



Long Beach Water

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Board of Water Commissioners

January 6, 2022

CHRISTOPHER J. GARNER, General Manager

Subject

Adopt Specifications WD-10-22 and authorize the General Manager to execute an agreement with Pencco Inc., to furnish and deliver Ferric Chloride (43% by weight basis) in an amount not to exceed \$150,000 for a period of six months.

Executive Summary

Bids for Specification WD-10-22 to furnish and deliver Ferric Chloride, 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 Pencco Inc. conforms to all bid document requirements and is the lowest responsive bidder. Pencco, Inc. is the current supplier of Ferric Chloride to LBWD and is meeting performance specifications.

Recommendation

Adopt Specifications WD-10-22 and authorize the General Manager to execute an agreement with Pencco Inc., to furnish and deliver Ferric Chloride (43% by weight basis) in an amount not to exceed \$150,000 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 \$150,000 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 Ferric Chloride

WD-10-22

Rank	Vendor	Identification/ Certification	Total Bid
1	Pencco, Inc.	Undisclosed	\$150,000
2	California Water Technologies Inc.	Undisclosed	\$163,000
3	Kemira Water Solutions Inc.	Undisclosed	\$179,600
		Average Bid	\$164,200

DBE: Disadvantaged Business Enterprise
MBE: Minority Business Enterprise
MIC: Microbusiness
OSB: California Office of Small Business

SBE: Small Business Enterprise
VSBE: Veteran-owned Small Business Enterprise
WBE: Women-owned Business Enterprise

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
- 3 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.

- 3 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