



CITY OF SUFFOLK

Purchasing Division

P.O. Box 1858, Suffolk, VA 23439-1858; T (757) 514-7520; Fax (757) 514-7524

Intent to Award

Water Treatment Chemicals

Contract No. 2013-00099-CN

Date: June 18, 2013

Name: *Univar USA, Inc.*
Shannon Chemical
Sales and Service Corporation
GEO Specialty Chemicals, Inc.

Your bid/offer dated: June 12, 2013

In response to: IFB No. 2013-00099-CN

To furnish: Water Treatment Chemicals

Your bid for water treatment chemicals is hereby accepted at the prices and terms stated in the submitted BID FORM, subject to all conditions and requirements of the solicitation, purchase specifications, warranties, performance bond, and other stipulations, if any.

Award is split as indicated below:

UNIVAR USA, INC.

Potassium Permanganate	\$244.00 per CWT
Muriatic Acid	\$.71 per GAL
Copper Sulfate	\$195.00 per CWT
Ammonium Hydroxide	\$.1970 per LB
Sodium Chloride	\$.1195 per LB
Sodium Hypochlorite, 12.5%	\$.77 per GAL
Activate Carbon	\$62.00 per CWT

SHANNON CHEMICAL

Corrosive Inhibitor	\$52.40 per CWT
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SALES AND SERVICE CORPORATION

25% Liquid Caustic soda	\$608.53 per DT
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GEO SPECIALTY CHEMICALS, INC.

Liquid Aluminum	\$350.75 per DT
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Low bids received from Carus Corporation, George S. Coyne Chemical Company Inc., Brenntag Midsouth Inc., and American Water Chemicals Inc. were declared non-responsive.

Contract is effective July 1, 2013 through June 30, 2014.

CITY OF SUFFOLK, VA

A handwritten signature in black ink that reads "Cindy L. Noffleet". The signature is written in a cursive style with a large, stylized initial 'C'.

Cindy L. Noffleet, CPPB
Senior Buyer

BID TABULATION

Water Treatment Chemicals

June 12, 2012

	UNIVAR, USA, INC.	CARUS CORPORATION	PVS CHLORALKALI, INC.	GEORGE S. COYNE CHEMICAL COMPANY, INC.
	Unit Price	Unit Price	Unit Price	Unit Price
	Amount	Amount	Amount	Amount
1. 80 CWT Potassium Permanganate Product:	\$244.00 OK \$19,520.00 Carus/Cairox	No Bid	No Bid	*\$229.80 \$18,384.00 X
2. 300 CWT Corrosive Inhibitor Product:	No Bid	\$0.51 \$153.00 X Carus 3180	No Bid	\$64.22 \$19,266.00 Organic Ind. (*1 pallet minimum)
3. 100 DT 25% Liquid Caustic Soda Product:	\$636.00 \$63,600.00 Univar USA, Inc.	No Bid	No Bid	No Bid
4. 30,000 Gal. Muriatic Acid Product:	\$0.710 \$21,300.00 Univar USA Inc.	No Bid	\$0.88 \$26,400.00	No Bid
5. 80 CWT Copper Sulfate Product:	\$195.00 \$15,600.00 Chem-One	No Bid	No Bid	No Bid
6. 100,000 Lbs. Ammonium Hydroxide Product:	\$0.1970 \$19,700.00 Univar USA Inc.	No Bid	No Bid	No Bid
7. 100,000 Lbs. Sodium Chloride Product:	\$0.1195 \$11,950.00 Morton/Purex 1519	No Bid	No Bid	No Bid
8. 100,000 Gal. Sodium Hypochlorite, 12.5% Product:	\$0.77 \$77,000.00 Univar USA Inc.	No Bid	No Bid	No Bid
9. 100 CWT Activated Carbon Product:	\$62.00 \$6,200.00 Standard Pur./Watercarb	No Bid	No Bid	No Bid
10. 200 DT Liquid Aluminum Product:	\$382.00 \$76,400.00 Univar USA Inc.	No Bid	No Bid	No Bid

Delivery: 2 Days 5-7 Days ARO 2-3 Days 5-7 Business Days ARO

No Bids: USALCO; Kemira

KUEHNE CHEMICAL COMPANY, INC.		BRENTTAG MIDSOUTH, INC.		GENERAL CHEMICAL PERFORMANCE PRODUCTS		GEO SPECIALTY CHEMICALS, INC.		SHANNON CHEMICAL		SNR TECHNOLOGIES	
Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount	Unit Price	Amount
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	\$52.20	\$15,660.00 \$15,660.00 <i>AquaPure ZOP 1237</i>	No Bid	No Bid	No Bid	No Bid	\$52.40	\$15,720.00 <i>SLI-321</i>	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	\$198.00	\$15,840.00 <i>Chem One</i>	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
\$1.05	\$105,000.00 <i>Kuehne Chemical Co.</i>	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	\$80.00	\$8,000.00 <i>Standard Purification/Watercarb L</i>
No Bid	No Bid	No Bid	No Bid	\$356.40	\$71,280.00 <i>General Chemical</i>	\$350.75	\$70,150.00 <i>GEO Sepcialty Chemicals</i>	No Bid	No Bid	No Bid	No Bid
2-3 Days (24 hr emergency)		?	1-2 Days			2-3 Days		7 Days ARO		5-7 Business Days ARO	

SALES AND SERVICE CORPORATION		HARVEY SALT COMPANY		AMERICAN WATER CHEMICALS, INC.	
Unit Price	Amount	Unit Price	Amount	Unit Price	Amount
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	\$52.00	\$15,600.00
\$608.53	\$60,853.00	No Bid	No Bid	No Bid	No Bid
<i>Bleachtech, Ashland, Ineos,</i>		<i>AWC A-731</i>			
<i>Bayer, Solvay & Akzo-Nobel</i>		No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	\$0.124725	\$12,472.50	No Bid	No Bid
		<i>U.S. Salt and/or Cargill Salt</i>		No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

2-3 Days

7 Calendar Days

5-7 Days