

MANATEE COUNTY GOVERNMENT
AGENDA MEMORANDUM

FILE COPY

SUBJECT	Authorization to Award IFB #09-3749CD Water & Wastewater Treatment Chemicals	TYPE AGENDA ITEM	Consent
DATE REQUESTED	December 15, 2009	DATE SUBMITTED/REVISED	December 10, 2009
BRIEFINGS? Who?	N/A	CONSEQUENCES IF DEFERRED	N/A
DEPARTMENT/DIVISION	Financial Management / Purchasing	AUTHORIZED BY TITLE	Jim Seuffert, Director
CONTACT PERSON TELEPHONE/EXTENSION	Chris Daley, Purchasing x 3048 R.C. "Rob" Cuthbert, Purchasing x 3014	PRESENTER/TITLE TELEPHONE/EXTENSION	Dan Gray, Director Utilities x 5323
ADMINISTRATIVE APPROVAL			

ACTION DESIRED
INDICATE WHETHER 1) REPORT; 2) DISCUSSION; 3) FORM OF MOTION; OR 4) OTHER ACTION REQUIRED

Authorization to award IFB #09-3749CD, Water & Wastewater Treatment Chemicals with the exception of item #1 (Aluminum Sulfate) on an as required basis, to the lowest responsive, responsible multiple bidders, meeting specifications for an estimated annual total of \$3,650,000.00.

Allied Universal; Airgas Carbonic; Airgas Specialty Products; BioSafe Systems; Carmeuse Lime Sale; Cedarchem, LLC; Chemrite, Inc.; Lucier Chemical; MWV Specialty Chemicals; Sterling Water Technologies; Thatcher Chemical of Florida

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy

Manatee County Purchasing Ordinance Chapter 2-26; Article IV, Source Selection; Section 2-26-40, Policies

BACKGROUND/DISCUSSION

- The water and wastewater treatment chemical contract is for use on an as required basis by the County's potable and wastewater treatment plants for a twelve (12) month period with two (2) twelve (12) month renewal periods not to exceed a total contract duration of thirty six (36) months.
- The procurement of these items is funded from the Utility Fund with various operating accounts for the Utilities Department.
- Background / discussion information continued on Page 2.

COUNTY ATTORNEY REVIEW

Check appropriate box	
<input type="checkbox"/>	REVIEWED Written Comments: <input type="checkbox"/> Attached <input type="checkbox"/> Available from Attorney (Attorney's initials: ____)
<input type="checkbox"/>	NOT REVIEWED (No apparent legal issues.)
<input checked="" type="checkbox"/>	NOT REVIEWED (Utilizes exact form or procedure previously approved by CAO.)
<input type="checkbox"/>	OTHER

ATTACHMENTS: (List in order as attached)	INSTRUCTIONS TO BOARD RECORDS:
1) Departmental Recommendation Memo 2) Bid Tabulation	
COST: \$3,650,000.00 (estimated)	SOURCE (ACCT # & NAME): Various
COMMENTS: N/A	AMT./FREQ. OF RECURRING COSTS: (ATTACH FISCAL IMPACT TATEMENT) N/A

#5 *ML*

- 10/29/09 through 11/20/09 appropriate bid procedures were followed. Notice of bid's availability was posted on the Manatee County website; broadcast to three hundred four (304) prospective bidders on DemandStar; and sent directly to six (6) local firms, as defined by section 2-26-6 of the Manatee County Purchasing Code, via fax and email. Twenty five (25) bids and two (2) no bids were received.
- This is procurement for chemicals to be delivered in bulk for the treatment of potable water and wastewater, and there are no known chemical manufacturers, suppliers, or distributors with offices in Manatee County that can supply the specific chemicals used in the treatment of the County's potable water and wastewater.
- The Utilities Department reviewed the bids submitted, and on 12/10/2009 their recommendations were received.
- No award shall be made at this time for item #1, Aluminum Sulfate, as the Utilities Department needs to further investigate the apparent low bidder for this item.
- Award is on an item per item basis to the lowest responsive, responsible bidder(s) meeting specifications for each item as listed on the Bid Form. It is the intent of the County to place orders with the lowest priced responsive, responsible bidder who can provide the products at the time needed. However, the County reserves the right to place orders with other vendors in the event of an urgent, immediate need and the availability of the products requested cannot be met by the lowest price vendor at the time of need.
- Chemical usage at the water plant is dependent upon weather conditions. With wet weather conditions there is less pumpage and lower chemical use. The estimated quantities used in the bid are based on dry weather conditions reflecting a worst case scenario.

MEMORANDUM



UTILITIES DEPARTMENT
Water Division
17915 Waterline Road.
Bradenton, FL 34212

Phone: 941-746-3020
Fax: 941-747-4176
www.mymanatee.org

MANATEE COUNTY
FLORIDA

To: R.C. "Rob" Cuthbert, C.P.M., Purchasing Manager
From: Daniel T. Gray, Director, Utilities Department
Date: December 10, 2009
Subject: Award Recommendation for Water and Wastewater Treatment Chemicals, IFB #09-3749CD

R. Cuthbert
FOR DANIEL T. GRAY

After careful review of the bids submitted for the above referenced IFB by the Water Treatment Plant staff, I recommend the following vendors be awarded the contract:

Sterling Water Technologies, LLC, zinc metaphosphate, \$1,774.00/ton
Allied Universal Corp. sodium hypochlorite, \$0.627/gallon
Chemrite, Inc., calcium hypochlorite, \$2,490.00/ton
Airgas Specialty Products, anhydrous ammonia, \$1,200.00/ton
Carneuse Lime Sales, quicklime, \$211.32/ton
Airgas Carbonic, carbon dioxide, \$156.75/ton
Ceaderchem, LLC., Cedarfloc 510 polymer (surface) \$3,900.00/ton
Ceaderchem, LLC., Cedarfloc 561 polymer (ground) \$3,636.00/ton
MWV Speciality Chemicals, powder activated carbon, \$1,807.52/ton
Thatcher Chemical, copper sulfate, \$2550.00/ton
Biosafe Systems, sodium percarbonate, \$2,080.00/ton
Lucier Chemical, hydrofluosilicic acid, \$608.00/ton

Note that all vendors represent the lowest bid price received. Also note that this does not include a recommendation for item # 1, aluminum sulfate. Because this is a critical chemical for the water treatment process and the apparent low bidder would represent a new supplier and a new facility, staff needs to conduct further investigation to determine the vendors' ability to meet the specifications. Upon resolution, we request a separate award for aluminum sulfate.

If you have any questions or need additional information, please contact Bruce MacLeod at extension 5005 or Bill Kuederle at extension 5029. Your assistance and Chris Daley's assistance with this important assignment is appreciated.

Cc: Mark R. Simpson, Water Division Manager, Utilities Department
Bruce W. MacLeod, Water Treatment Plant Superintendent, Utilities Department
Bill Kuederle, Chief Operator, Utilities Department

AMY STEIN * GWENDOLYN BROWN * JANE VON HAHMANN * RON GETMAN * DONNA HAYES * CAROL WHITMORE * JOE MCCLASH
District 1 District 2 District 3 District 4 District 5 District 6 District 7

**TABULATION
IFB #09-3749CD- WATER WASTEWATER TREATMENT CHEMICALS**

Item # & Description	EST. QTY.	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE
BIDDERS FOR ITEM #1:						
Aluminum Sulfate, Bulk Liquid (Tank Truck)	6000 Dry Tons	\$511.00 / dry tons	GENERAL CHEMICAL PERFORMANCE PRODUCTS	\$259.00 / lb	THATCHER CHEMICAL COMPANY OF FLORIDA	\$258.00 / dry tons
Liquid 8.3% Al ₂ O ₃		\$2.84 / lb Al ⁺⁺⁺		\$1.439 / lb Al ⁺⁺⁺		\$1.43 / lb Al ⁺⁺⁺
Delivery Days		2 - 3 / days		1 - 2 / days		3 / days
EST. YEARLY TOTAL FOR ITEM #1		\$3,066,000.00		\$1,554,000.00		\$1,548,000.00
BIDDERS FOR ITEM #2:						
Zinc Metaphosphate, 50 lb Moisture Proof Bag	100 Tons	\$1.150 / lb	THATCHER CHEMICAL COMPANY OF FLORIDA	\$0.9600 / lb	CARUS CHEMICAL COMPANY	\$1.11 / lb
Product Name:		TL-2910		Carus 3350		ZPP-900
Delivery Days		30 / days		5 - 7 days (ARO)		7 - 10 business (ARO)
EST. YEARLY TOTAL FOR ITEM #2		\$230,000.00		\$192,000.00		\$222,000.00
BIDDERS FOR ITEM #3:						
Sodium Hypochlorite, Liquid (12.5% available CL ₂ , 10.8 weight percent NaOC _l)	2,300,000 Gallons	\$0.627 / gal	ALLIED UNIVERSAL CORP.	\$0.698 / gal	ODYSSEY MANUFACTURING CO.	\$0.887 / lb
Delivery Days		1 - 2 work / days		2 / days		10 / days
Testing Lab Used		Xenco		Novachem		CP767-D
EST. YEARLY TOTAL FOR ITEM #3		\$1,442,100.00		\$1,605,400.00		\$177,400.00
BIDDERS FOR ITEM #4:						
Calcium Hypochlorite, 100 lb drums	20 Tons	\$2,560.00 / ton	ALLIED UNIVERSAL CORP.	\$2,490.00 / ton	THATCHER CHEMICAL COMPANY OF FLORIDA	\$2,631.35 / ton
Delivery Days		3 work / days		3 - 7 / days		3 / days
EST. YEARLY TOTAL FOR ITEM #4		\$51,200.00		\$49,800.00		\$52,627.00
BIDDERS FOR ITEM #5:						
Anhydrous Ammonia, Industrial Grade, Bulk, 99.99%	100 Tons	\$1,200.00 / ton	AIRGAS SPECIALTY PRODUCTS	\$1,220.00 / ton	TANNER INDUSTRIES, INC.	\$2,578.95 / ton
Delivery Days		2 - 3 / days		2 - 3 / days		2 - 4 / days
EST. YEARLY TOTAL FOR ITEM #5		\$120,000.00		\$122,000.00		\$51,579.00
SHANNON CHEMICAL CORP.						
STERLING WATER TECHNOLOGIES, LLC.						
F2 INDUSTRIES, LLC						
THATCHER CHEMICAL COMPANY OF FLORIDA						
CHEMRITE, INC.						
ODYSSEY MANUFACTURING CO.						
BRENNTAG MID-SOUTH, INC.						

**TABULATION
IFB #09-3749CD- WATER WASTEWATER TREATMENT CHEMICALS**

Item # & Description	EST. QTY.	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE
BIDDERS FOR ITEM #6:		CARMEUSE LIME SALES	CHEMICAL LIME CO. OF AL			
Quicklime, Bulk (Truck) Delivery Days	3000 Tons	\$211.32 /ton 2 / days	\$247.81 /ton 2 / days			
EST. YEARLY TOTAL FOR ITEM #6		\$633,960.00	\$743,430.00			
BIDDERS FOR ITEM #7:		AIRGAS CARBONIC	PRAXAIR, INC.			
Carbon Dioxide Delivery Days	420 Tons	\$156.75 /ton 2 / days	\$162.00 /ton 1-2 / days with exceptions			
EST. YEARLY TOTAL FOR ITEM #7		\$65,835.00	\$68,040.00			
BIDDERS FOR ITEM #8:		CHEMRITE, INC.	CEDARCHEM, LLC			
Coagulant Aid, (Surface), 55.1 lb Moisture Proof Bag, Dry Product Name Ratio: \$/lb x Ratio = Competitive Price Delivery Days	7 Tons	\$1.82 /lb Kemira N-300 1.142 \$2.078 /lb 4 - 10 / days \$29,098.16	\$1.95 /lb Cederfloc 510 1.00 \$1.95 /lb 25 business / days \$27,300.00			
EST. YEARLY TOTAL FOR ITEM #8						
BIDDERS FOR ITEM #9:		CHEMRITE, INC.	CEDARCHEM, LLC	ASHLAND HERCULES WATER TECHNOLOGIES		
Coagulant Aid, (Ground), 55.1 lb Moisture Proof Bag, Dry Product Name Ratio: \$/lb x Ratio = Competitive Price Delivery Days	4 Tons	\$1.82 /lb Kemira A-110PWG 1.000 \$1.820 /lb 4 - 10 / days \$14,560.00	\$1.75 /lb Cederfloc 561 1.039 \$1.818 /lb 25 business / days \$14,546.00	\$1.68 /lb Praestol K851TR 2.078 \$3.491 /lb 5-7 / days \$27,928.32		
EST. YEARLY TOTAL FOR ITEM #9						
BIDDERS FOR ITEM #10:		PICA USA INC.	NORIT AMERICAS INC.	MWV SPECIALTY CHEMICALS		
Powder Activated Carbon, Bulk (Pressure Truck) Product Name Ratio: \$/ton x Ratio = Competitive Price Delivery Days	440 Tons	\$2,120.00 /ton Pitahydro MP23 1.000 \$2,120.00 /ton 3 / days \$932,800.00	\$1,280.00 /ton Hydroarco B 1.893 \$2,423.04 /ton 7 - 10 / days \$1,066,137.60	\$1,580.00 /ton Aqua Nuchar 1.144 \$1,807.52 /ton 7 - 10 / days \$795,308.80		
EST. YEARLY TOTAL FOR ITEM #10						

**TABULATION
IFB #09-3749CD- WATER WASTEWATER TREATMENT CHEMICALS**

Item # & Description	EST. QTY.	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE	BID UNIT PRICE
BIDDERS FOR ITEM #11:						
Copper Sulfate, 50 lb. Moisture Proof Bag	20 Tons	\$1.59 / lb	\$3,180.00 / ton	\$1.275 / lb	\$2,550.00 / ton	
Product Name		CHEMRITE, INC.		THATCHER CHEMICAL COMPANY OF FLORIDA		
Delivery Days		3 - 7 / days		Copper Sulfate Size B (Small/Micro) 3wks (1rst), 2 days next / days		
EST. YEARLY TOTAL FOR ITEM #11		\$63,600.00		\$51,000.00		
BIDDERS FOR ITEM #12:						
Sodium Percarbonate Algaecide, 50 lb Bag	50 Tons	\$1.040 / lb	\$2,080.00 / ton	\$1.0500 / lb	\$2,100.00 / ton	
Product Name		Greenclean Pro		Pak™ 27 (40,000 lb min. order)		
Delivery Days		3-5 / days		10 / days		
EST. YEARLY TOTAL FOR ITEM #12		\$104,000.00		\$105,000.00		
BIDDERS FOR ITEM #13:						
Hydrofluorosilicic Acid, Bulk	140 Tons	Price is based on a 25% acidity adjusted basis & 22.5 ton min releases				
Delivery Days		7 -10 working days / days	\$608.00 / ton			
EST. YEARLY TOTAL FOR ITEM #13		\$85,120.00				

Chris Daley 11/25/09

Keyed and Checked By: Chris Daley, CPPB - Senior Buyer Date _____