WEST DES MOINES WATER WORKS
BOARD OF TRUSTEES MEETING COMMUNICATION

DATE: November 16, 2026

ITEM:

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

FINANCIAL IMPACT:

The ultimate financial impact depends upon the dosage rates of chemicals and quantity of water produced during 2027. However, based on the quotes received and estimated quantities bid upon, Water Works is projecting to spend $1,043,129.00 on bid chemicals in 2027.

SUMMARY:

These actions provide for receiving and filing the bids received on October 27, 2026, for water treatment chemicals, designating the recommended bidders and awarding contracts to these bidders for the upcoming year.

Chemical Price Change Summary, 2026 to 2027

Chemical	2027 Price	2026 Price	Percent Change	Estimated Usage	Unit of Measure	2027 Total
Sodium Hypochlorite	$ 1.6200	$ 1.6800	-3.57%	103,000	gallon	$ 166,860.00
Soda Ash	$ 0.2343	$ 0.2220	5.54%	370,000	pounds	$ 86,691.00
Salt	$ 0.2510	$ 0.2510	0%	100,000	pounds	$ 25,100.00
Liquid Ferric Chloride	$ 0.6100	$ 0.6300	-3.17%	58,000	pounds	$ 35,380.00
Lime	$ 328.3300	$ 311.3300	5.46%	1,825	tons	$ 599,202.25
Carbon Dioxide	$ 169.0000	$ 175.0000	-3.43%	300	tons	$ 50,700.00

BACKGROUND:

We received bid pricing from 8 companies for 5 chemicals.

Lime is typically included in the competitive bid for water treatment chemicals, however for calendar year 2019 WDMWW worked with a selected supplier to test a higher quality product. This product was proposed to reduce our dosage rate by approximately 5.5%. However, we are seeing a reduction of 12% to 15%. Less required product translates into less chemical purchase and less lime residual being hauled away, which has become a large cost of lime softening treatment. Additionally, since changing to this product we have seen a reduction in wear on the slakers and pumps as well as less waste generated from inert materials in the lime product. Staff is recommending continuing to single source this product.

RECOMMENDED ACTION BY THE BOARD OF TRUSTEES:

To concur with the recommendation from staff and receive and file the tabulation of bids received on October 27, 2026 for water treatment chemicals for 2027 and to award contracts to the recommended companies, as marked on the tabulation of bids.

Prepared by: Mary Eshleman

Approved for Content by: Clete Murphy

BID TABULATION - WATER CHEMICALS Calendar Year 2027
WEST DES MOINES WATER WORKS

	Liquid Ferric Chloride		Soda Ash		Sodium Hypochlorite		Carbon Dioxide		Salt	
	58,000 gal		370,000 pounds		103,000 gal		300 ton		100,000 pounds	
2027 Budget Price	0.71/#	$41,221.00	0.23/#	$85,100.00	1.74/gl	$179,220.00	412/ton	$123,600.00	0.259/#	$25,900.00
Bidder and Address	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 Products							178	$53,400.00		
Brenntag Great Lakes										
Carus Corporation										
Chem-Sult	**mini- 0.61**	**$35,380.00**								
Culligan, Inc. West Des Moines, IA									**$0.251**	**$25,100.00**
DuBois Chemicals, Inc			$0.255	$94,350.00						
Harcros Chemicals Inc										
Hawkins, Inc.					**$1.620**	**$166,860.00**				
Hawkins Water Treatment Group, Inc. (formally Vertex Chemical Corp)										
Hickman, Williams & Company										
KA Steel Chemicals, Inc.										
Kemira Water Solutions, Inc.	$0.685	$39,730.00								
Linde Inc							**169**	**$50,700.00**		
PQ Corporation										
Poet Ethanol Products										
PVS	mini - .695	$36,540.00								
PVS	Bulk - .63	$40,310.00								
Rainsoft of Des Moines										
Rowell Chemical Corp										
Sisecam Resources - formally Ciner Resources Corp										
Sterling Water Technologies										
TATA Chemicals										
Thatcher Company, Inc.			**$0.2343**	**$86,691.00**						
Univar USA, Inc										

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

Lime Quote MLC

1825	Total tonnage	Budgeted
$ 328.33	$ 599,202.25	**$ 588,088**

Grand Total of Low Bidders + lime
$963,933.25

Budgetted Total
$ 1,043,129.00