboratory facility will need a permanent pneumatic system that delivers calibration gases and clean dry air to each work area in an efficient approach, and that properly carries exhaust gases out of working areas.

DISCUSSION:

On May 19, 2026, the District issued a Request for Proposals (RFP) to obtain competitive bids to design and install this proposed system. The RFP closed on June 2, 2026, and the District received one proposal, from Ambilabs. Under the proposal, Ambilabs will develop the laboratory pneumatic system in coordination with District staff, and install the permanent tubing that delivers the necessary calibration gases and clean dry air to each established work area in the laboratory space. The exhaust pumps, compressor, and calibration gas cylinders will be located outside the laboratory to reduce noise and heat, and the exhaust pumps will be equipped with remote controls that allow staff to operate them from any workbench. The system will also extend calibration gas, clean dry air, and exhaust lines to a calibration workstation with a portable fume extractor and a cylinder security rack, where analyzers used for hydrocarbon leak detection and stack emissions testing will be calibrated and verified. Ambilabs will also test and label all lines, and provide training to District staff on how to properly operate and maintain the pneumatic system.

The pneumatic system will make the District's calibration, servicing, and troubleshooting work more efficient and less costly to perform. With gases, air, and exhaust already in

place at each work area, the system reduces the staff time otherwise needed for temporary setups and for moving gas cylinders and heavy instruments between tasks. This project will also allow staff to work on several instruments at the same time at different locations in the laboratory, allowing the District to increase its efficiency in critical equipment calibration work. Results will also be more reliable, with inert materials, leak testing, and clear labeling to ensure that gas flows are accurate and to prevent connection mistakes. In addition, the existing work bench used to calibrate hydrocarbon leak detection and stack emissions analyzers will also gain permanent gas and exhaust connections, along with a cylinder security rack. The proposed pneumatic system can also be expanded should the District's air monitoring operations grow into the future.

In addition to supporting the District's air monitoring networks, this project also provides significant value to the District's ongoing regulatory compliance efforts. These proposed improvements will provide a more efficient and organized area for maintaining and troubleshooting hydrocarbon leak detection and stack emissions analyzers, checking instrument response, and verifying performance following servicing before equipment is returned to field use. Reducing the time needed to prepare calibration setups will allow staff to focus more directly on equipment maintenance and performance verification. These improvements are expected to help reduce equipment downtime, maintain the availability of instruments for inspections and follow-up activities, and support reliable and accurate compliance inspections.

District staff has had extensive positive experience with Ambilabs, who has demonstrated a strong understanding of air monitoring systems and the equipment used throughout the District's monitoring network. Ambilabs has supplied numerous complete systems for the District's AB 617 community air monitoring network, including analyzers, enclosures, and data system connections, which are currently in use in the Valley's selected communities. Ambilabs also continues to provide support services for these systems, and the technical support it has provided to the District has been responsive and high-quality. Ambilabs is also ISO 9001 accredited and has designed and installed the pneumatic system for the California Air Resources Board standards laboratory, providing direct experience in completing projects similar to the one proposed for the District's laboratory.

This experience has allowed Ambilabs to understand the District's instruments and the way staff use them in calibration work, which is important to designing a pneumatic system that is both accurate and efficient to operate. Due to the specialized expertise required for this type of project, and since Ambilabs has successfully delivered and supported District air monitoring systems, the District recommends contracting with Ambilabs for this project. District staff reviewed the submitted proposal from Ambilabs and found the design and cost appropriate for the scope of work. The following table provides a summary the cost of the project as detailed in the proposal.

Table 1. Ambilabs Proposed Cost

Item	Amount
Design and engineering	\$4,000
Installation labor, travel, lodging, and per diem	\$37,500
Equipment, materials, shipping, sales and use tax, and permits	\$83,425
Total Not to Exceed	\$124,925

The design, installation labor, travel, lodging, and per diem portion is a fixed price, and no additional compensation will be due to the contractor if additional time is required. The remaining \$83,425 is a maximum amount that covers equipment and materials, shipping, sales and use tax, and any required permits. In no case will the total cost to the District exceed \$124,925.

FISCAL IMPACT:

If approved by your Board, Ambilabs will provide services and assets as required by this contract for a total cost not to exceed \$124,925. Sufficient appropriations for this contract have been included in the District's Budget.

Attachment: Contract with Ambilabs (45 pages)

San Joaquin Valley Unified Air Pollution Control District
Governing Board Meeting
October 15, 2026

**APPROVE AGREEMENT WITH AMBILABS NOT TO EXCEED
\$124,925 FOR DESIGN AND INSTALLATION OF PNEUMATIC
SYSTEM FOR THE AIR MONITORING LABORATORY**

**Attachment:
Contract with Ambilabs
(45 PAGES)**

**AGREEMENT BETWEEN SAN JOAQUIN VALLEY UNIFIED AIR POLLUTION
CONTROL DISTRICT AND AMBILABS FOR DESIGN AND INSTALLATION OF
PNEUMATIC SYSTEM FOR THE AIR MONITORING LABORATORY**

This Agreement is made and entered into this 15th day of October 2026, by and between the SAN JOAQUIN VALLEY UNIFIED AIR POLLUTION CONTROL DISTRICT, a unified air pollution control district formed pursuant to California Health and Safety Code section 40150 et seq. (DISTRICT), and AMBILABS (CONTRACTOR).

RECITALS:

WHEREAS, the DISTRICT operates an extensive network of air pollution monitors throughout the San Joaquin Valley (Valley) to support its mission of improving and protecting public health;

WHEREAS, air monitors are high-precision instruments that must be regularly calibrated, checked, and serviced to ensure accurate readings;

WHEREAS, the DISTRICT is establishing a new in-house air monitoring laboratory at its Griffith warehouse in Fresno, California, which requires a pneumatic system that delivers calibration gases and clean dry air to work areas and carries exhaust out of working areas;

WHEREAS, the DISTRICT wishes to retain services to design and install a pneumatic system for its air monitoring laboratory at the Griffith warehouse;

WHEREAS, on May 19, 2026, the DISTRICT issued a Request for Proposals #P2026-5-19 (RFP) to obtain bids from contractors to design, furnish, install, and commission a pneumatic system for the air monitoring laboratory;

WHEREAS, the DISTRICT selected CONTRACTOR due to meeting all required qualifications for the project; and

WHEREAS, CONTRACTOR represents that it is qualified, willing, and able to provide the foregoing services required by the DISTRICT.

NOW, THEREFORE, based on their mutual promises, covenants, and

conditions, the parties hereby agree as follows:

1. SCOPE OF WORK

CONTRACTOR shall perform all activities and work necessary to provide, to the reasonable satisfaction of the DISTRICT, the design, equipment, and installation of the pneumatic system for the DISTRICT's air monitoring laboratory at the Griffith warehouse, as set forth in the RFP attached hereto as Exhibit 1 and CONTRACTOR's proposal (Proposal), attached hereto as Exhibit 2, which detail the responsibilities of DISTRICT and CONTRACTOR, and the services and equipment CONTRACTOR is to provide.

CONTRACTOR agrees to furnish all labor, materials, equipment, licenses, permits, fees, and other incidentals necessary to perform and complete, per schedule, the services described herein. CONTRACTOR represents that CONTRACTOR has the expertise and equipment necessary to adequately perform the work outlined in the Proposal. Subject to any express limitations established by the DISTRICT as to the degree of care and amount of time and expense to be incurred and any other limitations expressly contained in this Agreement, CONTRACTOR shall perform the services under this Agreement with that level of due care and skill ordinarily exercised by other qualified professional Contractor's in the field of Contractor's expertise under similar circumstances at the time the services are being performed.

CONTRACTOR will work with DISTRICT to develop the design and layout of the pneumatic system and the specific equipment required under this project. CONTRACTOR's expertise in designing and installing pneumatic systems for air monitoring laboratories will be used in the completion of this project. CONTRACTOR will provide DISTRICT the finalized pneumatic system as specified in the Proposal, and DISTRICT's written approval of the design is required before materials are ordered. CONTRACTOR shall deliver the documentation required by the RFP, including as-built drawings, a written leak-test record, a line identification list, and operations and maintenance documentation. Lines carrying calibration gases and clean dry air shall

1 be stainless steel or Teflon with inert fittings suitable for trace-level air monitoring.

2 In the event of any conflict between or among the terms and conditions of this
3 Agreement, the exhibit incorporated herein, and the documents referred to and
4 incorporated herein, such conflict shall be resolved by giving precedence in the following
5 order of priority:

- 6 1. To the text of this Agreement,
- 7 2. To the RFP (Exhibit 1), and
- 8 3. To the Proposal (Exhibit 2).

9 CONTRACTOR shall provide its services through employees supervised by
10 Anthony Pacheco, Chief Operations Officer.

11 **2. TERM**

12 This Agreement shall become effective upon execution by the parties and shall
13 continue until terminated as provided herein. In no event shall the term of this
14 Agreement extend past 24 months from the execution date of this Agreement without
15 the express, written consent of the parties hereto.

16 CONTRACTOR shall commence performance of work and produce all work
17 products in accordance with the schedule of deliverables set forth in the Proposal
18 (Exhibit 2), which is incorporated herein, unless this Agreement is terminated sooner as
19 provided for elsewhere in this Agreement or extended by a written amendment,
20 executed in the same form as this Agreement.

21 **3. COMPENSATION**

22 The total obligation of DISTRICT under this Agreement shall not exceed ONE
23 HUNDRED TWENTY-FOUR THOUSAND NINE HUNDRED TWENTY-FIVE DOLLARS
24 (\$124,925).

25 The amount to be paid to the CONTRACTOR under this Agreement includes all
26 sales and use taxes incurred pursuant to this Agreement, if any, including any such
27 taxes due on equipment purchased by the CONTRACTOR. The CONTRACTOR shall
28 not receive additional compensation for reimbursement of such taxes and shall not

1 decrease work to compensate therefore.

2 CONTRACTOR understands and agrees that the compensation for labor, travel,
3 lodging, per diem, and other on-site expenses is a fixed price and that regardless of the
4 amount of work hours or other resources expended by CONTRACTOR needed to
5 perform the services under this Agreement, except for Extra Services which shall be
6 negotiated separately from the services to be performed hereunder, CONTRACTOR
7 shall not be entitled to any greater compensation than is already allowed for herein. The
8 fixed price consists of design and engineering (\$4,000) and installation labor, travel,
9 lodging, and per diem (\$37,500). The remainder of the total obligation, \$83,425, is a
10 maximum amount (the "Materials Maximum") for equipment, materials, shipping and
11 freight, sales and use tax, and permits.

12 The Materials Maximum is a maximum, not a fixed price, and CONTRACTOR
13 shall invoice only actual amounts for: (a) equipment and materials actually provided, at
14 the unit prices shown in the Proposal (Exhibit 2) which includes taxes and shipping or,
15 for components not priced there, at a price agreed in writing with DISTRICT before
16 purchase; and (b) permits, at CONTRACTOR's documented cost plus fifteen percent
17 (15%), which covers all of CONTRACTOR's time and expense for the permit. DISTRICT
18 may add, remove, substitute, or change the quantity of any component within the
19 Materials Maximum, and CONTRACTOR shall not charge for a component DISTRICT
20 does not require or furnishes itself. Any portion of the Materials Maximum not used
21 remains with DISTRICT.

22 The CONTRACTOR will submit an invoice to the DISTRICT for equipment and
23 materials upon delivery to the DISTRICT's site and for all other compensation upon
24 completion of the project. The submitted invoice shall include all costs associated with
25 the work conducted by the CONTRACTOR not to exceed the total obligation as defined
26 above.

27 Payment shall be made to CONTRACTOR by DISTRICT upon submission,
28 evaluation, and DISTRICT's satisfaction of CONTRACTOR's invoice of claim that shall

1 set forth the work completed pursuant to this Agreement. DISTRICT will accept invoice
2 and issue payment to CONTRACTOR within forty-five (45) calendar days of receipt of
3 proper documentation and verification that CONTRACTOR has satisfactorily completed
4 the work for which compensation is sought.

5 Concurrently with the submission of any claim for payment, CONTRACTOR shall
6 certify (through copies of invoices issued, checks, receipts, and the like) that complete
7 payment has been made to any and all subconsultants and/or subcontractors.

8 **4. SUBCONTRACTORS**

9 CONTRACTOR may retain such subconsultants and/or subcontractors as the
10 CONTRACTOR deems necessary to assist CONTRACTOR in completing the work
11 under this Agreement. CONTRACTOR shall provide a copy of any sub-agreements
12 with Subcontractors to the DISTRICT for review prior to execution, and such
13 subconsultants and subcontractors, if any, shall be expressly approved in writing by the
14 DISTRICT before they are retained to perform work under this Agreement. The
15 DISTRICT reserves the right to require CONTRACTOR to procure a payment bond as
16 a condition of such approval by DISTRICT. The CONTRACTOR's use of any such
17 subconsultants or subcontractors shall not, in any way whatsoever, relieve the
18 CONTRACTOR of its obligations under this Agreement, or increase the maximum
19 compensation due CONTRACTOR under Section 3 of this Agreement. It is understood
20 that CONTRACTOR shall be DISTRICT's sole point of contact in performance of the
21 services covered by this Agreement.

22 Subject to any express limitations established by the DISTRICT as to the degree
23 of care and amount of time and expense to be incurred and any other limitations
24 expressly contained in this Agreement, CONTRACTOR shall perform the services
25 under this Agreement with that level of due care and skill ordinarily exercised by other
26 qualified professional CONTRACTORS in the field of CONTRACTOR's expertise under
27 similar circumstances at the time the services are being performed.

28 ///

1 **5. TERMINATION**

2 DISTRICT may immediately suspend or terminate this Agreement, in whole or in
3 part, where in the determination of DISTRICT there is:

- 4 1. An illegal or improper use of funds;
5 2. A failure to comply with any term of this Agreement;
6 3. A substantially incorrect or incomplete report submitted to
7 DISTRICT; or
8 4. Improperly performed services.

9 In no event shall any payment by DISTRICT constitute a waiver by DISTRICT of
10 any breach of this Agreement or any default, which may then exist on the part of
11 CONTRACTOR. Neither shall such payment impair or prejudice any remedy available
12 to DISTRICT with respect to the breach or default. DISTRICT shall have the right to
13 demand of CONTRACTOR the repayment to DISTRICT of any funds disbursed to
14 CONTRACTOR under this Agreement which in the judgment of DISTRICT were not
15 expended in accordance with the terms of this Agreement. CONTRACTOR shall
16 promptly refund any such funds upon demand.

17 In addition to immediate suspension or termination, DISTRICT may impose any
18 other remedies available at law, in equity, or otherwise specified in this Agreement.

19 **6. EXTRA SERVICES**

20 The Compensation sum is the total amount payable by DISTRICT to
21 CONTRACTOR for the services and equipment provided under this Agreement. The
22 CONTRACTOR shall not undertake any extra services not enumerated herein unless
23 expressly authorized by the DISTRICT through an amendment to this Agreement, which
24 shall be executed in the same manner as this Agreement, or, if the total compensation
25 will not exceed the total obligation stated in Section 3, through a written change order
26 signed by both parties at agreed prices.

27 **7. INDEPENDENT CONTRACTOR**

28 In performance of the work, duties, and obligations assumed by CONTRACTOR

1 under this Agreement, it is mutually understood and agreed that CONTRACTOR,
2 including any and all of CONTRACTOR's officers, agents, and employees, will at all
3 times be acting and performing as an independent contractor and shall act in an
4 independent capacity and not as an officer, agent, servant, employee, joint venture,
5 partner, or associate of DISTRICT. Furthermore, DISTRICT shall have no right to
6 control or supervise or direct the manner by which CONTRACTOR shall perform its
7 work and function. However, DISTRICT shall retain the right to administer this
8 Agreement so as to verify that CONTRACTOR is performing its obligations in
9 accordance with the terms and conditions thereof. CONTRACTOR and DISTRICT shall
10 comply with all applicable provisions of law and the rules and regulations, if any, of
11 governmental authorities having jurisdiction over matters the subject thereof.

12 Because of its status as an independent contractor, CONTRACTOR shall have
13 absolutely no right to employment rights and benefits available to DISTRICT
14 employees. CONTRACTOR shall be solely liable and responsible for providing to, or
15 on behalf of, itself all legally required employee benefits. In addition, CONTRACTOR
16 shall be solely responsible and save DISTRICT harmless from all matters relating to
17 payment of CONTRACTOR's employees, including compliance with social security,
18 withholding, and all other regulations governing such matters. It is acknowledged that
19 during the term of this Agreement, CONTRACTOR may be providing services to others
20 unrelated to DISTRICT or to this Agreement.

21 **8. NO THIRD-PARTY BENEFICIARIES**

22 Notwithstanding anything else stated to the contrary herein, it is understood that
23 CONTRACTOR's services and activities under this Agreement are being rendered only
24 for the benefit of DISTRICT, and no other person, firm, corporation, or entity shall be
25 deemed an intended third-party beneficiary of this Agreement.

26 **9. NON-ASSIGNMENT**

27 Neither party shall assign, transfer, or subcontract this Agreement, nor their
28 rights or duties under this Agreement, without the prior express, written consent of the

1 other party.

2 **10. INDEMNIFICATION**

3 CONTRACTOR agrees to indemnify, save, hold harmless, and at DISTRICT's
4 request, defend DISTRICT, its boards, committees, representatives, officers, agents,
5 and employees from and against any and all costs and expenses (including reasonable
6 attorneys' fees and litigation costs), damages, liabilities, claims, and losses (whether in
7 contract, tort, or strict liability, including, but not limited to, personal injury, death, and
8 property damage) occurring or resulting to DISTRICT which arises from any negligent
9 or wrongful acts or omissions of CONTRACTOR, its officers, agents, subcontractors, or
10 employees in their performance of this Agreement.

11 **11. INSURANCE**

12 A. Without limiting DISTRICT's right to obtain indemnification from
13 CONTRACTOR or any third parties, CONTRACTOR, at its sole expense, shall maintain
14 in full force and effect the following insurance policies throughout the term of this
15 Agreement:

- 16 1. General liability insurance with minimum limits of coverage in the
17 amount of two million dollars (\$2,000,000.00) per occurrence; and
- 18 2. Automobile liability insurance which covers bodily injury and
19 property damage with a combined single limit with minimum limits
20 of coverage in the amount of five hundred thousand dollars
21 (\$500,000) per occurrence; and
- 22 3. Workers compensation insurance, as required by California law.

23 B. Except for workers' compensation insurance, such insurance policies
24 shall name DISTRICT, its officers, agents, and employees, individually and collectively,
25 as additional insureds for liability arising out of CONTRACTOR's work performed for
26 DISTRICT. Such coverage for additional insured shall apply as primary insurance and
27 any other insurance, or self insurance, maintained by DISTRICT, its officers, agents,
28 and employees, shall be excess only and not contributing with insurance provided under

1 CONTRACTOR's policies herein. This insurance shall not be canceled or changed
2 without a minimum of thirty (30) days' advance, written notice given to DISTRICT.

3 C. Prior to the commencement of performing its obligations under this
4 Agreement, CONTRACTOR shall provide certificates of insurance and additional
5 insured endorsements on the foregoing policies, as required herein, to DISTRICT,
6 stating that such insurance coverages have been obtained and are in full force; that
7 DISTRICT, its officers, agents, and employees will not be responsible for any premiums
8 on the policies; that such insurance names DISTRICT, its officers, agents, and
9 employees, individually and collectively, as additional insureds as required under this
10 Agreement.

11 D. In the event CONTRACTOR fails to keep in effect at all times insurance
12 coverage as herein provided, DISTRICT may, in addition to other remedies it may have,
13 suspend or terminate this Agreement upon the occurrence of such event.

14 **12. AUDITS AND INSPECTIONS**

15 CONTRACTOR shall, at any time during regular business hours, and as often as
16 DISTRICT may deem necessary, make available to DISTRICT for examination all of its
17 records and data with respect to the matters covered in this Agreement.
18 CONTRACTOR shall, and upon request by DISTRICT, permit DISTRICT to audit the
19 CONTRACTOR's work and inspect all of such records and data necessary to ensure
20 CONTRACTOR's compliance with the terms of this Agreement.

21 CONTRACTOR shall retain all records and data for activities performed under
22 this Agreement for at least three (3) years from the date of final payment under this
23 Agreement or until all state and federal audits are completed for that fiscal year,
24 whichever is later.

25 Because this Agreement exceeds Ten Thousand Dollars (\$10,000),
26 CONTRACTOR shall be subject to the examination and audit of the auditor general for
27 a period of three (3) years after final payment. (Government Code § 8546.7).

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1 **13. NOTICES**

2 The persons and their addresses having authority to give and receive notices
3 under this Agreement are as follows:

4 **CONTRACTOR**

5 Anthony Pacheco
6 Ambilabs
7 Chief Operations Officer
8 100 Elm St, Factory D
9 PO Box 311
10 Warren, RI 02885

DISTRICT

Jonathan Klassen
San Joaquin Valley Air Pollution Control District
Director of Air Quality Science
1990 E. Gettysburg Ave.
Fresno, CA 93726

9 Any and all notices between DISTRICT and CONTRACTOR provided for or
10 permitted under this Agreement or by law shall be in writing and shall be deemed duly
11 served when personally delivered to one of the parties, or in lieu of such personal
12 service, when deposited in the United States mail, postage prepaid, addressed to such
13 party.

14 **14. POLITICAL ACTIVITY PROHIBITED**

15 None of the funds, materials, property, or services provided under this
16 Agreement shall be used for any political activity, or to further the election or defeat of
17 any candidate for public office contrary to federal or state laws, statutes, regulations,
18 rules, or guidelines.

19 **15. LOBBYING PROHIBITED**

20 None of the funds provided under this Agreement shall be used for publicity,
21 lobbying, or propaganda purposes designed to support or defeat legislation before the
22 Congress of the United States of America or the Legislature of the State of California.

23 **16. CONFLICT OF INTEREST**

24 No officer, employee, or agent of DISTRICT who exercises any function or
25 responsibility for planning and carrying out the services provided under this Agreement
26 shall have any direct or indirect personal financial interest in this Agreement.
27 CONTRACTOR shall comply with all federal and state conflict of interest laws, statutes,
28 and regulations, which shall be applicable to all parties and beneficiaries under this

Agreement and any officer, agent, or employee of DISTRICT.

17. WARRANTY

CONTRACTOR warrants its installation and workmanship for a period of one (1) year from the date of installation and shall promptly correct any defect at no cost to DISTRICT. CONTRACTOR shall pass through to DISTRICT all manufacturer warranties on equipment and materials provided under this Agreement.

18. COMPLIANCE WITH LAWS

CONTRACTOR shall comply with all federal and state laws, statutes, regulations, rules, and guidelines that apply to performance under this Agreement and obtain any and all permits required to its performance under this Agreement, including California driving eligibility, financial liability, prevailing wage and/or public works laws.

19. GOVERNING LAW

This Agreement shall be governed in all respects by the laws of the State of California. Venue for any action arising out of this Agreement shall only be in Fresno County, California.

20. MODIFICATION

Any matters of this Agreement may be modified from time to time by the written consent of all the parties without affecting the remainder. With the exception of modifications which do not affect compensation amounts or deadlines under this Agreement, all modifications or amendments require approval by the DISTRICT's Governing Board.

21. BINDING ON SUCCESSORS

This Agreement, including all covenants and conditions contained herein, shall be binding upon and inure to the benefit of the parties, including their respective successors-in-interest, assigns, and legal representatives.

22. TIME IS OF THE ESSENCE

It is understood that for CONTRACTOR's performance under this Agreement, time is of the essence. The parties reasonably anticipate that CONTRACTOR will, to

1 the reasonable satisfaction of DISTRICT, complete all activities provided herein within
2 the time schedule outlined in the attachments to this Agreement, provided that
3 CONTRACTOR is not caused unreasonable delay in such performance.

4 **23. DATA AND EQUIPMENT OWNERSHIP**

5 Equipment purchased by CONTRACTOR under this Agreement shall become
6 the exclusive property of DISTRICT upon payment by DISTRICT for that equipment.
7 Upon completion, termination or expiration of this Agreement, all data which is
8 developed by CONTRACTOR under this Agreement shall become the exclusive
9 property of DISTRICT, provided, however, CONTRACTOR shall be allowed to retain a
10 copy of any non-confidential data received, collected, produced, or developed by
11 CONTRACTOR under this Agreement subject to DISTRICT's exclusive ownership
12 rights stated herein. Accordingly, CONTRACTOR shall, if requested, surrender to
13 DISTRICT all such data that is in its possession (including its subcontractors or agents),
14 without any reservation of right or title, not otherwise enumerated herein.
15 CONTRACTOR shall bear the risk of loss of or damage to equipment and materials until
16 delivery to DISTRICT's site. CONTRACTOR shall, at no additional cost to DISTRICT,
17 repair or replace any equipment or materials damaged by CONTRACTOR, its
18 employees, agents, or subcontractors in performing the services.

19 **24. NON-ALLOCATION OF FUNDS**

20 The terms of this Agreement and the services to be provided thereunder are
21 contingent on the approval of funds by the appropriating government agency. Should
22 sufficient funds not be allocated, the services provided may be modified or this
23 Agreement terminated at any time by giving CONTRACTOR thirty (30) days' prior
24 written notice.

25 **25. SEVERABILITY**

26 In the event that any one or more of the provisions contained in this Agreement
27 shall for any reason be held to be unenforceable in any respect by a court of competent
28 jurisdiction, such holding shall not affect any other provisions of this Agreement, and

the Agreement shall then be construed as if such unenforceable provisions are not a part hereof.

26. WAIVER

No waiver of any breach of this Agreement shall be held to be a waiver of any other or subsequent breach. All remedies afforded in this Agreement shall be taken and construed as cumulative, that is, in addition to every other remedy provided therein or by law. The failure of DISTRICT to enforce at any time any of the provisions of this Agreement or to require at any time performance by Contractor of any of the provisions therefor, shall in no way be construed to be a waiver of such provisions nor in any way affect the validity of this Agreement or any part thereof or the right of the DISTRICT to thereafter enforce each and every such provision.

27. ENTIRE AGREEMENT

This Agreement constitutes the entire agreement between CONTRACTOR and DISTRICT with respect to the subject matter hereof and supersedes all previous negotiations, proposals, commitments, writings, advertisements, publications, and understandings of any nature whatsoever unless expressly included in this Agreement.

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1 **IN WITNESS WHEREOF**, the parties hereto have caused this Agreement to be
2 executed as of the day and year first hereinabove written.

3 **CONTRACTOR**

4 Ambilabs

6 By _____
7 Anthony Pacheco
8 Chief Operations Officer

9 45-2275301
10 _____
11 Tax I.D. No.

DISTRICT

San Joaquin Valley Unified Air Pollution
Control District

By _____
Amy Shuklian, Chair
Governing Board

Recommended for approval:

By _____
Samir Sheikh
Executive Director/APCO

Approved as to legal form:

San Joaquin Valley Unified Air Pollution
Control District

Annette Ballatore
District Counsel

Approved as to accounting form:

San Joaquin Valley Unified Air Pollution
Control District

Mario Orosco
Director of Finance and Administrative
Services

For accounting use only:

Program: _____

Account No.: _____

San Joaquin Valley Unified Air Pollution Control District

**AGREEMENT BETWEEN SAN JOAQUIN VALLEY UNIFIED AIR POLLUTION
CONTROL DISTRICT AND AMBILABS FOR DESIGN AND INSTALLATION
OF PNEUMATIC SYSTEM FOR THE AIR MONITORING LABORATORY**

Exhibit 1:
RFP # P2026-5-19
(6 PAGES)

REQUEST FOR PROPOSALS

AIR MONITORING LAB PNEUMATIC SYSTEM DESIGN AND INSTALLATION SAN JOAQUIN VALLEY AIR POLLUTION CONTROL DISTRICT #P2026-5-19

The San Joaquin Valley Air Pollution Control District (District) requests proposals for the following purpose according to terms and conditions attached. In the preparation of this Request for Proposals (RFP) the words “Proposer,” “Contractor,” and “Respondent” are used interchangeably.

PURPOSE

The purpose of this RFP is to seek competitive bids for the design and implementation of a complete pneumatic system to support a new in-house laboratory used to calibrate and troubleshoot air monitoring equipment. The successful bidder will be required to enter into a formal agreement with the District for the purpose of completing the specified design, supplying all required materials, and performing the on-site installation and commissioning of the pneumatic system as described in this RFP.

BACKGROUND

The San Joaquin Valley Air Pollution Control District is a special district operating under the provisions of Sections 40150 through 40162 of the California Health and Safety Code. The District exists to develop and implement programs on a local level to meet the requirements of state and federal air pollution control laws.

The District operates an extensive network of ambient air monitoring stations across the San Joaquin Valley. To support the calibration, performance verification, and troubleshooting of analyzers and related equipment used throughout this network, the District is establishing a dedicated calibration and service laboratory at its Fresno facility. A properly designed pneumatic system — including zero air, calibration gas, and vacuum/exhaust handling capability as appropriate — is essential to the lab’s function.

This RFP solicits proposals from qualified contractors to design and install the pneumatic infrastructure for that lab, including all tubing, fittings, regulators, flow and pressure control components, mounting, labeling, and final leak-checked commissioning.

CONTACTS

Questions regarding the content or intent of this RFP or on procedural matters should be addressed to:

Nathan Trevino Supervising Air Quality Instrument Technician	Chay Thao Program Manager San Joaquin Valley APCD
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San Joaquin Valley APCD 1990 E. Gettysburg Avenue Fresno, CA 93726 559-230-6100 nathan.trevino@valleyair.org	1990 E. Gettysburg Avenue Fresno, CA 93726 559-230-6100 chay.thao@valleyair.org
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SCHEDULE OF EVENTS

May 19, 2026	RFP Released
June 2, 2026	Proposals Due – 5:00 PM (Pacific Standard Time)
June 22, 2026	Selection Notification (estimated)

STATEMENT OF WORK

The District is requesting bids for the design and installation of a complete pneumatic system to serve a new air monitoring laboratory located in Fresno. The laboratory is a single room (18 ft x 25 ft) with six standard instrument racks and four mobile workstations. Information provided should be specific enough for evaluation and for inclusion into a binding contract. To ensure operational efficiency, commercial availability and consistency with the pneumatic conventions, fittings, and gas-handling practices already in use across the District's air monitoring network is highly desirable.

Qualified contractors are encouraged to contact the District for a list of analyzers, calibrators, zero-air systems, gas cylinders, and other equipment that the lab will need to support, and to schedule a site visit to assist with proposal planning and final layout.

This project includes:

- Mechanical engineering and detailed design of the pneumatic system layout, including all pumps, tubing runs, drops, manifolds, and connection points to support calibration and troubleshooting of the District's air monitoring equipment.
- Furnishing of all required materials, including but not limited to: tubing with appropriate material, Swagelok-style fittings, valves, manifolds, flow regulators, pressure regulators, and any required brackets, supports, and labeling.
- Pricing shall include a base configuration using analog/manual flow and pressure indication, plus a clearly itemized add/alternate option for digital flow and pressure meters capable of integrating with the District's Agilaire Airvision data system.
- Specification of cleanliness, materials compatibility, and inertness suitable for trace-level air monitoring (e.g., ozone, NOx, SO2, CO, H2S, VOCs, and PM-support gases as applicable).
- On-site installation, including bench/wall mounting, routing, supports, identification/labeling of every line, and final pressure and leak testing to documented criteria.
- Commissioning, including a written leak-test record, line-by-line identification list, and a turn-key handoff in which all calibration gas, zero air, and vacuum/exhaust connections are functional and ready for the District's analyzers to be connected and operated.

- All travel, lodging, per diem, and on-site contingency expenses for the contractor's installation crew during the on-site work window.
- Compliance with all applicable building, electrical (where pneumatic work interfaces with powered devices), and life-safety codes; coordination with District facility staff for any wall, ceiling, or bench penetrations.
- As-built drawings showing final tubing routes, fitting locations, regulators, valves, and labeled identifiers.
- Operations and maintenance documentation, including recommended spare parts list, recommended periodic leak-check intervals, and component datasheets.

The District may require specific insurance coverage be established and maintained during the course of the work and as a condition of award or continuation of contract.

CALIFORNIA PUBLIC WORKS COMPLIANCE

This project is a "public work" within the meaning of California Labor Code and is subject to California prevailing wage law and related requirements administered by the Department of Industrial Relations (DIR). By submitting a proposal, the Proposer agrees to comply with all applicable public works requirements, including active registration as a public works contractor with the DIR for the Contractor and all listed subcontractors. Registration must be maintained throughout the work.

Proposers shall include their current DIR registration number, and the DIR registration number of each listed subcontractor, in their proposal. Proposed pricing shall reflect full compliance with applicable public works requirements.

REQUIRED QUALIFICATIONS

Contractor must be qualified, willing, and able with a proven track record to perform the work identified in this RFP. More specifically, contractors must be able to provide evidence of the following experience and qualifications:

- Demonstrated experience designing and installing pneumatic / gas-handling systems for analytical laboratories, calibration facilities, or ambient air monitoring infrastructure.
- Working knowledge of stainless steel tubing fabrication and Swagelok-style compression fitting installation, including proper bending, deburring, gauging, and leak-testing practices.
- Familiarity with air monitoring instrumentation (e.g., gas analyzers, dynamic dilution calibrators, zero-air generators, mass flow controllers) and an understanding of how pneumatic system design choices affect calibration accuracy and troubleshooting workflows.
- Ability to specify, procure, and (if proposed) integrate digital flow and pressure instrumentation with a customer data acquisition system.
- Experience providing on-site installation crews with self-sufficient travel logistics and a track record of completing installations on the originally scheduled timeline.
- Experience working on projects for local, state, or federal air quality monitoring agencies is preferred but not required.

The contractor will need to comply with all federal and state laws, statutes, regulations, rules, and guidelines that apply to this proposal and obtain any and all permits required to its performance, including California driving eligibility, financial liability, prevailing wage and/or public works laws.

PROPOSAL SUBMITTAL REQUIREMENTS

Submitted proposals must follow the format outlined below and all requested information must be supplied. Failure to submit proposals in the required format will result in elimination from proposal evaluation.

A separate cover letter including the name, address, telephone number, and e-mail address of the contractor, and signed by the person or persons authorized to represent the firm, should accompany the proposal submission. Firm contact information as follows should also be included in the cover letter:

- Address and telephone number of office in, or nearest to, Fresno, California.
- Name and title of firm's representative designated as contact.

Proposals must include the following information:

- **Summary** – Overall approach to designing and installing the pneumatic system, including the sequence of activities from design through commissioning.
- **Proposed Design** – A preliminary description of the proposed pneumatic system, including expected materials (SS vs. non-SS tubing), Swagelok-style fittings, flow and pressure control approach, manifold strategy, and labeling/identification scheme. Identify any assumptions that depend on the District's final equipment list or lab layout.
- **Material List** – An itemized preliminary bill of materials for the base configuration, plus a separate itemized list for the digital flow / pressure meters, including expected makes/models where known.
- **Program Schedule** – Projected milestones for design completion, material lead time, mobilization, on-site installation, leak testing, commissioning, and as-built delivery. Indicate the earliest realistic on-site start date and total on-site duration.
- **Qualifications** – Describe the technical capabilities of the firm. Provide references from most recent similar projects. Include contact name, title, and telephone number for each reference. Provide a statement of the firm's background and experience performing similar projects for governmental, regulatory, or research organizations.
- **Subcontractors** – List any subcontractors that may be used and the work to be performed by them.
- **Cost** – Provide a detailed cost breakdown including: (a) design / engineering labor, (b) materials for the base configuration, (c) itemized cost for the digital flow and pressure meters, (d) on-site installation labor (with crew size and number of days), (e) travel, lodging, and per diem, (f) shipping/freight, and (g) any allowance for on-site contingency materials. Identify the total not-to-exceed price.
- **Warranty** – Provide details of warranties offered for materials, fittings, regulators, instrumentation, and installation labor.

- **Additional Data** – Provide other essential data that may assist in the evaluation of this proposal, including any optional services such as future on-site service visits, analyzer servicing, or training of District staff on pneumatic system maintenance.

A contractor who submits a proposal in response to this RFP is encouraged to demonstrate support for the District's Green Procurement and Sustainable Practices Policy through the following:

- Provide verification of environmentally friendly business practices through green certification programs or equivalent means.
- Participate in eco-friendly programs such as HAL Partners. More information can be found here: <http://healthyairliving.com/>.

PROPOSAL SUBMISSION

All proposals must be submitted according to specifications set forth in the sections above. Failure to adhere to these specifications may be cause for rejection of proposal.

All proposals are due no later than 5:00 PM (Pacific Standard Time), June 2, 2026, and must be signed by an authorized representative and e-mailed to nathan.trevino@valleyair.org and chay.thao@valleyair.org.

The email subject line should be "RFP: Air Monitoring Lab – Pneumatic System."

Late bids/proposals will not be accepted under any circumstances.

Grounds for Rejection – A proposal may be immediately rejected if:

- It is not prepared in the format described, or
- It is signed by an individual not authorized to represent the firm.

Modification or Withdrawal – Once submitted, proposals cannot be altered without the prior written consent of the District. All proposals shall constitute firm offers and may not be withdrawn for a period of ninety (90) days following the last day to accept proposals.

PROPOSAL EVALUATION / CONTRACTOR SELECTION CRITERIA

Submitted proposals will be evaluated and scored across a number of criteria in order to determine which contractor would be best suited for the project. As reference for the contractors on how the proposals will be considered, the following guide provides more detail on how the various elements of the proposals will be scored during the evaluation process.

Table 1. Proposal Evaluation Scoring Guide

<i>Proposal Element</i>	<i>Maximum Score</i>
Proposed Design and Material List: technical soundness of the pneumatic system design, suitability of materials, completeness of the bill of materials, quality of fittings and components, and overall cost-effectiveness considering both initial cost and long-term maintainability.	50

<i>Proposal Element</i>	<i>Maximum Score</i>
Previous Experience: relevance and success of past projects similar in nature, particularly pneumatic systems for analytical or air monitoring laboratories.	40
Project Plan: coherence, feasibility, and completeness of the plan, including timeline, mobilization, on-site duration, and commissioning approach.	5
Reference Feedback: quality of feedback from previous clients, including reliability, professionalism, and adherence to deadlines.	5
<i>Total Maximum Possible Score</i>	<i>100</i>

PROPOSAL REVIEW PROCESS

- Proposals will be evaluated by District staff members familiar with the subject matter of the project. The panel will make a recommendation to the Executive Officer and/or the District Governing Board for final selection of a contractor and presentation of a contract.
- During the selection process the District may wish to interview some proposers for clarification purposes only. No new material will be permitted at this time. Additional information provided during the bid review process is limited to clarification by the Proposer of information presented in his/her proposal, upon request by the District.
- The Executive Officer or Governing Board may award the contract to a Proposer other than the Proposer receiving the highest rating in the event the Governing Board determines that another Proposer from among those technically qualified would provide the best value to the District considering cost and technical factors. The determination shall be based solely on the Evaluation Criteria contained in the RFP, on evidence provided in the proposal and on any other evidence provided during the bid review process.
- The selection will be made by and is subject to Executive Officer or Governing Board approval. Proposers may be notified of the results by letter or email.
- Disposition of Proposals – Pursuant to the District's Procurement Policy and Procedure, the District reserves the right to reject any or all proposals. All proposals become the property of the District, and are subject to the California Public Records Act. One copy of the proposal shall be retained for District files. Additional copies and materials will be returned only if requested and at the proposer's expense.

San Joaquin Valley Unified Air Pollution Control District

**AGREEMENT BETWEEN SAN JOAQUIN VALLEY UNIFIED AIR POLLUTION
CONTROL DISTRICT AND AMBILABS FOR DESIGN AND INSTALLATION
OF PNEUMATIC SYSTEM FOR THE AIR MONITORING LABORATORY**

Exhibit 2:
Ambilabs Proposal
(23 PAGES)



RFP: Air Monitoring Lab – Pneumatic System
San Joaquin Valley Air Pollution Control District (#P2026-5-19)

October 08, 2026

San Joaquin Valley Air Pollution Control District
1990 E. Gettysburg Avenue
Fresno, CA 93726

Attn: Nathan Trevino / Chay Thao

Subject: Proposal for Integrated Air Monitoring Laboratory and Compliance Workstation Pneumatic System Design and Installation

Dear Mr. Trevino and Mr. Thao,

Ambilabs is pleased to submit this revised proposal in response to RFP #P2026-5-19 for the design and installation of an integrated pneumatic system supporting the District's new air monitoring laboratory and Compliance Department calibration workstation in Fresno, California.

Ambilabs specializes in ambient air monitoring, calibration systems, and precision gas-handling infrastructure for regulatory agencies, research laboratories, and monitoring networks.

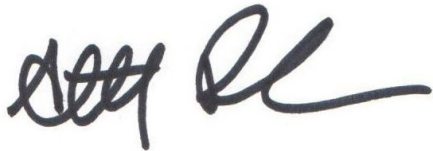
Our design emphasizes material compatibility, cleanliness, leak integrity, and operational flexibility to support accurate calibration and reliable instrument operation.

Ambilabs maintains an ISO 9001 quality management system focused on consistent delivery, continuous improvement, and customer requirements.

Ambilabs supports environmentally responsible project execution through efficient use of materials, responsible sourcing, and recycling practices.

We appreciate the opportunity to support the District and deliver the integrated laboratory and workstation system described in this proposal.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Anthony Pacheco', with a stylized flourish at the end.

Anthony Pacheco
Chief Operations Officer
Ambilabs
401-247-0100 Office
401-569-0399 Mobile
APacheco@Ambilabs.com

1. Introduction

Ambilabs submits this proposal to provide the San Joaquin Valley Air Pollution Control District with a complete pneumatic system serving its new air monitoring laboratory and the Compliance Department calibration workstation. The design, procurement, installation, testing, commissioning, and documentation for both work areas form one project scope.

Our objective is to deliver a fully integrated system that supports calibration, performance verification, and troubleshooting of air monitoring instruments, including analyzers, calibrators, zero-air systems, and gas cylinder infrastructure. The proposed solution will be engineered to maintain analytical integrity for trace-level gases such as ozone, NO_x, SO₂, CO, H₂S, VOCs-support gases, and particulate.

Ambilabs will provide end-to-end services including system design, material procurement, installation, testing, commissioning, and documentation. Our design philosophy prioritizes:

- Precision and leak-free operation
- Use of inert, high-quality materials
- Compatibility with existing District systems
- Scalability for future expansion
- Ease of maintenance and operation

2. Summary of Approach

Ambilabs – Construction of San Joaquin Valley Air Pollution Control District Air Monitoring Laboratory

Ambilabs will deliver the laboratory and Compliance Department workstation through the following four phases. Both work areas will be included in the approved design and completed during the same project mobilization.

Phase 1: Design (2 Weeks from Time of Award)

Upon awarding the project, Ambilabs will initiate a collaborative design process.

- A kickoff meeting will be scheduled immediately between the Ambilabs project team and SJVAPCD management.
- During this meeting, laboratory and Compliance Department workstation layouts, gas requirements, utility routing, cylinder storage, ventilation, and operational needs will be reviewed in detail.
- Following the meeting, Ambilabs will translate the collected input into a comprehensive laboratory design.
- Within one week, a detailed layout drawing of the proposed laboratory will be developed and submitted for review and approval.
- Any feedback will be incorporated promptly to finalize the design.

Outcome: Approved lab design ready for execution.

Phase 2: Procurement

With an approved design in place, Ambilabs will proceed with procurement.

- All required materials, equipment, and components will be specified based on the finalized design.
- Orders will be placed promptly to minimize delays.
- Materials will be shipped directly to the San Joaquin Valley site to streamline logistics.
- The duration of this phase will depend on vendor's lead times and material availability.

Outcome: All materials delivered on-site and ready for installation.

Phase 3: Installation (5 Business Days Onsite)

Once all materials are received, Ambilabs will deploy its technical team for installation.

- Three (3) experienced Ambilabs technicians will travel to the San Joaquin Valley location.
- The team will complete installation, assembly, and system configuration of the laboratory infrastructure and integrated Compliance Department workstation.

- All systems will be tested during installation to ensure proper integration and functionality.
- The onsite installation effort will be completed within five (5) business days.

Outcome: Fully installed and operational laboratory system.

Phase 4: Commissioning and Training

The final phase ensures the SJVAPCD team is fully equipped to operate and maintain the new laboratory.

- On the final day of installation, Ambilabs technicians will conduct hands-on training sessions.
- Training will cover:
 - System configuration
 - Daily operations
 - Preventative maintenance procedures
- Final adjustments will be completed, and Ambilabs will review the Compliance Department workstation connections, cylinder regulation, line identification, and source-capture equipment with District personnel.

Outcome: Fully commissioned laboratory with trained personnel prepared for independent operation.

This phased approach ensures a streamlined, collaborative process from design through commissioning, minimizing risk while maximizing efficiency and knowledge transfer. Ambilabs is committed to delivering a high-performance, fully functional air monitoring laboratory tailored to the needs of the San Joaquin Valley Air Pollution Control District.

3. Proposed Design

System layout overview (manifolds, drops, distribution)

The laboratory will utilize a dual-manifold exhaust system designed to support a wide range of instrumentation configurations.

Primary Exhaust Manifold (Pumped System) - This system is specifically designed to support instruments that do not have internal pumps, ensuring consistent and reliable exhaust flow.

- A total of eight (8) exhaust manifold pumps will be installed outside of the laboratory to minimize noise, heat, and vibration within the workspace.
- A networkable power distribution system will be installed and is included in the project scope to enable remote power control of all exhaust pumps. This system will allow each pump to be turned on and off directly from any workbench, providing convenient and centralized control for lab personnel. Implementing this capability will help reduce unnecessary wear and tear on the pumps when they are not in use, minimize noise levels within the laboratory, and decrease the amount of heat generated by continuous pump operation, contributing to a more efficient and comfortable working environment.
- These pumps will be installed outside of the lab, and plumbed through the interior lab wall and distributed to:
 - Each laboratory workbench
 - Each instrument rack

Secondary Exhaust Manifold (Ambient Pressure System) - This manifold will operate at ambient pressure and is intended for instruments equipped with internal pumps.

- A second exhaust manifold will be installed in parallel, routed to the same lab bench and rack locations as the Primary Exhaust manifold system.
- A low-powered exhaust fan will be installed on this manifold to:
 - Maintain slight negative pressure
 - Prevent backflow into laboratory
- Both exhaust systems (pumped and ambient) will be plumbed into the existing facility exhaust manifold, ensuring proper discharge and compliance with ventilation requirements.

Exhaust connections will also extend to the Compliance Department calibration workstation. Ambilabs will provide a portable fume extractor with a flexible hose and adjustable capture hood for positioning near calibration work. Final equipment selection and the discharge or filtration arrangement will be reviewed for compatibility with the specific calibration gases and approved by the District's health-and-safety representative.

The extractor supplements facility ventilation; particulate filtration alone does not establish removal of calibration gases.

Design Benefit:

This dual-system approach provides complete compatibility with all instrument types while protecting instrument integrity and ensuring optimal exhaust performance.

2. Calibration Gas Distribution System

To enhance safety and efficiency, calibration gas systems will be centralized and externally located.

- Calibration gas cylinders will be stored outside the laboratory.

An industrial gas bottle security rack will be provided for the Compliance Department calibration-gas inventory. Cylinders will be held upright in individual positions using restraint chains. Rack capacity, placement, and anchoring will be coordinated with the District's inventory, approved site conditions, and the selected product's installation requirements.

- Gas lines will be routed through the interior lab wall into the laboratory space.
- Gases will be directed to each laboratory dilution calibrator.

The calibration-gas distribution system will extend to the Compliance Department workstation through routed, supported, terminated, and labeled lines. Ambilabs will provide eight (8) dual-stage gas bottle regulators and eight (8) stainless steel braided Swagelok gas lines for the workstation. Regulator materials and cylinder connections will be confirmed against the District's final gas list before procurement.

Distribution to Work Areas

- Each dilution calibrator will be hard plumbed to:
 - Associated instrument racks
 - A dedicated Laboratory work bench

Operational Advantage:

- Enables calibration activities to be performed:
 - Directly at instrument racks
 - At work benches

- Supports simultaneous calibrations in multiple locations, significantly improving workflow efficiency and reducing technician time.

3. Clean Dry Air (CDA) System

The laboratory will include a robust Clean Dry Air system to support instrumentation and calibration needs.

Compressor and Air Treatment

- The existing compressor will be installed outside of the lab.
- Compressed air will pass through:
 - Existing air dryer
 - Filtration media including:
 - Purakol canisters
 - Purafil canisters
 - Molecular sieve canisters
 - This multi-stage filtration process ensures removal of:
 - Moisture with indication beads
 - Chemical contaminants
 - Particulates

Distribution

- Treated air will be routed through the interior wall and distributed to:
 - Each laboratory work bench

Clean dry air lines will also extend to the Compliance Department calibration workstation. Final routing and connection locations for gas, clean dry air, and exhaust services will be coordinated with the District using the approved layout.

Result:

Each workstation will have access to high-quality Clean Dry Air (CDA) suitable for sensitive analytical applications.

4. Dilution Calibrator and Zero Air Integration

- It is assumed that each dilution calibrator will be paired with a dedicated Zero Air Generator (ZAG) to ensure optimal calibration performance.
- In cases where dedicated ZAG units are not used:
 - The central compressor system can be extended to supply clean air to each dilution calibrator as needed.

Design Flexibility:

This configuration ensures the system can adapt to varying operational preferences while maintaining calibration integrity.

Key Benefits of the Proposed Design

- **Enhanced Flexibility:** Supports both internally pumped and non-pumped instruments through dual exhaust systems.
 - **Improved Safety:** External placement of pumps, compressors, and calibration gases reduces in-lab hazards.
 - **Operational Efficiency:** Multi-point calibration capability reduces downtime and increases throughput.
 - **Scalability:** Infrastructure supports future expansion or modification of instrumentation.
 - **High Air Quality:** Advanced filtration ensures consistent delivery of clean, dry air to all workstations.
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- **Tubing material (e.g., stainless steel vs. alternatives)** - All gas line runs will be constructed using a combination of 1/8-inch and 1/4-inch stainless steel tubing, along with 1/4-inch FEP tubing, providing both durability and chemical resistance where required.
 - **Fittings (Swagelok, etc.)** - For the lab build, Ambilabs will exclusively utilize Swagelok stainless steel and Teflon (PTFE) inert fittings to ensure chemical compatibility and system integrity.
 - **Pressure control strategy** - The system will use the compressor's built-in pressure regulation to maintain stable supply pressure. Calibration gas bottles will be

individually regulated at the source. One Alicat 20 SLPM flow meter with pressure measurement is included in the materials BOM; its installation location will be coordinated during design approval.

- Labeling and identification methodology - All pneumatic lines within the lab will be clearly labeled to indicate the specific gas they convey, with identification markings placed at multiple points along each run to ensure visibility and traceability. In addition, every connection point will be individually labeled to match its corresponding line designation. This approach ensures that, in the event of any disconnection, the correct reconnection point can be quickly and confidently identified, minimizing downtime and reducing the risk of errors during maintenance or reconfiguration.
- Assumptions (pending final equipment list or layout) - Ambilabs' proposal assumes that the San Joaquin Valley Air Pollution Control District will provide the following equipment and materials for the laboratory build: lab benches, six instrument racks with shelving, a compressor, a drying system, calibration gas bottles, six dilution calibrators, six zero air generator systems (ZAGs), the Agilair data acquisition system, monitors, keyboards, and mice. Should any of these items not be supplied by the District, Ambilabs can furnish all listed equipment with the exception of the calibration gas bottles. In such cases, a modification to the original quote will be required to include the additional equipment and associated costs. Ambilabs will coordinate determination of applicable permit requirements and handle required permitting. All permits and associated costs will be invoiced at cost plus 15%. Permit costs are included within the miscellaneous materials and permits allowance in Appendix A and the consolidated equipment and materials estimate. Any adjustment to the approved scope or not-to-exceed price requires written agreement.

4. Material List

Base Configuration:

- The integrated bill of materials in Appendix A covers the laboratory and Compliance Department workstation. Preliminary lab drawings are included in Appendix B; final routing and workstation connections will be coordinated during design approval.

Included Digital Instrumentation:

- One Alicat 20 SLPM flow meter with pressure measurement is included in the equipment and materials total.
- Additional digital flow meters or pressure sensors are subject to a separately approved scope and price adjustment.
- Integration capability with Agilair AirVision: all communications for digital controls will be built into Agilair.

5. Program Schedule

- Design completion - Lab design will be completed within one (1) week following the initial project kick-off meeting. Upon review and formal sign-off of the design by the customer, Ambilabs will proceed with procurement to support timely project execution and implementation.
- Procurement lead times - Procurement lead times at the time of this proposal are estimated to be four to six (4–6) weeks. Should manufacturer lead times change at the time of ordering, Ambilabs will promptly notify the customer of any extended lead times and provide updated delivery expectations.
- Shipping - Materials ordered for this project will drop shipped directly to the customer's installation site. This approach ensures efficient logistics, minimizes handling, and supports a streamlined installation process by having all components delivered where they are needed.
- Installation duration / and commissioning - The installation period is estimated to take five (5) business days from start to finish. Upon completion of the installation, Ambilabs will provide comprehensive training to all customer technical staff, ensuring they are fully equipped to operate and maintain the laboratory systems effectively.
- Leak testing - All pneumatic lines will undergo a thorough leak detection procedure following installation. Each line will be fully pressurized and then isolated to contain the pressure, which will be monitored over a specified period to detect any long-term pressure drop that could indicate leakage. While the system remains pressurized, all connection points will be individually inspected using a Snoop leak detection liquid to identify any visible leaks. This combined approach ensures both immediate and gradual leak sources are effectively identified and addressed, resulting in a secure and reliable pneumatic system. Testing will include all

laboratory and Compliance Department workstation lines and connections, with final leak and operational checks completed before turnover.

- **Knowledge of Stainless steel tubing and Swagelok fittings** - The Ambilabs technical team has undergone formal training directly from Swagelok, ensuring compliance with manufacturer-recommended best practices for the installation of their fittings and stainless-steel tubing systems. This hands-on training, delivered by the manufacturer, has equipped the team with comprehensive expertise in tubing installation techniques, including proper bending, precision cutting, pressure testing, and leak testing. As a result, Ambilabs personnel are fully qualified to carry out high-quality, reliable installations that meet stringent industry and safety standards.
- **As-built documentation** - At the conclusion of the lab build, the customer will be provided with digital copies of all relevant documentation, including the finalized lab layout, pneumatic plumbing schematics, electrical drawings, and communications system diagrams. These documents will serve as a comprehensive reference to support ongoing operation, maintenance, and any future modifications to the laboratory systems. Documentation will include the integrated Compliance Department workstation connections and line identification.

6. Qualifications

Company Overview

Ambilabs is an industry leader in the design and integration of ambient air monitoring systems, delivering reliable, high-performance solutions to support environmental compliance and data accuracy. The company specializes in the service and maintenance of all major brands of ambient air monitoring instrumentation, ensuring optimal performance and longevity across diverse monitoring networks. Ambilabs' technical team is fully trained and certified by equipment manufacturers, providing expert-level knowledge and adherence to the highest industry standards for every instrument serviced.

Beyond monitoring systems, Ambilabs designs and fabricates customized environmental test chambers, mobile laboratories, air monitoring enclosures, and fully equipped service laboratories. With a focus on quality, innovation, and technical excellence, Ambilabs provides comprehensive, end-to-end solutions tailored to the evolving needs of environmental monitoring programs.

Relevant Experience

Ambilabs brings extensive hands-on experience in designing and delivering specialized environmental monitoring infrastructure. The company has successfully built multiple mobile laboratories and air monitoring trailers tailored to meet state and regulatory agency requirements for field deployment and data collection. Ambilabs has also developed small sensor testing environmental chambers to support controlled validation and performance evaluation of emerging monitoring technologies. In addition, the company has designed and commissioned fully equipped calibration laboratories, including integrated zero air systems, ensuring accurate and reliable instrument calibration for government and environmental programs.

Technical Expertise

- Pneumatic system design - Ambilabs brings extensive experience in the design and installation of advanced laboratory pneumatic and environmental systems. The team designed and installed the pneumatic infrastructure for the California Air Resources Board (CARB) standards laboratory, including an oil-less compressor and complete pneumatic plumbing for zero air and calibration systems. Ambilabs has also built and installed mixed flowing gas (MFG) laboratory chambers featuring clean, dry zero air systems, reverse osmosis water systems, exhaust systems, leak detection infrastructure, and full power installations for clients such as Rockwell, Amphenol, Molex, and Micron. Additionally, Ambilabs has designed, built, and commissioned environmental test chambers for small sensor testing, incorporating pneumatics, gas delivery systems, data acquisition systems (DAS), and exhaust systems for both CARB and the South Coast Air Pollution Control District (SCAQMD). The team's expertise further includes the design and construction of a comprehensive MFG lab for Contech Research, consisting of 11 mixed flow gas chambers supported by integrated zero air, water, gas delivery, communications, and exhaust systems.
- References - Due to existing non-disclosure agreements and ongoing work with state and local government agencies, Ambilabs must obtain prior approval from the appropriate agency representatives before listing them as references. While specific collaborations with these agencies have been documented within this proposal, any formal use of these entities as references is subject to their authorization in accordance with contractual and confidentiality obligations.

- Air monitoring instrumentation familiarity - Ambilabs demonstrates strong expertise in air monitoring instrumentation through its role as a distributor and certified service, calibration, and repair center for all major brands of ambient air monitoring equipment. This comprehensive capability ensures that Ambilabs personnel are highly familiar with the installation, operation, maintenance, and troubleshooting of a wide range of instruments used in air quality monitoring applications. Their hands-on experience and formal certifications enable them to provide reliable support across the full lifecycle of instrumentation, ensuring accuracy, compliance, and long-term performance in demanding laboratory and field environments.
- Digital integration capabilities - Ambilabs offers extensive digital integration capabilities, backed by more than 20 years of experience designing and building turnkey ambient air monitoring systems with fully integrated data acquisition systems (DAS). The company works with all major DAS providers, including Congrego by Acoem/Ecotech, Envidas by DR DAS, and Agilaire, ensuring seamless compatibility across a wide range of platforms and customer preferences. Ambilabs is also an official integration partner of Agilaire, as highlighted on their Turnkey Solutions page, where Agilaire identifies Ambilabs as a provider of complete turnkey monitoring systems with full digital data acquisition integration. This long-standing expertise enables Ambilabs to deliver robust, fully integrated monitoring solutions with reliable data management, automation, and reporting capabilities.

7. Cost Proposal

The following consolidated pricing includes the laboratory pneumatic system and integrated Compliance Department workstation. Equipment and materials include applicable tax and shipping, one Alicat flow meter with pressure measurement, and the miscellaneous materials and permits allowance.

Cost component	Amount
Design and engineering (fixed)	\$4,000.00
Installation labor, travel, lodging, and per diem (fixed)	\$37,500.00
Equipment and materials (estimated)	\$83,425.00
Total Not-to-Exceed Price	\$124,925.00

Equipment and materials are estimated from the revised October 08, 2026 BOM in Appendix A. The \$6,700.47 miscellaneous materials and permits allowance is included

within the \$83,425.00 equipment and materials total and is not an additional charge. The approved BOM may be reviewed collaboratively to align with the District's requirements and budget.

Design and engineering are fixed at \$4,000.00. Installation labor, travel, lodging, rental car, and per diem are fixed at \$37,500.00, covering two Ambilabs technicians and an Ambilabs IT Manager onsite for five (5) business days. Pricing assumes both work areas are completed during the same mobilization. Separate remobilization or District-directed changes after routing approval require a written price adjustment.

8. Warranty

All product warranties are provided by the original manufacturers and will be passed through to the end user in accordance with their respective terms and conditions. In addition, Ambilabs warrants its installation and workmanship for a period of one (1) year from the date of installation, ensuring that all systems are installed correctly and operate as intended.

9. Additional Information

Ambilabs believes that if the DeWalt compressor currently purchased by the San Joaquin Valley Air Pollution Control District is used as the primary source for all compressed dry air (CDA) delivery, it may become insufficient to meet the overall air demand of the laboratory. Based on anticipated system requirements, an upgraded solution may be necessary to ensure reliable performance. Should the District determine that additional capacity is required, Ambilabs can source and provide an oil-less scroll compressor to better support the lab's needs, with pricing to be developed and provided at that time.

Ambilabs can provide the San Joaquin Valley Air Pollution Control District with a comprehensive proposal for ongoing training, maintenance, service, and technical support on a continuing basis. This support offering can be tailored to meet the district's operational needs, ensuring long-term system performance, reliability, and staff proficiency through regular maintenance, responsive service, and periodic training as required.

Appendix A

Bill of Materials (BOM)

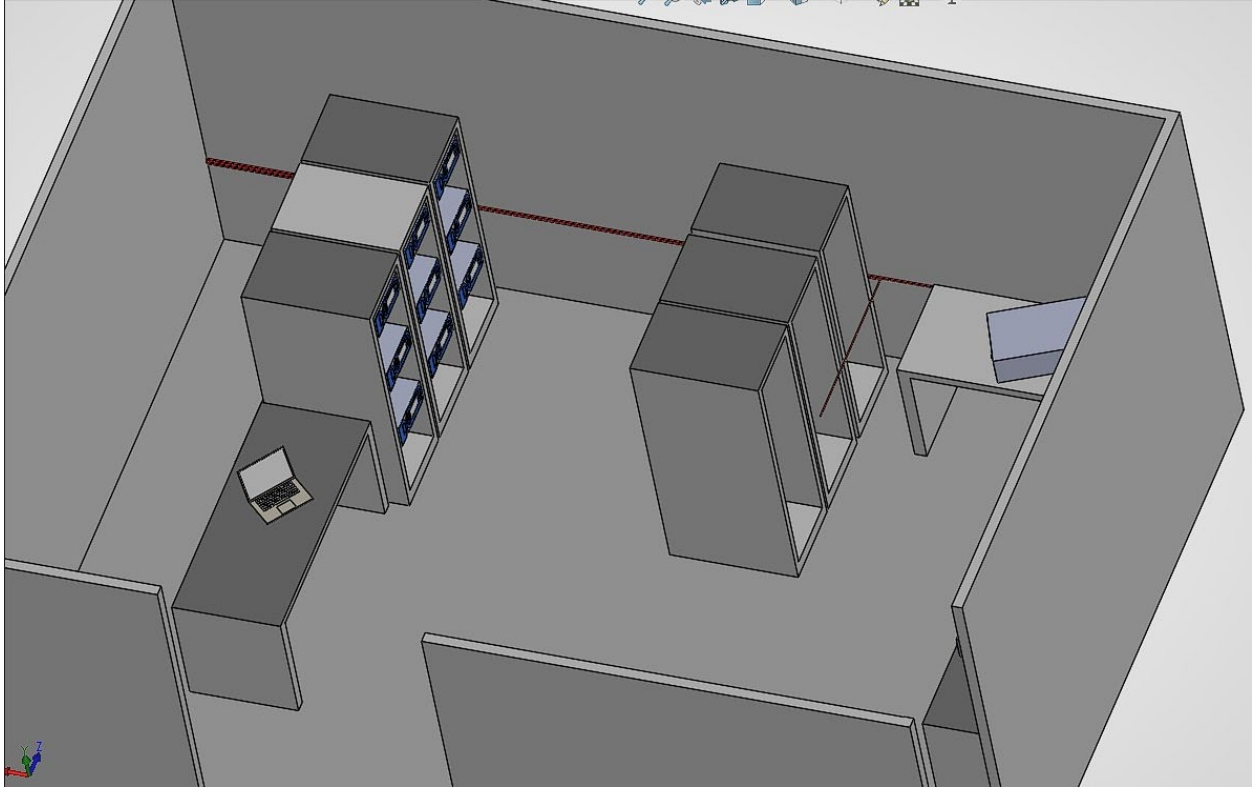
Revised October 08, 2026. Includes applicable tax and shipping. All nonzero-quantity materials below are included in the consolidated estimate; permit costs are included in the Misc. allowance.

Line	Description	Qty	Unit price	Extended price
1	CGA660 Regulator	3	\$2,076.62	\$6,229.86
2	CGA330 Regulator	1	\$2,079.95	\$2,079.95
3	1/4 tube x 1/4 NPT adaptor	12	\$20.37	\$244.44
4	1/4 tube x 1/4 tube adaptor, flex braid tube	4	\$528.90	\$2,115.60
5	1/4 tube, bulkhead union	20	\$47.80	\$956.00
6	1/4 tube, 90 degree elbow	12	\$45.60	\$547.20
7	1/8 tube, union cross	10	\$125.63	\$1,256.30
8	1/4 tube, union tee	14	\$64.53	\$903.42
9	1/4 tube, inline valve	10	\$160.87	\$1,608.70
10	1/4 tube x 1/8 tube, reducer	10	\$33.28	\$332.80
11	1/4 tube, plug	20	\$15.60	\$312.00
13	1/4 OD x .049 x 20 ft SS tubing (4 x 5 ft lengths)	8	\$311.33	\$2,490.64
15	Wall mounting bracket, 1/4 tube	20	\$5.55	\$111.00
17	Nut / ferrule set, 1/4 tube	30	\$10.98	\$329.40
19	1/4 tube, PVDF 90 degree elbow	20	\$9.27	\$185.40
20	1/4 tube, PVDF union tee	20	\$12.98	\$259.60
21	5/32 in ID x 1/4 in OD x 3/64 in FEP-F tubing	200	\$6.28	\$1,256.00
22	1/4 QC x 1/4 NPT, elbow	40	\$4.73	\$189.20
23	Aluminum angle bracket	2	\$59.87	\$119.74
25	Flexilla air hose, 1/4 ID	1	\$319.30	\$319.30
26	PVC, exhaust build (adapters, straights)	1	\$333.33	\$333.33
27	2 in inline duct fan	1	\$42.65	\$42.65
28	1/4 tube, union	30	\$31.60	\$948.00
P1	Tisch pump (currently selected)	8	\$800.00	\$6,400.00
30	Acrylic rotameter	6	\$124.92	\$749.52
31	Scrubber tubes	6	\$253.33	\$1,519.98
32	1/4 tube, PVDF blind nut	25	\$6.15	\$153.75
33	Molecular sieve	5	\$15.65	\$78.25
34	Purakol	5	\$11.50	\$57.50
35	Purafil	5	\$19.58	\$97.90

Line	Description	Qty	Unit price	Extended price
36	1/4 tube, nylon exhaust tubing	300	\$1.35	\$405.00
37	Cable duct 3 in x 2 in x 6.5 ft	16	\$70.57	\$1,129.12
38	1/4 tube, scrub connector	12	\$25.40	\$304.80
39	1/4 in barb x 1/4 in NPT, air to dryer	5	\$30.98	\$154.90
40	1/4 QC plug	30	\$2.05	\$61.50
41	Station air connection	5	\$2,166.67	\$10,833.35
42	Synaccess PDU, 5 port	2	\$523.33	\$1,046.66
43	Air blow gun kit	4	\$26.65	\$106.60
44	Misc. (hardware, fittings, tubing, etc.) and permits	1	\$6,700.47	\$6,700.47
14	1/8 OD x .028 x 20 ft SS tubing (breakout)	2	\$878.33	\$1,756.66
16	Wall mounting bracket, 1/8 tube	10	\$17.77	\$177.70
18	Nut / ferrule set, 1/8 tube	30	\$11.92	\$357.60
12	1/8 tube, plug	20	\$19.60	\$392.00
64	48 port network switch	1	\$998.33	\$998.33
65	10G cloud gateway	1	\$631.67	\$631.67
66	RJ45 keystone jacks (pack of 25)	4	\$58.33	\$233.32
67	Keystone patch panel	2	\$49.98	\$99.96
68	CAT6 (1000 ft)	1	\$648.33	\$648.33
69	Cat6A patch cables (pack of 10)	4	\$35.73	\$142.92
70	StarTech 16 port RS232 hub	1	\$828.08	\$828.08
71	4 port keystone jack box (pack of 5)	1	\$30.05	\$30.05
72	24 AWG 9-conductor cable, DB9 (100 ft)	2	\$113.75	\$227.50
73	Junction box	6	\$11.32	\$67.92
74	DB9 flush mount connector	10	\$16.65	\$166.50
75	DB9 connector, panel (pack of 10)	1	\$59.98	\$59.98
76	SFP jumper cable	1	\$23.32	\$23.32
81	Alicat 20 SLPM flow meter with pressure measurement (included)	1	\$1,813.33	\$1,813.33
82	Gas bottle regulators, dual-stage	8	\$2,000.00	\$16,000.00
83	Stainless steel braided Swagelok gas lines	8	\$225.00	\$1,800.00
84	Portable fume extractor	1	\$1,500.00	\$1,500.00
85	Gas bottle security rack	1	\$2,500.00	\$2,500.00
	Total equipment and materials			\$83,425.00

Appendix B

Preliminary Lab Drawings



This illustration shows how the pneumatic lines will be installed on the wall, plumbed to each instrument rack and each work station.

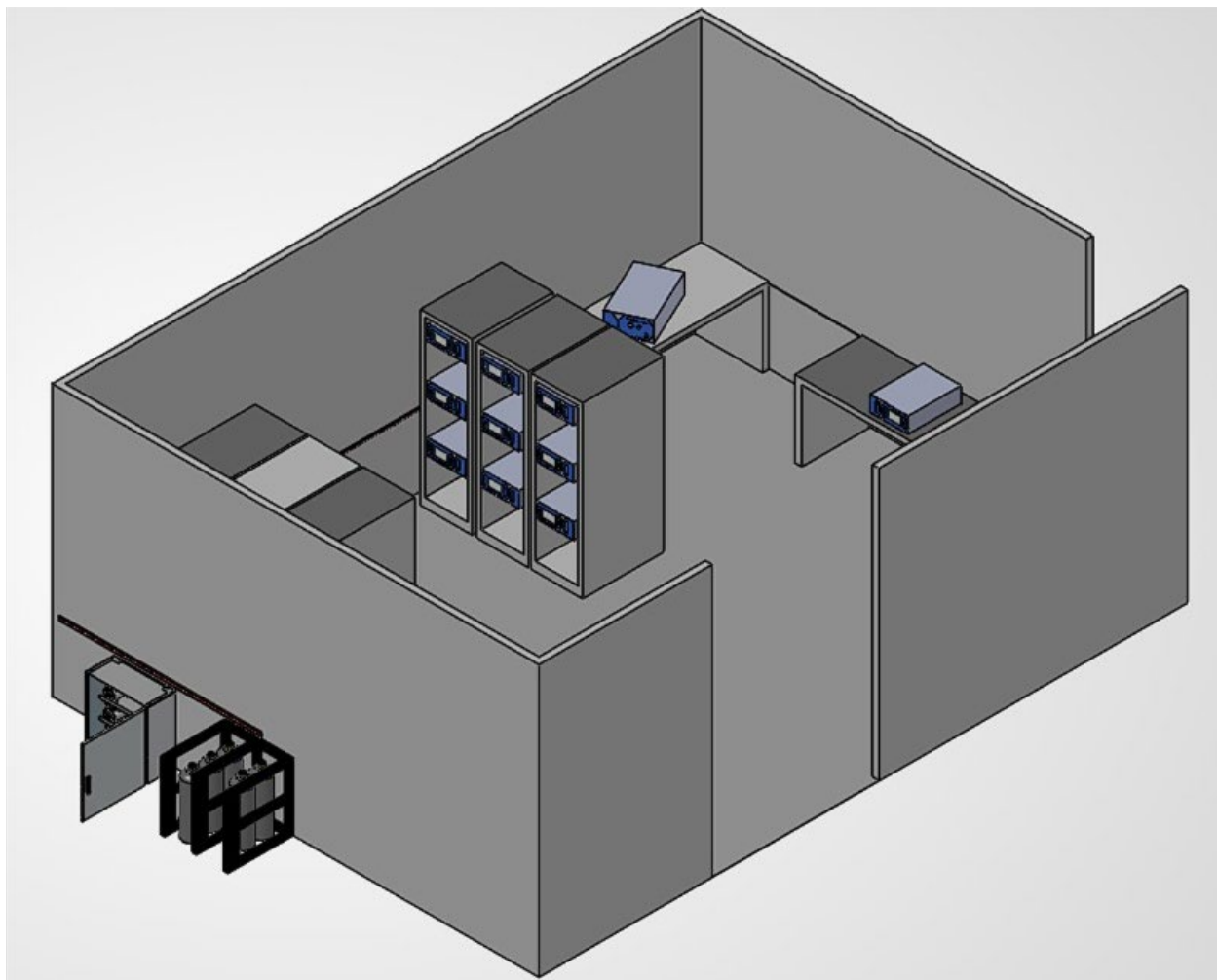


Illustration of the calibration storage, and pump locations.

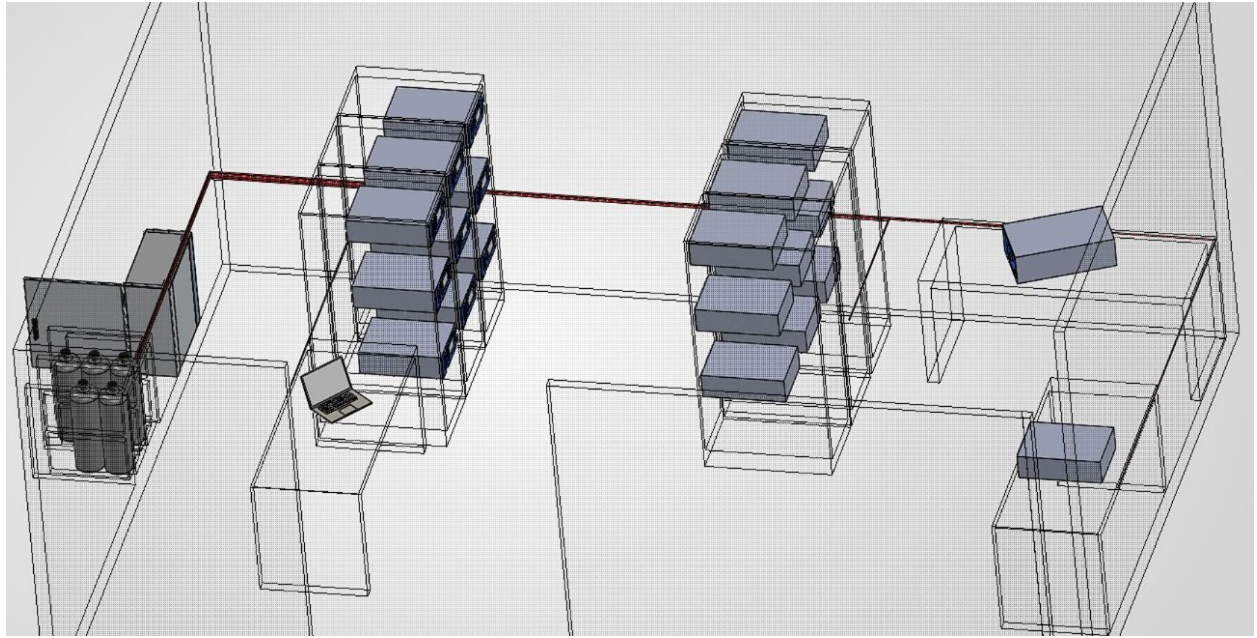


Illustration of entire pneumatic installation and component locations.

Appendix C Equipment Illustrations

Portable Source Capture Extractor



Illustrative portable extraction unit with a flexible hose and positionable capture hood. Final equipment and discharge or filtration arrangements will be confirmed for the specific calibration gases before installation.

Equipment Illustrations continued

Calibration Gas Cylinder Security Rack



Illustrative cylinder rack with individual positions, restraint chains, and floor mounting provisions. Final capacity, anchoring, and placement will be coordinated with the District inventory and approved workspace layout.