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CITY OF
WEST LAFAYETTE

Wastewater Utility

March 14, 2011

To: Board of Public Works and Safety

From: Dave Henderson, Utility Director

Re: 2011 Chemicals for the Wastewater Treatment Utility

Recommendation of Award

Recommendation has been made to accept certain bids stemming from a reverse auction held on January 27, 2011 as submitted by the following suppliers for the particular chemicals and respective pricing:

AWARDS TO:

Supplier	Chemical	Price per Gallon
Brenntag Mid-South Inc.	Sodium Hypochlorite	$0.6260
Calabrian Corporation	Sodium Bisulfite	$1.1550

City of Lafayette Water Treatment Chemicals
1-SODIUM HYPOCHLORITE

SODIUM HYPOCHLORITE
Price for: 1/Gallon; Ext qty: 274,500

Rank	Company	Baseline	Bid	Extended	Savings $	Savings %
1	Jones Chemical (JCI)	$ 0.670	$ 0.440	$ 120,780.000	$ 63,135.000	$ 0.343
2	K A Steel	$ 0.670	$ 0.560	$ 153,720.000	$ 30,195.000	$ 0.164
3	Rowell Chemical Corporation	$ 0.670	$ 0.565	$ 155,092.500	$ 28,822.500	$ 0.157
4	Brenntag Great Lakes, Inc.	$ 0.670	$ 0.626	$ 171,837.000	$ 12,078.000	$ 0.066
5	Altivia	$ 0.670	$ 0.870	$ 238,815.000	$ (54,900.000)	$ (0.299)
6	UNIVAR	$ 0.670	$ 0.950	$ 260,775.000	$ (76,860.000)	$ (0.418)

Freight
Price for: 1/Gallon; Ext qty: 274,500

Rank	Company	Baseline	Bid	Extended	Savings $	Savings %
1	Altivia	$ -	$ -	$ -	$ -	
2	UNIVAR	$ -	$ -	$ -	$ -	
3	K A Steel	$ -	$ -	$ -	$ -	
4	Brenntag Great Lakes, Inc.	$ -	$ -	$ -	$ -	
5	Rowell Chemical Corporation	$ -	$ 0.110	$ 30,195.000	$ (30,195.000)	
6	Jones Chemical (JCI)	$ -	$ 0.120	$ 32,940.000	$ (32,940.000)	

Sum of all line items

Rank	Company	Baseline	Bid	Extended	Savings $	Savings %
1	Jones Chemical (JCI)	$ 183,915.000	$ 0.560	$ 153,720.000	$ 0.110	$ 0.164
2	K A Steel	$ 183,915.000	$ 0.560	$ 153,720.000	$ 0.110	$ 0.164
3	Brenntag Great Lakes, Inc.	$ 183,915.000	$ 0.626	$ 171,837.000	$ 0.044	$ 0.066
4	Rowell Chemical Corporation	$ 183,915.000	$ 0.675	$ 185,287.500	$ (0.005)	$ (0.008)
5	Altivia	$ 183,915.000	$ 0.870	$ 238,815.000	$ (0.200)	$ (0.299)
6	UNIVAR	$ 183,915.000	$ 0.950	$ 260,775.000	$ (0.280)	$ (0.418)

City of Lafayette Water Treatment Chemicals
2-SODIUM BISULFITE

SODIUM BISULFITE
Price for: 1/Gallon; Ext qty: 73,000

Rank	Company	Baseline	Bid	Extended	Savings $	Savings %
1	Jones Chemical (JCI)	$ 1.40	$ 0.627	$ 45,771.000	$ 56,429.000	55.210%
2	PVS Technology	$ 1.40	$ 0.790	$ 57,670.000	$ 44,530.000	43.570%
3	Calabrian Corporation	$ 1.40	$ 1.155	$ 84,315.000	$ 17,885.000	17.500%
4	Brenntag Great Lakes, Inc.	$ 1.40	$ 1.470	$ 107,310.000	$ (5,110.000)	-5.000%
5	UNIVAR	$ 1.40	$ 2.540	$ 185,420.000	$ (83,220.000)	-81.430%

Freight
Price for: 1/Gallon; Ext qty: 73,000

Rank	Company	Baseline	Bid	Extended	Savings $	Savings %
1	PVS Technology	$ -	$ -	$ -	$ -	
2	Calabrian Corporation	$ -	$ -	$ -	$ -	
3	UNIVAR	$ -	$ -	$ -	$ -	
4	Brenntag Great Lakes, Inc.	$ -	$ -	$ -	$ -	
5	Jones Chemical (JCI)	$ -	$ 0.160	$ 11,680.000	$ (11,680.000)	

Sum of all line items

Rank	Company	Baseline	Bid	Extended	Savings $	Savings %
1	Jones Chemical (JCI)	$ 102,200.000	$ 0.787	$ 57,451.000	$ 0.613	$ 0.438
2	PVS Technology	$ 102,200.000	$ 0.790	$ 57,670.000	$ 0.610	$ 0.436
3	Calabrian Corporation	$ 102,200.000	$ 1.155	$ 84,315.000	$ 0.245	$ 0.175
4	Brenntag Great Lakes, Inc.	$ 102,200.000	$ 1.470	$ 107,310.000	$ (0.070)	$ (0.050)
5	UNIVAR	$ 102,200.000	$ 2.540	$ 185,420.000	$ (1.140)	$ (0.814)