



# Long Beach Water

Exceptional Water • Exceptional Service

1800 E. Wardlow Road, Long Beach, CA 90807-4931  
562.570.2300 | lbwater.org

## Board of Water Commissioners

January 6, 2022

CHRISTOPHER J. GARNER, General Manager

### **Subject**

Adopt Specifications WD-09-22 and authorize the General Manager to execute an agreement with Airgas Specialty Products Inc., to furnish and deliver Aqua Ammonia (19.5% by weight basis) in an amount not to exceed \$38,220 for a period of six months.

### **Executive Summary**

Bids for Specification WD-09-22 to furnish and deliver Aqua Ammonia, a water treatment chemical used at Long Beach Ground Water Treatment Plant, were opened on December 3, 2021. It was determined that the bid submitted by Airgas Specialty Products, Inc. conforms to all bid document requirements and is the lowest responsive bidder. Airgas Specialty Products Inc. has previously supplied Aqua Ammonia to LBWD and did meet performance specifications during their contract period.

### **Recommendation**

Adopt Specifications WD-09-22 and authorize the General Manager to execute an agreement with Airgas Specialty Products Inc., to furnish and deliver Aqua Ammonia (19.5% by weight basis) in an amount not to exceed \$38,220 for a period of six months.

**Fiscal Impact:** The cost to the Water Fund will be incurred during FY22, with the actual amounts unknown at this time but the total amount will not exceed the contract total of \$38,220 for the contract term. These costs are included in the FY22 budget.

Tai Tseng  
Assistant General Manager - Operations

Christopher J. Garner  
General Manager

Attachment: Bid Tabulation

## Furnish and Deliver Aqua Ammonia

WD-09-22

Rank	Vendor	Identification/ Certification	Total Bid
1	Airgas Specialty Products Inc.	Undisclosed	\$38,220
2	Kamm Group Inc.	Undisclosed	\$38,520
3	Argo Chemicals Inc.	Undisclosed	\$54,259
4	Hill Brothers Chemical Company	Undisclosed	\$70,352
		Average Bid	\$50,338

DBE: Disadvantaged Business Enterprise

SBE: Small Business Enterprise

MBE: Minority Business Enterprise

VSBE: Veteran-owned Small Business Enterprise

MIC: Microbusiness

WBE: Women-owned Business Enterprise

OSB: California Office of Small Business

The Notice Inviting Bids (NIB) document was made available from the Purchasing Division website at <https://www.longbeach.gov/finance/business-info/purchasing-division/>.

- 554 potential vendors were notified of this opportunity
- 2 prospective bidders downloaded the Bid document

An NIB announcement was also included in the City's Purchasing Division's weekly update of Open Bid Opportunities, which is sent to 38 local, minority-owned, and women-owned business groups.

- 4 bids were received on December 3, 2021 (see above matrix)

### Local Business Outreach

In an effort to align with the City's outreach goal, Long Beach businesses are encouraged to submit bids for City contracts. The City's Purchasing Division also assists businesses with registering on the PlanetBids database to download plans and specifications.

- 50 Long Beach vendors were notified to submit bids
- 0 downloaded the plans and specifications
- 0 submitted a bid