

**PUBLIC WORKS COMMISSION  
ACTION REQUEST FORM**

**TO:** David W. Trego, CEO/General Manager

**DATE:** July 3, 2018

**FROM:** Trent Ensley, Procurement Manager

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**ACTION REQUESTED:** Award contracts for the purchase of water and water reclamation chemicals as listed below, for a one-year period (with the option to extend contract(s) for additional one-year periods upon the agreement of both parties).  
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**BID/PROJECT NAME:** Water and Water Reclamation Chemicals

**BID DATE:** June 19, 2018

**DEPARTMENT:** Water/Water Reclamation Treatment

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**RECOMMENDED BID AWARDS**

**SODIUM HYPOCHLORITE 15% - 3875 TONS**

|                                           |                     |
|-------------------------------------------|---------------------|
| <b>*Oltrin Solutions, LLC, Hamlet, NC</b> | <b>\$496,000.00</b> |
| Water Guard Inc., Wilson, NC              | \$513,825.00        |
| Brenntag Mid-South, Inc., Durham, NC      | \$666,500.00        |
| JCI Jones Chemicals, Charlotte, NC        | \$693,625.00        |

**CAUSTIC SODA 50% - 2300 TONS**

|                                           |                     |
|-------------------------------------------|---------------------|
| <b>*Univar USA, Inc., Morrisville, PA</b> | <b>\$719,900.00</b> |
| Oltrin Solutions, LLC, Hamlet, NC         | \$738,300.00        |
| Brenntag Mid-South, Inc., Durham, NC      | \$753,480.00        |
| JCI Jones Chemicals, Charlotte, NC        | \$862,500.00        |

**MAGNESIUM HYDROXIDE – 125,000 GALLONS**

|                                          |                     |
|------------------------------------------|---------------------|
| <b>*Premier Magnesia, LLC, Wayne, PA</b> | <b>\$300,000.00</b> |
|------------------------------------------|---------------------|

*Note: There are only (2) known bidders for this product. The other bidder did not submit a bid for this year.*

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**AWARD RECOMMENDED TO:** Vendors noted by asterisks above

**BASIS OF AWARD:** Lowest responsive, responsible bidders

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**COMMENTS:** This bid consisted of various chemicals. A total of (15) bidders were notified of this bid opportunity and the bid opportunity was publicized via our normal channels (see list for specifics). The following is a comparison of the recommended bid costs for FY2018-19 and the prices from prior bids in Fiscal Years 2016 and 2017.

**SODIUM HYPOCHLORITE 15%**

2016-17 Contract Price: \$122.68 per ton

2017-18 Contract Price: \$116.00 per ton

2018-19 Bid Price: \$128.00 per ton

**CAUSTIC SODA 50%**

2016-17 Contract Price: \$204.66 per ton

2017-18 Contract Price: \$245.00 per ton

2018-19 Bid Price: \$313.00 per ton\*

**MAGNESIUM HYDROXIDE**

2016-17 Contract Price: \$2.10 per gallon

2017-18 Contract Price: \$2.20 per gallon

2018-19 Bid Price: \$2.40 per gallon

\*Historically, the market pricing for caustic soda has shown volatility. Current bid prices in caustic soda can be attributed to changes in the global market place. Market research shows that Europe is increasing imports of caustic soda and China, who produces much of the global supply, has reduced exports of caustic soda. As the US becomes a larger global supplier, prices are likely to continue upward the closer that US plants near their production capacity.

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**ACTION BY COMMISSION**

**APPROVED** \_\_\_\_\_ **REJECTED** \_\_\_\_\_

**DATE** \_\_\_\_\_

**ACTION BY COUNCIL**

**APPROVED** \_\_\_\_\_ **REJECTED** \_\_\_\_\_

**DATE** \_\_\_\_\_

**BID HISTORY**  
**WATER AND WATER RECLAMATION CHEMICALS**  
**BID DATE: JUNE 19, 2018**

**Consulting Engineer**

N/A

**Advertisement**

- |    |                        |                        |
|----|------------------------|------------------------|
| 1. | PWC Website            | 6-7-18 through 6-19-18 |
| 2. | The Fayetteville Press | General Monthly Ad     |

**List of Prospective Bidders**

1. JCI JONES CHEMICALS, CHARLOTTE, NC

2. TANNER INDUSTRIES, INC, SOUTHAMPTON, PA
3. UNIVAR USA INC. MORRISVILLE, PA
4. BRENNTAG, DURHAM, NC
5. PVS CHEMICAL SOLUTIONS, INC, PVS CHEMICAL SOLUTIONS, INC
6. SOUTHERN IONICS, INC., WEST POINT MS
7. MOSAIC GLOBAL SALES LLC, LITHIA, FL
8. CHEMRITE INCORPORATED, BUFORD, GA
9. WATER GUARD INC., WILSON, NC
10. PREMIER MAGNESIA, WAYNE, PA
11. PENCCO INC., SANFELIPE BAY, TX
12. CARUS CORPORATION, BELMONT, NC
13. CHEMTRADE CHEMICALS US LLC, SYRACUSE, NY
14. SHANNON CHEMICAL CORPORATION, MALVERN, PA
15. OLTRIN SOLUTIONS LLC, HAMLET, NC

### **List of Organizations Notified of Bid**

#### **Small Business Administration Programs:**

Small Business Administration Regional Office (SBA)  
NC Procurement & Technical Assistance Center (NCPTAC)  
Veterans Business Outreach Center (VBOC)  
Small Business Technology Center (SBTDC)  
Women's Business Center at CEED (WBC)

#### **FTCC Programs**

Small Business Center (SBC)  
NC Militarily Business Center (NCMBC)

#### **Local Business Programs**

NAACP, Fayetteville Branch  
Greater Fayetteville Chamber, RFP & Press Release submitted  
Hope Mills Chamber  
Spring Lake Chamber  
Fayetteville Business & Professional League (FBPL)  
FSU Construction Resource Office (FSUCRO)

#### **State Programs**

NC Institute of Minority Economic Development (The Institute) Durham, NC  
NAACP, State Branch Raleigh, NC

#### **Media**

Fayetteville Observer  
WIDU, AM1600  
IBronco Radio at FSU

### **SDBE/Local Participation**

**SDBE:** The recommended bidders are not classified as SDBE's.

**Local:** There are no known local vendors.