



WEST DES MOINES WATER WORKS BOARD OF TRUSTEES MEETING COMMUNICATION

DATE: December 18, 2017

ITEM:

6. Recommendations from Staff
- b. Motion – Receive and File Bids Received for Water Treatment Chemicals
 - c. Motion – Awarding Contract to Water Treatment Chemical Suppliers

FINANCIAL IMPACT:

The financial impact depends upon the dosage rates of applied chemicals and quantity of water produced during 2018. However, based on the bids received and estimated quantities bid upon, the Water Works is projecting to spend \$515,682 on chemicals in 2018. A 7% overall increase in chemical expense over the 2017 cost is largely due to a 32% increase in the cost of Sodium Hypochlorite.

SUMMARY:

These actions provide for receiving and filing the bids received on November 29, 2017, for water treatment chemicals, designating the recommended bidders and awarding contracts to these bidders for the upcoming year.

BACKGROUND:

We received prices from 13 firms. During the 2017 purchasing year WDMWW experienced delivery issues with Univar USA and their resolutions to the issues were unacceptable. The quote evaluation criteria includes bidder's record of previous performance. Due to the importance of timely and consistent delivery of chemicals, staff is recommending awarding a contract for Soda Ash and Salt to the second lowest bidder, BHS Marketing and Rainsoft of Des Moines respectfully. Based on quantity bid the cost for these two chemicals would increase by \$4,070.

RECOMMENDED ACTION BY THE BOARD OF TRUSTEES:

To concur with the recommendation from staff and receive and file the tabulation of bids received on November 29, 2017 for water treatment chemicals for 2018 and to awarding contracts to the recommended bidders, as marked on the tabulation of bids.

Prepared by: 

Approved for Content by: 

BID TABULATION - WATER CHEMICALS 2018
WEST DES MOINES WATER WORKS

| | Sodium Hypochlorite | | Liquid Ferric Chloride | | Soda Ash | | Lime | | Carbon Dioxide | | Salt | |
|--|---------------------|--------------------|------------------------|--------------------|-------------------|--------------------|-----------------|---------------------|-----------------|--------------------|----------------|--------------------|
| | 60,000 gal. | | 40,000 lbs. | | 280,000 lb. | | 2,100 Tons | | 250 tons | | 150,000 lb. | |
| Bidder and Address | Unit Price | Extended Price | dry weight Unit Price | Extended Price | Unit Price | Extended Price | Unit Price | Extended Price | Unit Price | Extended Price | Unit Price | Extended Price |
| ACCO Unlimited Corporation | | | | | | | | | | | | |
| Airgas Corbonic | | | | | | | | | | | | |
| Air Liquide Industrial | | | | | | | | | | | | |
| BHS Marketing | | | | | \$0.148650 | \$41,622.00 | | | | | | |
| Brenntag Great Lakes | | | \$0.351 | \$14,040.00 | \$0.149000 | \$41,720.00 | | | | | | |
| Carus Corporation | | | | | | | | | | | | |
| Ciner Resources Corp | | | | | | | | | | | | |
| Culligan, Inc. West Des Moines, IA | | | | | | | | | | | | |
| DPC Industries, Inc. Omaha, NE | \$0.960 | \$57,600.00 | | | | | | | | | \$0.139 | \$20,850.00 |
| Harcros Chemicals Inc. Omaha, NE | | | | | | | | | | | | |
| Hawkins Wtr Trtment Gp, Inc. Slater, IA | | | | | | | | | | | | |
| Hickman, Williams & Company | | | | | | | | | | | | |
| Interstate Chemical Co. Inc. | | | | | | | | | | | | |
| KA Steel Chemicals | | | | | | | | | | | | |
| Kemira Water Solutions, Inc. | | | \$0.339 | \$13,560.00 | | | | | | | | |
| Linde LLC | | | | | | | | | | | | |
| Linwood Mining & Materials Davenport, IA | | | | | | | \$166.50 | \$349,650.00 | | | | |
| Mississippi Lime Co. Alton, IL | | | | | | | \$176.13 | \$369,873.00 | | | | |
| Poet Ethanol Products | | | | | | | | | \$162.00 | \$40,500.00 | | |
| Praxair, Inc. Burr Ridge, IL | | | | | | | | | \$135.00 | \$33,750.00 | | |
| Rainsoft of Des Moines | | | | | | | | | | | \$0.130 | \$19,500.00 |
| Rowell Chemical Corp | \$1.280 | \$76,800.00 | | | | | | | | | | |
| Sterling Water Technologies | | | | | | | | | | | | |
| TATA Chemicals | | | | | | | | | | | | |
| Thatcher Company, Inc. | | | | | \$0.1530 | \$42,840.00 | | | | | | |
| Univar USA, Inc | | | | | \$0.1484 | \$41,552.00 | | | | | \$0.110 | \$16,500.00 |
| Vertex Chemical Corporation | \$1.020 | \$61,200.00 | | | | | | | | | | |

Note: Entries marked by bold and highlighted type are those recommended to The Board of Trustees for purchase.