

SWEETWATER AUTHORITY

Water Quality Committee

May 19, 2025



Consideration to Award Annual Contracts for Water Treatment Chemicals

RECOMMENDATION

Staff recommends that the Governing Board award contracts to the lowest responsive bidders for water treatment chemicals as follows:

- \$36,500 to Brenntag Pacific, Inc., Santa Fe Springs, CA for Fluorosilicic Acid 23 – 25%;
- \$12,000 to Chemrite, Inc., Buford, GA for Sodium Fluoride 90 – 98%;
- \$29,500 to DuBois Chemicals, Inc. for Fluorosilicic Acid 23 – 25%;
- \$299,300 to Evoqua Water Technologies, LLC., Sarasota, FL for Sodium Chlorite 31%;
- \$25,000 to HASA, Inc., Spring Valley, CA for Sodium Hypochlorite 12.5%;
- \$31,100 to Hill Brothers Chemical Company, Brea, CA for Aqueous Ammonia 19%;
- \$33,700 to Industrial Solutions Services, Inc, Upland, CA for Liquid Ammonium Sulfate 40%;
- \$414,200 to JCI Jones Chemical, Inc., Torrance, CA (\$228,700 for Sodium Hypochlorite 12.5% and \$185,500 for Ton Chlorine Cylinders);
- \$10,500 to Karbonous, Inc., City of Industry, CA for Activated Carbon Powder;
- \$356,800 to Kemira Water Solutions, Inc., Lawrence KA (\$160,100 for Ferric Chloride 43% and \$196,700 for Ferrous Chloride 33%);
- \$390,900 to Polydyne Inc., Riceboro, GA for Cationic Polymer;
- \$293,300 to Univar Solutions USA LLC. Kent WA (\$22,700 for Ammonium Sulfate, \$6,400 for Citric Acid, \$253,900 for Sodium Hydroxide 50%, \$6,600 for Copper Sulfate, and \$3,700 for Aluminum Sulfate);

and direct the General manager to execute contracts and approve cost increases for any awarded water treatment chemical that may occur in the future that is within the General Manger's approval limit.

OVERVIEW

On April 3, 2025, the Authority issued a Request for Quote (RFQ) for Water Treatment Chemicals to be used in the operation of the Authority's water treatment facilities (Attachment 1). The RFQ was sent to all 37 suppliers indicated on the Authority's Chemical Vendor Mailing List (Attachment 2). In addition to reaching out to the 37 vendors directly, the Water Treatment Chemicals RFQ was advertised on planetbids.com.

The RFQ stated the contract would be awarded through a twelve (12) month period by individual line item(s). A minimum quantity was not guaranteed, although an estimated usage was provided for each item to assist in calculating the total bid price. The vendors were made aware the quantities provided were estimates only and may increase or decrease to meet the Authority's requirements during the contract period. Factors such as customer demand, source water quality, and local water availability would alter the quantities of chemicals needed.

The bid opening took place on April 24, 2025. 61 quotes were received for individual line items from 19 vendors in response to the RFQ. The quotes provided on the preliminary bid tabulation (Attachment 3) are shown as unit costs only (e.g., cost per pound of chemical). Staff reviewed the bid tabulations to determine the lowest responsive bids for each line item and/or chemical and calculated awards for each vendor based on estimated quantity of usage, summarized in Table 1 below.

Table 1

Vendor	Location	Chemical	Cost
Brenntag Pacific, Inc.	Santa Fe Springs, CA	Fluorosilicic Acid (23-25%)	\$36,500
Chemrite, Inc.	Buford, GA	Sodium Fluoride (90 – 98%)	\$12,000
DuBois Chemicals, Inc.	Nampa, ID	Fluorosilicic Acid (23-25%)	\$29,500
Evoqua Water Technologies, LLC.	Sarasota, FL	Sodium Chlorite 31%	\$299,300
HASA, Inc.	Spring Valley, CA	*Sodium Hypochlorite 12.5%	\$25,000
Hill Brothers Chemical Company	Brea, CA	Aqua Ammonia 19%	\$31,100
Industrial Solution Services, Inc.	Upland, CA	Liquid Ammonium Sulfate (LAS)	\$33,700
JCI Chemicals, Inc.	Torrance, CA	Sodium Hypochlorite 12.5%	\$228,700
		Ton Cylinders of Chlorine	\$185,500
Karbonous, Inc.	City of Industry, CA	Activated Carbon Powder	\$10,500
Kemira Water Solutions, Inc.	Lawrence, KA	Ferric Chloride 43%	\$160,100
		Ferrous Chloride 33%	\$196,700
Polydyne Inc.	Riceboro, GA	Cationic Polymer	\$390,900
Univar Solutions USA LLC.	Kent, WA	Ammonium Sulfate	\$22,700
		Citric Acid (Granular)	\$6,400
		Sodium Hydroxide 50%	\$253,900
		Copper Sulfate (Granular)	\$6,600
		Aluminum Sulfate 45-55%	\$3,700
Total Estimated Award			\$1,932,800

Chemical Supply and Cost

Outreach performed by staff to chemical suppliers indicated that the supply for chemicals has improved and that raw material and transportation costs have mostly stabilized; however, tariffs and the impacts they may create in the market were brought up as a concern by most vendors. Still, unit costs for several chemicals have dropped as compared to FY 2024-25 unit costs. (Attachment 4).

FISCAL IMPACT

The cost of the combined contracts is estimated to be \$1,932,800, with funding to be included in the FY 2025-26 Budget.

OPTIONS

1. Award contracts to the lowest responsive bidders for water treatment chemicals as follows:

- \$36,500 to Brenntag Pacific, Inc., Santa Fe Springs, CA for Fluorosilicic Acid 23 – 25%
- \$12,000 to Chemrite, Inc., Buford, GA for Sodium Fluoride 90 – 98%
- \$29,500 to DuBois Chemicals, Inc. for Fluorosilicic Acid 23 – 25%
- \$299,300 to Evoqua Water Technologies, LLC., Sarasota, FL for Sodium Chlorite 31%
- \$25,000 to HASA, Inc., Spring Valley, CA for Sodium Hypochlorite 12.5%
- \$31,100 to Hill Brothers Chemical Company, Brea, CA for Aqueous Ammonia 19%
- \$33,700 to Industrial Solutions Services, Inc, Upland, CA for Liquid Ammonium Sulfate 40%
- \$414,200 to JCI Jones Chemical, Inc., Torrance, CA (\$228,700 for Sodium Hypochlorite 12.5% and \$185,500 for Ton Chlorine Cylinders)
- \$10,500 to Karbonous, Inc., City of Industry, CA for Activated Carbon Powder
- \$356,800 to Kemira Water Solutions, Inc., Lawrence KA (\$160,100 for Ferric Chloride 43% and \$196,700 for Ferrous Chloride 33%)
- \$390,900 to Polydyne Inc., Riceboro, GA for Cationic Polymer
- \$293,300 to Univar Solutions USA LLC. Kent WA (\$22,700 for Ammonium Sulfate, \$6,400 for Citric Acid, \$253,900 for Sodium Hydroxide 50%, \$6,600 for Copper Sulfate, and \$3,700 for Aluminum Sulfate)

and direct the General Manager to execute contracts and approve cost increases for any awarded water treatment chemical that may occur in the future that is within the General Manager's approval limit.

2. Other direction as determined by the Governing Board.

Staff Contact:

Carlos Quintero, General Manager

Justin Brazil, Director of Department

Giovanni Outlaw, Water Treatment Superintendent

SUPPORTING INFORMATION

Attachments

1. Water Treatment Chemicals – RFQ
2. Chemical Vendor Mailing List
3. Preliminary Bid Tabulation
4. FY 2024-25 and FY 2025-26 unit price comparison
5. Presentation- Consideration to Award Annual Contract for Water Treatment Chemicals

Strategic Plan

Strategic Plan Goal 1: Water Quality (WQ) – Provide high quality water that meets regulatory requirements.

Past Board Action

June 26, 2024

The Governing Board awarded contracts to the lowest responsive bidders for water treatment chemicals as follows: \$36,000 to Airgas Specialty Products, Inc., Lawrenceville, GA for Aqueous Ammonia 19%; \$338,900 to Brenntag Pacific, Inc., Santa Fe Springs, CA (\$10,400 for Ammonium Sulfate, \$31,300 for Liquid Ammonium Sulfate 40%, \$226,100 for Sodium Hydroxide 50%, \$66,800 for Fluorosilicic Acid 23-25%, and \$4,300 for Aluminum Sulfate 45-55%); \$144,500 to California Water Technologies, LLC., Santa Fe Springs, CA for Ferric Chloride 43%; \$17,600 to Chemrite, Inc., Buford, GA (\$12,500 for Citric Acid and \$5,100 for Copper Sulfate); \$281,800 to Evoqua Water Technologies, LLC., Sarasota, FL for Sodium Chlorite 31%; \$51,600 to HASA, Inc., Spring Valley, CA for Sodium Hypochlorite 12.5%; \$431,100 to JCI Jones Chemical, Inc., Torrance, CA (\$168,400 for Sodium Hypochlorite 12.5% and \$262,700 for Ton Chlorine Cylinders); \$9,000 to Karbonous, Inc., City of Industry, CA for Activated Carbon Powder; \$546,500 to Nalco Company LLC, Los Alamitos, CA for Cationic Polymer; \$240,100 to Pencco, Inc., San Felipe, TX for Ferrous Chloride 33%; \$8,200 to Univar Solutions USA, Inc., Kent, WA for Sodium Fluoride 90-98%; directed staff to execute contracts, and authorized the General Manager to approve cost increases for any awarded water treatment chemical that may occur in the future that is within the General Manger's approval limit.