

**DATE:** December 2, 2019  
**TO:** Matt Jordan, General Manager  
**FROM:** Charles H. Carden, Chief Operating Officer *CHC*  
**SUBJECT:** Sodium Hydroxide Supply Services Contract No. 2020-024 – *Approve*

**SUMMARY**

Tampa Bay Water uses Sodium Hydroxide in the treatment processes at various Agency water treatment facilities. The current contract for supply of this chemical is set to expire on December 31, 2019. Staff initiated a bid procurement process to seek a new contract for the supply service. Staff is requesting to award Contract No. 2020-024 to the lowest responsive responsible bidder, Allied Universal Corporation.

**RECOMMENDATION**

Approve Contract No. 2020-024 to the lowest responsive responsible bidder, Allied Universal Corporation, in the amount of \$6,995,690.16.

**COST/FUNDING SOURCE**

Uniform Rate of \$437.95 per dry ton for 50% Sodium Hydroxide solution and \$581.15 per dry ton for 25% Sodium Hydroxide solution.

**DISCUSSION**

On August 16, 2019 Tampa Bay Water posted an Invitation for Sealed Bids (ITB) for Sodium Hydroxide Supply Services. Over 193 suppliers were notified through advertisement on DemandStar and Tampa Bay Water's website. Tampa Bay Water added one known supplier as a supplemental supplier and seven suppliers downloaded the bid plans. A non-mandatory pre-bid meeting was conducted on September 10, 2019 at which two suppliers were present.

On September 24, 2019 sealed bids were received and publicly opened as follows:

1	Univar Solutions USA, Inc.	\$5,888,451.60
2.	Allied Universal Corporation	\$6,995,690.16
3.	Brenntag Mid-South Inc.	\$7,793,597.95

*mf*

The lowest bid received from Univar Solutions USA, Inc. was deemed non-responsive because the product did not meet the specification for membrane grade sodium hydroxide.

Staff recommends that Contract No. 2020-024 be approved in the amount of \$6,995,690.16 to the lowest, responsive, responsible bidder. Funds for this work will be included in each fiscal year budget. The proposed contract is available upon request and will be reviewed and approved as to form by Tampa Bay Water's General Counsel. A copy of the contract bid price form is attached.

The new contract rates represent a decrease from the previous contract rates of \$526.84 (18.5%) and \$709.33 (18.1%) per dry ton, respectively.

Attachment

**BID PRICE FORM**

Line Item	Description	Unit	Est. Annual Qty		Base Unit Price	Total Annual Price
A	Furnish & Deliver Membrane Grade Sodium Hydroxide, 50% solution	Dry Tons	7,973	x	\$437.95	= \$3,491,775.35
B	Furnish & Deliver Membrane Grade Sodium Hydroxide, 25% solution	Dry Tons	4,023	x	\$581.15	= \$2,337,966.45
C	Split Delivery Charge (See Specification Section 3)	Each	15	x	\$0	= \$0
D	<b>PROPOSED TOTAL ANNUAL BID PRICE (SUM of A+B+C)</b>					= \$5,829,741.80
E	Owner's Allowance – 20% of PROPOSED TOTAL ANNUAL BID PRICE	Lump Sum	0.20	x	D	= \$1,165,948.36
<b>PROPOSED TOTAL ANNUAL CONTRACT BID PRICE (SUM of D+E)</b>						= \$6,995,690.16

**PROPOSED TOTAL CONTRACT BID PRICE (Including Owner's Allowance)**

Six Million Nine Hundred Ninety Five, Six Hundred Ninety dollars and Sixteen cents

(Amount Written in Words)

Allied Universal Corporation

Firm Name

5215 W Tyson Ave., Tampa, FL 33611

Primary Distribution Facility (location address)

3901 NW 115 Ave., Miami, FL 33178

Firm Address

Cristhiane Munguia

Printed Authorized Name

305-888-2623

Phone Number



Authorized Signature

Bids@Allieduniversal.com

Email Address