

Staff Summary Report

Council Meeting Date: 01-22-2009

Agenda Item Number: _____

SUBJECT: Request to award one-year contracts with four, one-year renewal options to Ashland Inc., Basic Chemical Solutions, LLC., Brenntag Pacific, Inc., CIBA Corporation, DPC Enterprises, LP., General Chemical Performance Products, LLC., Kemira Water Solutions, Inc., Pencco, Inc., Polydyne, Inc., Saltworks and Thatcher Company of Arizona for the purchase of water and wastewater treatment chemicals for the Water Utilities Department.

DOCUMENT NAME: 20090122fst04 **PURCHASES (1004-01)**

SUPPORTING DOCS: Yes

COMMENTS: (IFB WUD09-029) Total cost for this contract shall not exceed \$1,200,000 during the initial contract period.

PREPARED BY: Ted Stallings, CPPB, Procurement Officer, 480-350-8617

REVIEWED BY: Michael Greene, CPM, Central Services Administrator, 480-350-8516
Don Hawkes, Water Utilities Manager, 480-350-2660

**LEGAL REVIEW AS
TO CONTRACT FORM
ONLY:** N/A

FISCAL NOTE: Sufficient funds have been appropriated in various City-wide cost centers for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Award the contracts.

ADDITIONAL INFO: The City of Tempe maintains contracts for the procurement of water and wastewater chemicals used by the Water Utilities Department for the treatment of water and wastewater. An evaluation committee composed of representatives from the Water Utilities Department and Procurement Staff reviewed the for conformance to terms, conditions, specifications and pricing. Morton Salt withdrew its bid offer due to a pricing error. Hill Brothers Chemical Co., was found to be non-responsive as they did not submit required information. Univar USA, Inc. was also found to be non-responsive as they took exceptions to the City's terms and conditions. The City has elected to establish secondary suppliers for certain high demand products as noted below.

The vendors that submitted the lowest pricing and were determined to be responsive to bid requirements are recommended for award as follows:

Ashland, Inc.

- Item 16 – N120P Polymer – Secondary award

Basic Chemical Solutions, LLC.

- Item 18 – Liquid Sodium Hypochlorite - Secondary award
- Item 19 – Sodium Hydroxide 25% - Primary award

Brenntag Pacific, Inc.

- Item 3 – Phosphoric Acid 25% - Primary award

- Item 4 – Sulfuric Acid – Primary award
- Item 14 – Quick Lime - Primary award

CIBA Corporation

- Item 17 – C358P Polymer – Secondary award

DPC Enterprises, LP.

- Item 11 – Liquid Chlorine – Secondary award
- Item 18 - Liquid Sodium Hypochlorite – Primary award

General Chemical Performance Products, LLC.

- Item 5 – Liquid Aluminum Sulfate – Primary award

Kemira Water Solutions, Inc.

- Item 12 – Liquid Ferric Chloride – Primary award
- Item 13 – Ferrous Chloride – Primary award

Pencco, Inc

- Item 2 – Hydrofluosilic Acid – Secondary award

Polydyne, Inc.

- Item 16 – N120P Polymer – Primary award
- Item 17 – C358P Polymer – Primary award

Saltworks

- Item 21 – Cube White Crystal Solar Salt – Primary award

Thatcher Company of Arizona

- Item 2 - Hydrofluosilic Acid – Primary award
- Item 3 - Phosphoric Acid 25% - Secondary award
- Item 4 - Sulfuric Acid – Secondary award
- Item 11 – Liquid Chlorine – Primary award
- Item 19 – Sodium Hydroxide 25% - Secondary award
- Item 22 – Phosphoric Acid 75% - Primary award

A total of seven line items were cancelled due to specification changes. The City will be re-soliciting these items in the near future.

Vendor's Bid Offer

It is REQUIRED that Bidder COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the bid response offer. An unsigned "Vendor's Bid Offer", late bid response and/or a materially incomplete response will be considered non-responsive and rejected.

Bidder is to type or legibly write in ink all information required below.

Company Name <u>ASHLAND WATER TECHNOLOGIES, A DIVISION OF ASHLAND INC</u>		
Company Mailing Address <u>5200 BLAZER PKWY</u>		
City <u>DUBLIN</u>	State <u>OH</u>	Zip Code <u>43017</u>
Contact Person <u>RACHEL L HOERTZ</u>	Title <u>ATTORNEY-IN-FACT</u>	
Phone No. <u>614 790 3621</u>	FAX No. <u>859 351 3939</u>	E-mail <u>R.LHOERTZ@ASHLAND.COM</u>
Company Tax Information:		
Arizona Transaction Privilege (Sales) Tax No. _____		Or
Arizona Use Tax No. <u>20083552-4</u>		
Federal I.D. No. <u>20-0865835</u>		
City & State Where Sales Tax is Paid _____		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No. _____		

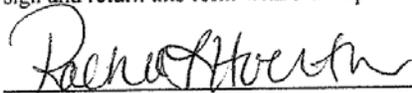
THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) RACHEL L HOERTZ

Title of Authorized Individual (Type of Print in ink) ATTORNEY-IN-FACT

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

By signing this Bid Offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In accordance with A.R.S. 35-397, the offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with bid response will result in a non-responsive bid response.


Signature of Authorized Bid Offeror

1/15/08
Date

Form 201-B (IFB)
(H/IFB 3-2002)

IFB 09-029

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
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15. Lime Slurry (liquid lime) (dry weight) 124,000 Pounds \$ _____ \$ _____
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

16. N120P or approved alternate (55 gal. Drums) 2,000 Gallons \$8.01 \$16,020.00
 Manufacturer ASHLAND
 Product I.D. PRAESTOL N3100LTR
 Packaging size as delivered: 55 GAL DRUMS
 Delivery ARO 2-3 DAYS ARO
 @ 9 LBS/GAL * may vary slightly
 \$0.89/LB IS BILLING UNIT

17. C-358P Polymer or approved alternate (totes) 35,000 Gallons \$4.77 \$166,950.00
 Manufacturer ASHLAND
 Product I.D. PRAESTOL 180K
 Packaging size as delivered: 275 GAL TOTES
 Delivery ARO 2-3 DAYS ARO
 @ 9 LBS/GAL * may vary slightly
 \$0.53/LB IS BILLING UNIT

18. Liquid sodium hypochlorite, 12.5% 100,000 Gallons \$ _____ \$ _____
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

19. Sodium Hydroxide, 25% 12,900 Gallons \$ _____ \$ _____
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

ORIGINAL

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name	<u>Basic Chemical Solutions, LLC</u>		
Company Mailing Address	<u>12522 Los Nietos Road</u>		
City	<u>Santa Fe Springs</u>	State	<u>CA</u> Zip Code <u>90670</u>
Contact Person	<u>Mary Rose Gamber</u>	Title	<u>Municipal Bid Coordinator</u>
Phone No.	<u>562-309-2714</u>	FAX No.	<u>561-941-4655</u> E-mail <u>mgamber@basicllc.com</u>
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.	<u>07-666045-H</u>	Or	
Arizona Use Tax No.	_____		
Federal I.D. No.	<u>22-3367517</u>		
City & State Where Sales Tax is Paid	<u>Redwood City, CA</u>		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No. _____			

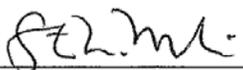
THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Stephen Molica

Title of Authorized Individual (Type of Print in ink) Director Of Mini-Bulk Sales, Western Region

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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Signature of Authorized Bid Offeror

November 14, 2008
Date

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
15.	Lime Slurry (liquid lime) (dry weight) Manufacturer <u>Basic Chemical Solutions, LLC</u> Product I.D. <u>CBA/Lime Slurry</u> Packaging size as delivered: <u>Bulk deliveries</u> Delivery ARO <u>3 days</u>	124,000	Dry Pounds	\$ <u>0.3211</u>	\$ <u>39,816.40</u>
				per dry lb.	
				Price is delivered and firm for 6 months Price is subject to change with 30 day notice thereafter	
16.	N120P or approved alternate (55 gal. Drums) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	2,000	Gallons	\$ <u>No Bid</u>	\$ _____
17.	C-358P Polymer or approved alternate (totes) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	35,000	Gallons	\$ <u>No Bid</u>	\$ _____
18.	Liquid sodium hypochlorite, 12.5% Manufacturer <u>Hills Brothers</u> Product I.D. <u>Sodium Hypochlorite</u> Packaging size as delivered: <u>Bulk Delivery</u> Delivery ARO <u>3 days</u>	100,000	Gallons	\$ <u>1.75</u>	\$ <u>175,000</u>
				Price is delivered and firm for 6 months Price is subject to change with 30 day notice thereafter.	
					in Tank Trucks
19.	Sodium Hydroxide, 25% Manufacturer <u>Formosa</u> Product I.D. <u>Sodium Hydroxide</u> Packaging size as delivered: <u>Bulk in Tank Truck</u> Delivery ARO <u>3 days</u>	12,900	Gallons	\$ <u>1.70</u>	\$ <u>21,930.00</u>
				Price is delivered and firm for 6 months Price is subject to change with 30 day notice thereafter.	

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name	<u>Brenntag Pacific, Inc.</u>		
Company Mailing Address	<u>6750 W. Boston Street</u>		
City	<u>Chandler</u>	State	<u>AZ</u> Zip Code <u>85226</u>
Contact Person	<u>Dan Melia</u>	Title	<u>Account Manager</u>
Phone No.	<u>(480) 961-4189</u>	FAX No.	<u>(480) 961-4644</u> E-mail <u>dmelia@brenntag.com</u>
<u>Company Tax Information:</u>			
Arizona Transaction Privilege (Sales) Tax No.	_____	Or	_____
Arizona Use Tax No.	<u>07-630402-Q</u>		
Federal I.D. No.	<u>20-0552611</u>		
City & State Where Sales Tax is Paid	<u>Chandler, AZ</u>		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.	_____		

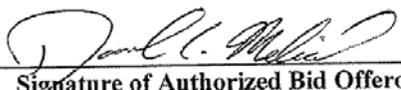
THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Dan Melia

Title of Authorized Individual (Type of Print in ink) Account Manager

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

By signing this Bid Offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In accordance with A.R.S. 35-397, the offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with bid response will result in a non-responsive bid response.



Signature of Authorized Bid Offeror

11/17/08

Date

Form 201-B (IFB)
(H/IFB 3-2002)

IFB 09-029

Price Sheet

Company Name Brenntag

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
1.	Citric Acid (bulk) Manufacturer <u>Brenntag</u> Product I.D. _____ Packaging size as delivered: <u>Bulk</u> Delivery ARO <u>48 hrs</u>	5,000	Pounds tons	\$ <u>1.00/#</u>	\$ <u>10,000.00</u>
2.	Hydrofluosilicic Acid (liquid fluoride) (bulk) Manufacturer <u>Solvay</u> Product I.D. _____ Packaging size as delivered: <u>Bulk</u> Delivery ARO <u>72 hrs</u>	48,000	Gallons	\$ <u>5.304/gal</u>	\$ <u>254,592.00</u>
3.	Phosphoric Acid 25% (bulk) Manufacturer <u>Brenntag</u> Product I.D. _____ Packaging size as delivered: <u>Bulk</u> Delivery ARO <u>48 hrs</u>	1,800	Gallons	\$ <u>15.50/gal</u>	\$ <u>27,900.00</u>
4.	Sulfuric Acid (totes) Manufacturer <u>Asarco</u> Product I.D. _____ Packaging size as delivered: <u>tote</u> Delivery ARO <u>48 hrs</u>	600,000 ^{100,000}	Gallons	\$ <u>3.36/gal</u>	\$ <u>336,000.00</u>
5.	Liquid Aluminum Sulfate (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	2,600	Tons	\$ <u>X</u>	\$ <u>X</u>

No Bid Please

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
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11. Liquid Chlorine (150 pound cylinders, filled to 95 lbs) 20,000 Pounds \$ X \$ X
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____
 Charges
 A. Deposit, refundable upon return: \$ _____
 B. Number of day's free use: \$ _____
 C. Charges per day after free use: \$ _____
 D. Lost Cylinder: \$ _____
 E. Cylinder out over _____ days will be considered lost.
 F. Water or other contamination in cylinder due to not fault of Contractor: \$ _____
 G. Valve damaged beyond repair: \$ _____
 H. Lost Cap: \$ _____

No Bid Please

12. Liquid Ferric Chloride 1,350 Ton \$ X \$ X
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

No Bid Please

13. Ferrous Chloride 52,000 Gallons \$ X \$ X
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

No Bid Please

14. Quick Lime (bulk) 50 Tons \$ 395.00/ton \$ 19,750.00
 Manufacturer Chemical Lime
 Product I.D. _____
 Packaging size as delivered: Bulk
 Delivery ARO 48 hrs

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name	<u>Ciba Corporation</u>		
Company Mailing Address	<u>2371 Wilroy Road</u>		
City	<u>Suffolk</u>	State	<u>VA</u> Zip Code <u>23434</u>
Contact Person	<u>Naresh Kanderi</u>	Title	<u>Marketing Manager</u>
Phone No.	<u>757/538-3700</u>	FAX No.	<u>336/801-5930</u> E-mail <u>naresh.kanderi@ciba.com</u>
Company Tax Information:			
Arizona Transaction Privilege (Sales) Tax No.	_____		Or
Arizona Use Tax No.	_____		
Federal I.D. No.	<u>13-3904291</u>		
City & State Where Sales Tax is Paid	_____, _____		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.	_____		

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Naresh Kanderi

Title of Authorized Individual (Type of Print in ink) Marketing Manager

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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A. Naresh
Signature of Authorized Bid Offeror

November 5, 2008
Date

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
15.	Lime Slurry (liquid lime) (dry weight) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	124,000	Pounds	\$ _____	\$ _____
				NO BID	
16.	N120P or approved alternate (55 gal. Drums) Manufacturer <u>Kemira</u> Product I.D. <u>Magnafloc E30</u> Packaging size as delivered: <u>465lbs</u> Delivery ARO <u>5-7 DAYS</u>	2,000	Gallons	\$ <u>12.85</u>	\$ <u>25,702.00</u> (\$1.54/lb)
17.	C-358P Polymer or approved alternate (totes) Manufacturer <u>Ciba Corporation</u> Product I.D. <u>Ciba MAGNAFLOC LT-7996</u> Packaging size as delivered: <u>2250lbs</u> Delivery ARO <u>5-7 DAYS</u>	35,000	Gallons	\$ <u>5.07</u>	\$ <u>177,450.00</u> (\$0.59/lb)
18.	Liquid sodium hypochlorite, 12.5% Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	100,000	Gallons	\$ _____	\$ _____
				NO BID	
19.	Sodium Hydroxide, 25% Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	12,900	Gallons	\$ _____	\$ _____
				NO BID	

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name <u>DPC ENTERPRISES, L.P.</u>		
Company Mailing Address <u>4909 W. PASADENA AVE.</u>		
City <u>GLENDALE</u>	State <u>AZ.</u>	Zip Code <u>85301</u>
Contact Person <u>CHRIS HAUPT</u>	Title <u>AREA MANAGER</u>	
Phone No. <u>623-930-8015</u>	FAX No. <u>623-934-9983</u>	E-mail <u>CHaupt@dixgroup.com</u>
Company Tax Information:		
Arizona Transaction Privilege (Sales) Tax No. <u>07-584690-D</u> Or		
Arizona Use Tax No. <u>N/A</u>		
Federal I.D. No. <u>76-0576882</u>		
City & State Where Sales Tax is Paid <u>GLENDALE, AZ., 85301</u>		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No. _____		

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) CHRIS HAUPT

Title of Authorized Individual (Type of Print in ink) AREA MANAGER

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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Chris Haupt
Signature of Authorized Bid Offeror

11-18-08
Date

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
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11. Liquid Chlorine (150 pound cylinders, filled to 95 lbs) 20,000 Pounds \$ 98/lb. \$ 19,600.00

Manufacturer CANEXUS OR EGWA CALOR

Product I.D. CHLORINE

Packaging size as delivered: 95 lbs in 150 lb. CYLINDER

Delivery ARO 2-3 DAYS

Charges

A. Deposit, refundable upon return: \$ 100.00

B. Number of day's free use: \$ 365 DAYS

C. Charges per day after free use: \$ 0.50/DAY

D. Lost Cylinder: \$ 250.00

E. Cylinder out over 400 days will be considered lost.

F. Water or other contamination in cylinder due to not fault of Contractor: \$ 200.00

G. Valve damaged beyond repair: \$ 35.00

H. Lost Cap: \$ 4.00

12. Liquid Ferric Chloride 1,350 Ton \$ _____ \$ No Bid

Manufacturer _____

Product I.D. _____

Packaging size as delivered: _____

Delivery ARO _____

13. Ferrous Chloride 52,000 Gallons \$ _____ \$ No Bid

Manufacturer _____

Product I.D. _____

Packaging size as delivered: _____

Delivery ARO _____

14. Quick Lime (bulk) 50 Tons \$ _____ \$ No Bid

Manufacturer _____

Product I.D. _____

Packaging size as delivered: _____

Delivery ARO _____

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
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15. Lime Slurry (liquid lime) (dry weight) 124,000 Pounds \$ _____ \$ No Bid
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

16. N120P or approved alternate (55 gal. Drums) 2,000 Gallons \$ _____ \$ No Bid
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

17. C-358P Polymer or approved alternate (totes) 35,000 Gallons \$ _____ \$ No Bid
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

18. Liquid sodium hypochlorite, 12.5% 100,000 Gallons \$ 1.075 \$ 107,500.00
 Manufacturer DPC
 Product I.D. DIXIE CHLOR MAX 12.5
 Packaging size as delivered: BULK
 Delivery ARO 2-3 DAYS

19. Sodium Hydroxide, 25% 12,900 Gallons \$ _____ \$ No Bid
 Manufacturer _____
 Product I.D. _____
 Packaging size as delivered: _____
 Delivery ARO _____

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name	GENERAL CHEMICAL PERFORMANCE PRODUCTS LLC				
Company Mailing Address	90 EAST HALSEY ROAD				
City	PARSIPPANY	State	NJ	Zip Code	07054
Contact Person	CHRISTINE A. AMATO		Title	BID/QUOTE REPRESENTATIVE	
Phone No.	1-800-631-8050	FAX No.	973-515-4461	E-mail	BIDS@GMAIL.COM
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.	N/A		Or		
Arizona Use Tax No.					
Federal I.D. No.	74-3104940				
City & State Where Sales Tax is Paid	NOT APPLICABLE				
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.					

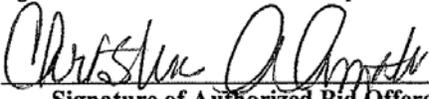
THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) CHRISTINE A. AMATO

Title of Authorized Individual (Type of Print in ink) BID/QUOTE REPRESENTATIVE

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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Signature of Authorized Bid Offeror

11/4/08
Date

Form 201-B (IFB)
(H:/IFB 3-2002)

IFB 09-029

REVISED PRICE SHEET – DATED 10/31/2008

Company Name GENERAL CHEMICAL PERFORMANCE PRODUCTS LLC

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
1.	Citric Acid (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	5,000	Tons	\$ <u>NO BID</u>	\$ _____
2.	Hydrofluosillicic Acid (liquid fluoride) (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	48,000	Gallons	\$ <u>NO BID</u>	\$ _____
3.	Phosphoric Acid 25% (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	1,800	Gallons	\$ <u>NO BID</u>	\$ _____
4.	Sulfuric Acid (totes) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	600,000	Gallons	\$ <u>NO BID</u>	\$ _____
5.	Liquid Aluminum Sulfate (bulk) Manufacturer <u>GENERAL CHEMICAL</u> Product I.D. <u>LIQUID ALUMINUM SULFATE</u> Packaging size as delivered: <u>TANK TRUCKS - 4,000 GLS</u> Delivery ARO <u>1-2 DAYS ARO</u>	2,600	Tons	\$ <u>347.50</u> (DRY BASIS)	\$ <u>903,500.00</u>

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

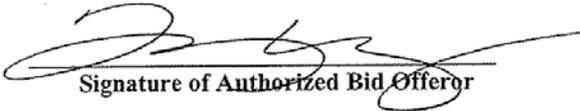
Company Name	Kemira Water Solutions Inc				
Company Mailing Address	3211 Clinton Pkwy Ct.				
City	Lawrence	State	KS	Zip Code	66047
Contact Person	Tammy Yergey	Title	Inside Sales mgr.		
Phone No.	(785)842-7424	FAX No.	(785)842-2629	E-mail	tammy.yergey@kemira.com
Company Tax Information:					
Arizona Transaction Privilege (Sales) Tax No.	07667984-Q			Or	
Arizona Use Tax No.					
Federal I.D. No.	59-3657872				
City & State Where Sales Tax is Paid					
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No. _____					

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Tammy Yergey
Title of Authorized Individual (Type of Print in ink) Inside Sales mgr

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

By signing this Bid Offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In accordance with A.R.S. 35-397, the offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with bid response will result in a non-responsive bid response.


Signature of Authorized Bid Offeror

11/4/08
Date

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
11.	Liquid Chlorine (150 pound cylinders, filled to 95 lbs) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____ Charges A. Deposit, refundable upon return: \$ _____ B. Number of day's free use: \$ _____ C. Charges per day after free use: \$ _____ D. Lost Cylinder: \$ _____ E. Cylinder out over _____ days will be considered lost. F. Water or other contamination in cylinder due to not fault of Contractor: \$ _____ G. Valve damaged beyond repair: \$ _____ H. Lost Cap: \$ _____	20,000	Pounds	\$ _____	\$ _____
12.	Liquid Ferric Chloride Manufacturer <u>Kemira Water</u> Product I.D. <u>PIX-311</u> Packaging size as delivered: <u>Bulk 46,000 lb. min</u> Delivery ARO <u>2-3 days</u>	1,350	Ton	<u>\$550-</u>	<u>\$742,500-</u>
13.	Ferrous Chloride Manufacturer <u>Kemira Water</u> Product I.D. <u>PIX-411</u> Packaging size as delivered: <u>Bulk 44,000 lb. min</u> Delivery ARO <u>2-3 days</u>	52,000	Gallons	<u>\$0.8676</u>	<u>\$44,959.20</u>
14.	Quick Lime (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	50	Tons	\$ _____	\$ _____

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name	Pencco, Inc.				
Company Mailing Address	P.O. Box 600				
City	San Felipe	State	Texas	Zip Code	77473
Contact Person	Monica Avila	Title	Inside Sales		
Phone No.	979-885-0005	FAX No.	979-885-3208	E-mail	monica@pencco.com
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.	_____				Or
Arizona Use Tax No.	_____				
Federal I.D. No.	74-2333384				
City & State Where Sales Tax is Paid	_____				
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No. _____					

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) R. L. Horne

Title of Authorized Individual (Type of Print in ink) President

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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R L Horne
Signature of Authorized Bid Offeror

November 3, 2008
Date

REVISED PRICE SHEET – DATED 10/31/2008

Company Name Pencco, Inc.

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
1.	Citric Acid (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	5,000	Tons	\$ _____	\$ NO BID
2.	Hydrofluosilicic Acid (liquid fluoride) (bulk) Manufacturer <u>Mosaic, Simplot</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>22 ton minimum</u> Delivery ARO <u>7-10 days - may require add'l time</u>	48,000	Gallons	\$ <u>4.46</u>	\$ <u>214,080.00</u>
3.	Phosphoric Acid 25% (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	1,800	Gallons	\$ _____	\$ NO BID
4.	Sulfuric Acid (totes) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	600,000	Gallons	\$ _____	\$ NO BID
5.	Liquid Aluminum Sulfate (bulk) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	2,600	Tons	\$ _____	\$ NO BID

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

Company Name <u>Polydyne Inc.</u>	
Company Mailing Address <u>P. O. Box 279, 1 Chemical Plant Road</u>	
City <u>Riceboro</u>	State <u>GA</u> Zip Code <u>31323</u>
Contact Person <u>Lawrence D. Grizzle</u>	Title <u>Business Manager</u>
Phone No. <u>912-880-2035</u>	FAX No. <u>912-880-2078</u> E-mail <u>polybidpt@snfhc.com</u>
<u>Company Tax Information:</u>	
Arizona Transaction Privilege (Sales) Tax No. _____	Or
Arizona Use Tax No. <u>07-528219-X</u>	
Federal I.D. No. <u>34-1810283</u>	
City & State Where Sales Tax is Paid <u>Phoenix</u> , <u>Arizona</u>	
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No. <u>N/A</u>	

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Lawrence D. Grizzle

Title of Authorized Individual (Type of Print in ink) Business Manager

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

By signing this Bid Offer, Bidder acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other bidder or potential bidder. In accordance with A.R.S. 35-397, the offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with bid response will result in a non-responsive bid response.

Lawrence D. Grizzle
Signature of Authorized Bid Offeror

October 31, 2008
Date

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
15.	Lime Slurry (liquid lime) (dry weight) Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	124,000	Pounds	\$ <u>N/A</u>	\$ _____
16.	N120P or approved alternate (55 gal. Drums) Manufacturer <u>Polydyne Inc.</u> Product I.D. <u>Clarifloc N-120P</u> Packaging size as delivered: <u>55 Gallon Drum</u> Delivery ARO <u>2 Days A.R.O.</u>	2,000	Gallons	\$ <u>7.48/Gal</u> (\$0.88/Lb x 8.5 Lb/Gal)	\$ <u>14,960.00</u>
17.	C-358P Polymer or approved alternate (totes) Manufacturer <u>Polydyne Inc.</u> Product I.D. <u>Clarifloc C-358</u> Packaging size as delivered: <u>275 Gallon Tote</u> Delivery ARO <u>2 Days A.R.O.</u>	35,000	Gallons	\$ <u>3.78/Gal</u> (\$0.44/Lb x 8.59 Lb/Gal)	\$ <u>132,300.00</u>
18.	Liquid sodium hypochlorite, 12.5% Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	100,000	Gallons	\$ <u>N/A</u>	\$ _____
19.	Sodium Hydroxide, 25% Manufacturer _____ Product I.D. _____ Packaging size as delivered: _____ Delivery ARO _____	12,900	Gallons	\$ <u>N/A</u>	\$ _____

Vendor's Bid Offer

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Bidder is to type or legibly write in ink all information required below.

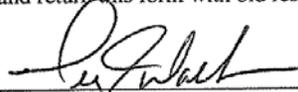
Company Name	<u>Salt Works</u>		
Company Mailing Address	<u>P.O. Box 22273</u>		
City	<u>Mesa</u>	State	<u>AZ</u> Zip Code <u>85210</u>
Contact Person	<u>Terry Walker</u>	Title	<u>CEO</u>
Phone No.	<u>480-734-5898</u>	FAX No.	<u>480-835-3029</u> E-mail <u>saltworks@Cox.Net</u>
Company Tax Information:			
Arizona Transaction Privilege (Sales) Tax No.	<u>07-601226-C</u>	Or	
Arizona Use Tax No.	_____		
Federal I.D. No.	<u>87-0447127</u>		
City & State Where Sales Tax is Paid	<u>Mesa, AZ</u>		
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.	_____		

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Terry Walker
Title of Authorized Individual (Type of Print in ink) C. E. O.

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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Signature of Authorized Bid Offeror

Oct 23, 08
Date

Vendor's Bid Offer

It is REQUIRED that Bidder COMPLETE, SIGN and SUBMIT the original of this form to the City Procurement Office with the bid response offer. An unsigned "Vendor's Bid Offer", late bid response and/or a materially incomplete response will be considered non-responsive and rejected.

Bidder is to type or legibly write in ink all information required below.

Company Name	Thatcher Company of Arizona				
Company Mailing Address	P.O. Box 27407				
City	Salt Lake City	State	Utah	Zip Code	84127-0407
Contact Person	Drew Ainsworth		Title	Account Manager	
Cell No.:	480-600-1128				
Phone No.	623-691-6499	FAX No.	623-691-6502	E-mail	drew.ainsworth@tchem.com
<u>Company Tax Information:</u>					
Arizona Transaction Privilege (Sales) Tax No.	07-440156-B		Or		
Arizona Use Tax No.	N/A				
Federal I.D. No.	86-0713495				
City & State Where Sales Tax is Paid	Buckeye		,	Arizona	
If a Tempe based firm, you must indicate your Tempe Transaction Privilege (Sales) Tax No.	N/A				

THIS BID IS OFFERED BY

Name of Authorized Individual (Type or Print in ink) Craig N. Thatcher
Title of Authorized Individual (Type of Print in ink) President

REQUIRED SIGNATURE OF AUTHORIZED BID OFFEROR (Must Sign in Ink)

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Signature of Authorized Bid Offeror

November 17, 2008
Date

Form 201-B (IFB)
(H:/IFB 3-2002)

IFB 09-029

REVISED PRICE SHEET - DATED 10/31/2008

Company Name Thatcher Company of Arizona

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
1.	Citric Acid (bulk) Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	5,000	Tons	\$ <u>0.00</u>	\$ <u>No Bid</u>
2.	Hydrofluosilicic Acid (liquid fluoride) (bulk) 23% basis Manufacturer <u>LCI, Ltd.</u> Product I.D. <u>0800712</u> Packaging size as delivered: <u>Bulk; 45,000 lb. minimum shipment</u> Delivery ARO <u>2 to 3 days ARO</u>	48,000	Gallons	\$ <u>4.04/gal</u>	\$ <u>193,920.00</u>
3.	^{75%} Phosphoric Acid 25% (bulk)-Tech Gr. Manufacturer <u>Thatcher Company</u> Product I.D. <u>1600525</u> Packaging size as delivered: <u>3000# tote;</u> Delivery ARO <u>2 to 3 days ARO</u>	1,800	Gallons	^{3000# Tote:} \$ <u>22.98/gal.</u>	\$ <u>41,364.00</u>
					[\$1000 tote deposit]
4.	Sulfuric Acid (totes) 93% Manufacturer <u>Thatcher Company</u> Product I.D. <u>1902907</u> Packaging size as delivered: <u>3000# tote; 30 tote minimum shipment</u> Delivery ARO <u>2 to 3 days ARO</u>	600,000	Gallons	\$ <u>4.44/gal</u> \$1,000 tote deposit	\$ <u>2,664,000.00</u>
5.	Liquid Aluminum Sulfate (bulk) Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	2,600	Tons	\$ <u>0.00</u>	\$ <u>No Bid</u>

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
11.	Liquid Chlorine (150 pound cylinders, filled to 95 lbs) Manufacturer <u>Thatcher Company</u> Product I.D. _____ Packaging size as delivered: <u>95 lb. cylinder</u> Delivery ARO <u>2 to 3 days ARO</u> Charges A. Deposit, refundable upon return: \$ <u>225.00</u> B. Number of day's free use: \$ <u>60 days</u> C. Charges per day after free use: \$ <u>0.30</u> D. Lost Cylinder: \$ <u>225.00</u> E. Cylinder out over <u>365</u> days will be considered lost. F. Water or other contamination in cylinder due to not fault of Contractor: \$ <u>225.00</u> G. Valve damaged beyond repair: \$ <u>65.95</u> H. Lost Cap: \$ <u>30.30</u>	20,000	Pounds	\$ 0.08/lb	\$ 1,600.00
				(\$76.00/95 lb. cylinder)	
12.	Liquid Ferric Chloride Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	1,350	Ton	\$ <u>0.00</u>	\$ <u>No Bid</u>
13.	Ferrous Chloride Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	52,000	Gallons	\$ <u>0.00</u>	\$ <u>No Bid</u>
14.	Quick Lime (bulk) Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	50	Tons	\$ <u>0.00</u>	\$ <u>No Bid</u>

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
15.	Lime Slurry (liquid lime) (dry weight) Manufacturer <u>Applied Specialties</u> Product I.D. <u>1204118</u> Packaging size as delivered: <u>Bulk; 18,000 dry lbs. minimum shipment</u> Delivery ARO <u>2 to 3 days ARO</u>	124,000	Pounds	\$ <u>0.228/lb</u>	\$ <u>28,272.00</u>
16.	N120P <i>or approved alternate</i> (55 gal. Drums) Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	2,000	Gallons	\$ <u>0.00</u>	\$ <u>No Bid</u>
17.	C-358P Polymer <i>or approved alternate</i> (totes) Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	35,000	Gallons	\$ <u>0.00</u>	\$ <u>No Bid</u>
18.	Liquid sodium hypochlorite, 12.5% Manufacturer <u>N/A</u> Product I.D. <u>N/A</u> Packaging size as delivered: <u>N/A</u> Delivery ARO <u>N/A</u>	100,000	Gallons	\$ <u>0.00</u>	\$ <u>No Bid</u>
19.	Sodium Hydroxide, 25% Manufacturer <u>Thatcher Company</u> Product I.D. <u>0300050</u> Packaging size as delivered: <u>Bulk</u> Delivery ARO <u>2 to 3 days ARO</u>	12,900	Gallons	\$ <u>1.80/gal</u>	\$ <u>23,220.00</u>

ITEM NO.	DESCRIPTION OF REQUIRED MATERIAL, SERVICE OR CONSTRUCTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
20.	Sodium Thiosulfate, 30% Solution (50 lb tote) Manufacturer: _____ Product I.D.: _____ Packaging size as delivered: _____ Delivery ARO _____	10,000	Gallons	\$ _____	\$ _____
21a.	Cube Shape White Crystal Coarse Solar Salt (bulk) Manufacturer: <u> N/A </u> Product I.D.: <u> N/A </u> Packaging size as delivered: <u> N/A </u> (acceptable in bulk only)	1,300	Tons	\$ <u>0.00</u>	\$ <u>No Bid</u>
21b.	Cube Shape White Crystal Coarse Solar Salt (50 Lb. bags) Manufacturer: <u> N/A </u> Product I.D.: <u> N/A </u> Packaging size as delivered: <u> N/A </u>	800	Tons	\$ <u>0.00</u>	\$ <u>No Bid</u>
22.	Phosphoric Acid 75% Technical Grade Manufacturer: <u> Thatcher Company </u> Product I.D.: _____ Packaging size as delivered: <u> 5 gallons </u>	80	Gallons	\$ <u>35.00/gal.</u> [4x5 gal. containers]	\$ <u>2,800.00</u>