



Staff Report

TO: City Council

FROM: Thaxton Van Belle, General Manager of Utilities

DATE: June 20, 2023

SUBJECT: Award a Professional Services Agreement to Univar, NALCO and Hasa, Inc. For Chemical Supply Services for the Wastewater Treatment Plant

Description City Staff is requesting approval of Professional Services Agreements for Chemical Supply Services for the Wastewater Treatment Plant.

Background and Analysis:

On April 4, 2023, the City of Beaumont released a request for proposals (RFP) for estimated chemical usage for the treatment of wastewater at the Wastewater Treatment Plant (see attachment A). The RFP was released to solicit vendors to provide delivery of chemicals and procure competitive pricing. Prospective bidders were provided with an estimated annual usage of requested chemicals and typical order quantities.

On May 19, 2023, seven companies responded with bids to provide various services. The following table shows the results of the bids and the associated unit pricing.

Chemical	Est. usage (g)	Hasa	Northstar	NALCO	Chemrite	Univar Solutions	JCI	Brenntag
R.O. Antiscalant	Varies by Product	-	-	\$35,210 (annual)	-	-	-	-
Citric Acid	6,300	-	\$15.60	-	\$12.47	\$13.67	-	\$10.50
Sulfuric Acid	2,300	-	\$3.95	-	-	\$3.65	-	\$2.85
Liquid Ammonium Sulfate	7,800	-	\$4.45	-	-	\$3.60	-	\$2.55
Sodium Hypochlorite	25,000	\$2.10	\$2.85	-	-	\$2.42	\$2.25	\$2.35
Sodium Bisulfite	18,000	-	\$2.93	-	-	\$1.55	\$3.00	\$2.73
Sodium Hydroxide	1,000	-	\$3.00	-	-	-	-	\$2.05

Staff has reviewed the proposals from the seven firms and scored them per the RFP, including considerations for pricing stability, supply, and reference checks. Staff is proposing to execute a Professional Services Agreement with the following firms:

- Execute a PSA with Hasa, Inc., for Sodium Hypochlorite only.
- Execute a PSA with Nalco for Antiscalant only.
- Execute a PSA with Univar for all requested chemicals except Sodium Hypochlorite and Antiscalant.

The RFP sub-committee met with staff to review the process and approved the recommendation.

Fiscal Impact:

The projected cost for chemical supplies for the Wastewater Treatment Plant for FY 24 is \$242,806, which is a reduction of over \$155,000 from the current FY23 pricing and will be paid from wastewater fund 700-4050-7070-0000. The estimated cost to prepare this report is \$750.

Recommended Action:

Award Agreement to Univar for chemical supply services for the Wastewater Treatment Plant in accordance with the unit pricing within Attachment B, and

Award Agreement to Hasa, Inc., for chemical supply services for the Wastewater Treatment Plant in accordance with the unit pricing within Attachment C, and

Award Agreement to NALCO, Inc, for chemical supply services for the Wastewater Treatment Plant in accordance with the unit pricing within Attachment D.

Attachments:

- A. RFP for Chemical Supply Services.
- B. Professional Services Agreement, Univar
- C. Professional Services Agreement, Hasa
- D. Professional Services Agreement, NALCO