How to get a good tester & good data

By

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My talk

- **Write a RFQ**
- **Give them the criteria for evaluation**
- **Examples**
- **Special requirements**
- **Report review**
- **Oversite**

Ask for what you want

- **You are the buyer so put out a RFQ that asks for more than cost.**
- **And tell the tester how you will evaluate the quote.**
- **Ask for special things.**

4 parts criteria for RFP.

Example:

1. **Cost** **25%.**
2. **Follow instruction** **25%.**
3. **Credentials** **25%.**
4. **What will you do for me.** **25%.**

Cost is only 25%

- Put cost in reverse rank order
- the lowest = 25 points
- the highest = 0 points
- Ratio costs in between
  - $20,000 -- $26,000 -- $32,500 -- $41,000

= 25*(1-(26000-20000)/(41000-20000)) = 25*(1-(32500-20000)/(41000-20000))

25 pts 17.86pts 10.12pts 0 pts

Follow Instructions 25%

The Tester should do what you want

Such as

- **Write a Protocol** — **20 points**
- **Or outline the Protocol** — **5 points**
- **Outline the report.** — **5 points**

Credentials Max 25%

- Are they accredited to the ASTM D 7036
  - by a certified 3rd party –STAC 15 points
  - Self-certified – Tester president says so 1 point
- Did they include their SOPs 3 points
- # QSTIs do they have for methods used. 3 points
- Will they include a QSTI on site 4 points

What will the tester do that is to your advantage?

Maximum 25 points

- **The EPA Methods give you the right answer or high bias.**
- **The tester has many options that he can prevent or minimize the high bias.**
- **List the things important to you.**

Example

Tester will bring on-site:

- **All calibration data**
- **The Protocol**
- **QA manual**
- **SOPs for all the methods used**

Method 2 From the protocol

- **Do non-cyclonic flow check.**
- **Define number of points per run?**
- **Coincidently sample moisture & Temperature with the Δp.**
- **Bring calibrations on site.**

Method 5 from the protocol

- **Do an on-site metering system leak check.**
- **Use a glass liner.**
- **Use a glass nozzle.**
- **Do not adjust for leak, if leak check fails.**
- **Do calibrations on site.**
- **Use an Orsat for Oxygen.**

For RATAs from the protocol

- **Use the most stratified gas with a 12 point Stratification test**
- **Do 12 runs**
- **Do before/after Conversion eff. test (NOx)**
- **Bring on site**
  - **Interference check data**
  - **Stability test data**
  - **All calibration gases certifications**

Complaints from testers

“I might find it is stratified if I conduct a 12 point stratification check for the RATA.

Then I will have to do 12 point traverse!”

Report Review

- **If you fail, need to know it was your fault!**
- **Not the testers!**
- **The data should show this.**
- **The most frequent report problem is in the calculations.**
- **All the raw data including calibrations should be in the report.**

Oversite

If you don't know what you're buying and don't know how to evaluate the product, bring in an unbiased expert.

It is not only the testing company that should be on your side but also the onsite testing manager.

He can help With the

- RFQ
- Protocol
- Agency
- Sampling
- report

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and do not know how to **evaluate the product**
bring in someone who can.

Like an unbiased expert

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