



# Staff Report

## Annual Requirements Contract for Liquid Aluminum Sulfate, Project 22-0068

City Council Meeting Date: 04-26-2022 | Action Being Considered: Minute Order

### **RECOMMENDATION**

Authorize the City Manager or his designee to execute an annual requirements contract for the supply and delivery of liquid aluminum sulfate with Chameleon Industries, Inc., of Mesquite, Texas, in the estimated amount of \$999,000. Chameleon Industries, Inc., is an MWBE firm.

### **PRIOR BOARD OR COUNCIL ACTION**

None.

### **ANALYSIS**

This contract is for liquid aluminum sulfate used in the water treatment process. Aluminum sulfate is a coagulant that assists in the removal of particles that are suspended in water. The liquid aluminum sulfate will be provided on an as-needed basis.

Bid originally closed:	March 31, 2022 at 2:00 p.m.
Vendors notified through IonWave:	280
MWBE Vendors notified through IonWave:	48
Vendors who viewed bid:	26
MWBE vendors who viewed bid:	5
Vendors responding to bid request:	3
MWBE Vendors responding to bid request:	1
Original contract term:	One year/two one-year renewals
MWBE:	Yes - HI
Current term:	Initial term ( May 1, 2022 – April 30, 2023)
Purchasing Method:	Lowest Responsive, Responsible Bidder

VENDOR	MWBE	Classification	TOTAL
<b>Chameleon Industries, Inc. Mesquite, Texas</b>	<b>Y</b>	<b>HI</b>	<b>\$999,000</b>
Chemtrade Chemicals, US LLC Parsippany, New Jersey	N	NA	\$1,470,000
G2O Technologies LLC	N	NA	\$1,749,360

<b>Name of Prime Vendor</b>	<b>Chameleon Industries, Inc.</b>
Total Contract Value	\$999,000
Prime Vendor's M/WBE Status	HI
Dollar Amount of Prime Vendor's Self-Performance	\$999,000
Percentage Amount of Prime Vendor's Self-Performance	100%
<b>Total MWBE Participation</b>	<b>\$999,000 (100%)</b>

Chameleon Industries, Inc., will be meeting 100% of the MWBE goal as an MWBE Prime. The Office of Business Diversity (OBD) determined that the vendor meets the City's MWBE Policy.

**FINANCIAL IMPACT**

A responsive bid was received from Chameleon Industries, Inc., in an estimated amount of \$999,000. The Arlington Water Utilities Department and the Office of Procurement agree that the vendor met the bid specification requirements. The projected financial impact for this contract term is as follows:

<u>FY 2022</u>	<u>FY 2023</u>	<u>FY 2024</u>
\$666,000	\$333,000	\$0

Funds are budgeted in Water Utilities Water Treatment Operations PB Account No. CC620101-SC0508 [\$399,600] and Water Utilities Water Treatment Operations JK Account No. CC620105-SC0508 [\$599,400] and subject to FY23 budget approval.

**ADDITIONAL INFORMATION**

Attached:	None
Under separate cover:	None
Available in the Purchasing Division:	Bid file
Form 1295:	Purchased
MWBE:	Yes – HI

**STAFF CONTACT(S)**

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