



## Water & Wastewater Commission Review and Recommendation

<b>Commission Meeting Date:</b>	February 14, 2018
<b>Council Meeting Date:</b>	March 1, 2018
<b>Department:</b>	Purchasing
<b>Client:</b>	Brian Haws, Rick Harland, and Rick Coronado
<b>Agenda Item</b>	
Authorize award and execution of a multi-term contract with <b>Pencco, Inc.</b> , to provide fluorosilicic acid, for up to five years for a total contract amount not to exceed \$1,025,780.	
<b>Amount and Source of Funding</b>	
Funding in the amount of \$119,674 is available in the Fiscal Year 2017-2018 Operating Budget of Austin Water. Funding for the remaining contract terms is contingent upon available funding in future budgets.	
<b>Purchasing Language:</b>	The Purchasing Office issued an Invitation for Bids (IFB) 2200 GLB0068 for these goods. The solicitation issued on November 20, 2017 and it closed on December 7, 2017. Of the four offers received, the recommended contractor submitted the lowest responsive offer.
<b>Prior Council Action:</b>	N/A
<b>Boards and Commission Action:</b>	February 14, 2018- To be reviewed by the Water and Wastewater Commission.
<b>MBE/WBE:</b>	This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9D Minority Owned and Women Owned Business Enterprise Procurement Program. For the goods required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established.

The contract will provide for the supply of fluorosilicic acid to be used at Austin Water treatment plants. The solution of fluorosilicic acid and water is added to the drinking water in accordance with City Resolution No. 20111215-011: "Continue to keep Austin water fluoridated because fluoridation of public drinking water is good, population based public health practice according to the Centers for Disease Control and the City's Health and Human Services Department."

The product complies with the American Water Works Association Standard B703 and National Sanitation Foundation Standard 60 which governs additives for the treatment of drinking water.

If a contract is not secured, the City will not be in compliance with Resolution No. 20111215-011.

<b>Contract Detail</b>				
	<b>Contract Term</b>	<b>Contract Amount</b>	<b>Contract Amendment</b>	<b>Revised Amount</b>
Initial Term	2 Years	\$410,315	n/a	n/a
Extension Option 1	1 Year	\$205,155	n/a	n/a
Extension Option 2	1 Year	\$205,155	n/a	n/a
Extension Option 3	1 Year	\$205,155	n/a	n/a
<b>TOTAL</b>	<b>5 Years</b>	<b>\$1,025,780</b>	<b>\$-</b>	<b>\$-</b>

MBE/WBE solicited: 1/5

MBE/WBE bid: 0/0

### **BID TABULATION**

IFB GLB0068

CONTRACT FOR FLUOROSILICIC ACID

(3 line items)

#### **VENDOR**

#### **TOTAL BID**

PENCCO, INC  
SAN FELIPE, TX

\$185,640.00

MOSAIC GLOBAL SALES LLC.  
LITHIA, FL

\$194,480.00

UNIVAR USA, INC  
KENT, WA

\$210,800.00

SOLVAY FLOURIDES, LLC  
HOUSTON, TX

\$213,520.00

Note: Pencco protested and their bid was reinstated. Pencco is recommended for award. Pencco failed to submit the correct required documents with their offer Section 0600 version 2 bid sheet

### **PRICE ANALYSIS**

- a) Competitive Status: Competitive solicitation
- b) Solicitations: 159 notices were sent, including 1 MBE and 5 WBE firms. 4 bids were received; all were deemed responsive. No MBE/ WBE firms responded. Multiple notices may be sent to the same vendor; e.g. one vendor may have multiple email addresses/fax numbers.
- c) Quantities were determined based on past expenditures and estimated future needs by the end users.
- d) Price Analysis: price offered represents a 46% decrease to the last contract. The Contractor indicated the decrease was a result of manufacturers joining the bidding process that drove distributors to lower their rates.

### **APPROVAL JUSTIFICATION**

- a) Lowest responsive bid
- b) The purchasing office concurs with Austin Water's recommended award
- c) Advertised in the Austin American Statesman and on the internet