

**DATE:** March 19, 2015  
**TO:** BOARD OF PUBLIC UTILITIES  
**FROM:** BRANDALYN TRAMEL, PURCHASING AGENT  
**SUBJECT:** BID AWARD AND CONTRACT ISSUANCE – DEWATERING POLYMER  
**ACTION:** MOTION

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**ISSUE:**

Shall the Board of Public Utilities authorize the award of bid and issuance of a one-year term contract, with four one-year extension options, for the supply of dewatering polymer to the Laguna Wastewater Treatment Plant to SNF Polydyne, Inc., Riceboro, Georgia, in the amount of \$500,000?

**BACKGROUND:**

1. On November 20, 2014, Request for Proposals (RFP) 14-50, solicited by the City for a dewatering polymer supply contract was opened by the City Purchasing Agent.
2. Polymer is a chemical used in the wastewater treatment process at the Laguna Wastewater Treatment Plant. The polymer acts to remove water from digested biosolids, thickening the material and reducing its weight. This makes the biosolids easier to handle and reduces transportation cost to move the material to the City's compost facility and biosolids storage area and to in-county agricultural land application sites and the out-of-county landfill disposal site. Polymer will be delivered to the treatment plant in plastic containers referred to as "totes" that are connected by a hose directly to the polymer blend system. The totes eliminate the need for on-site storage tanks, can be easily moved about the plant with a lift truck and are returned to the vendor when empty.

**ANALYSIS**

1. Proposals were solicited from the three polymer manufacturers known to staff and the RFP was also advertised by the City on Planet Bids (the City's bidding opportunities web portal). Manufacturers were solicited for proposals rather than "repackagers", who lack their own production capability, due to the treatment plant's requirements for consistent polymer formulation and dependable product delivery schedules. Three firms responded with responsive proposals and are listed below:

| <u>Bidder</u>               | <u>Location</u>     |
|-----------------------------|---------------------|
| <b>SNF Polydyne, Inc. *</b> | <b>Riceboro, GA</b> |
| BASF                        | Florham Park, NJ    |
| Solenis LLC                 | Wilmington, DE      |

\*successful bidder

2. The RFP required bidders to submit a minimum of one polymer formulation to the City to be tested on the City's biosolids dewatering equipment. Bidders were also given the option to submit more than one polymer for evaluation, but were notified that the City intended to select only one polymer formulation for the contract. Polydyne submitted two polymer formulations and the other bidders each submitted one formulation. The purpose of the testing was twofold: 1) to determine that the proposed polymers were in compliance with the City's minimum advertised bid specifications and 2) to determine which polymer offered the best overall value to the City based on a formula that factored in the polymer bid price per pound, polymer dosing required to treat the estimated annual plant production of digested biosolids and the cost per ton for transportation and landfill disposal fees.
3. Under Purchasing's direction, the treatment plant superintendent, with assistance from treatment plant staff, carefully evaluated and scored the four proposals based on the selection criteria specified in the RFP that included performance testing and an evaluation process.
4. As a result of the thorough evaluation of proposals, including polymer performance testing and evaluation, SNF Polydyne, Inc. and their formula Clarifloc R(WE) 1452 was determined to offer the best value to the City for the following reasons:
  - SNF Polydyne, Inc. Clarifloc R(WE) 1452 exceeded the City's minimum specification requirement of 15.0% cake solids.
  - SNF Polydyne, Inc. has performed satisfactorily on prior City contracts for polymers used at the treatment plant.
  - SNF Polydyne, Inc. has substantial marketplace presence and resources to perform the contract, including a business continuation plan to ensure a continued stream of product delivery to the treatment plant.
  - SNF Polydyne, Inc. Clarifloc R(WE) 1452 provided the overall lowest cost and best value to the City based on the results of the City's performance testing and anticipated reduction of downstream transportation and disposal costs.
5. The requested \$500,000 amount is derived by calculating an estimated 5000 dry tons of polymer to be used during the 1-year term at SNF Polydyne's proposed cost of \$34.79 per dry ton for product and \$62.50 per dry ton for hauling charges, with a contingency amount of \$14,000.

## RECOMMENDATION

It is recommended by Finance and Utilities Department staff that the Board of Public Utilities, by motion, authorize the award of bid and issuance of a one-year term contract, with four one-year extension options, for the supply of dewatering polymer to the Laguna Wastewater Treatment Plant to SNF Polydyne, Inc., Riceboro, Georgia, in the amount of \$500,000. Funds required for this operational expense have been allocated in the fiscal year 2014-15 fiscal year budget of the Utilities Department in 130802-5329 and will be included in fiscal year 2015-16 budget when approved by City Council.

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