



**Request for City Council Committee Action  
From the Departments of Public Works and Procurement**

**Date:** July 15, 2008  
**To:** Honorable Sandra Colvin Roy, Chair Transportation & Public Works Committee  
**Referral to:** Honorable Paul Ostrow, Chair Ways & Means Committee

**Subject:** Approval of Official Publication No. 6976 - Bids for Ferric Sulfate

**Recommendation:**

Acceptance of the low responsive bid of Hawkins, Inc. for an estimated annual expenditure of \$800,000.00 to furnish and deliver ferric sulfate to Public Works Water Department, as follows:

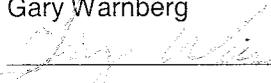
Ferric Sulfate (dry basis) Per ton - delivered by tank truck \$ 683.00

Manufacturer: Kemira 6304-106166

Vendor offers to increase quantities up to 100% at bid prices.

Terms are net 30 days. F.O.B.: Destination.

**Prepared by:** Gary Warnberg Director, Procurement

**Approved by:**  Steven A. Kotke, P.E. Director of Public Works

Permanent Review Committee (PRC) Approved \_\_\_\_\_ Not Applicable XXX  
Policy Review Group (PRG) Approved \_\_\_\_\_ Not Applicable XXX

**Reviews:**

Civil Rights Approval Approval XX Date June 16, 2008

**Financial Impact** (Check those that apply)

No financial impact - or - Action is within current department budget.  
(If checked, go directly to Background/Supporting Information)

- Action requires an appropriation increase to the Capital Budget
- Action requires an appropriation increase to the Operating Budget
- Action provides increased revenue for appropriation increase
- Action requires use of contingency or reserves
- Business Plan: X Action is within the plan  Action requires a change to plan
- Request provided to department's Finance Department contact when provided to the Committee Coordinator

**Community Impact**

Neighborhood Notification: Not Applicable  
City Goals: City's infrastructure will be well maintained  
Comprehensive Plan: Not Applicable  
Zoning Code: Not Applicable

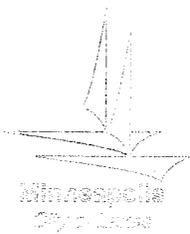
**Background/Supporting Information:**

Tabulation of two (2) bid received on Official Publication No. 6976 for Ferric Sulfate is attached.

The apparent low bid made an error in calculation and have withdrawn their bid. Please refer to the attached letter.

Attachments - Staff Recommendation  
Tabulation Sheet

cc: S. Reznia  
C. Catlin  
J. Patterson



Department of  
Public Works  
Steven A. Kotte, P.E.  
City Engineer  
Title:

350 South 5th Street - Room 303  
Minneapolis MN 55415

Office 612 673-2362  
Fax 612 673-3535  
TTY 612 673-6157

June 11, 2008

City of Minneapolis Purchasing Department  
Attention: Connie Beck  
330 2<sup>nd</sup> Avenue South, Suite 552  
Minneapolis, Minnesota 55401

Re: Recommendation to accept single responsive bid for Ferric Sulfate

The Minneapolis Water Works Department requests that purchasing accept the single responsive bid from Hawkins, Inc. to supply Ferric Sulfate to the City of Minneapolis.

The contract was originally awarded to General Chemical however, they withdrew their bid due to a clerical error leaving Hawkins, Inc. the sole responsive bidder. Hawkins, Inc., supplied the Minneapolis Water Works with Ferric Sulfate during a trial period calculated to explore ways to optimize our chemical water treatment process. With the successful use of Ferric Sulfate during this trial period, a formal bid process with a lengthier contract period was sought

I do not believe that re-bidding this contract will afford the City a lower price or a higher quality product Hawkins, Inc. has and will deliver.

  
Chris Catlin  
Superintendent, Water Plant Operations  
City of Minneapolis Water Works





May 30, 2008

City of Minneapolis, MN  
Ms. Connie Beck  
Buyer-Purchasing Department

**SUBJECT: FERRIC SULFATE BID CONTRACT  
#6976**

Dear Ms. Beck,

Per our previous conversation, General Chemical is writing this letter to inform the City of Minneapolis of our intent to withdraw our recent ferric sulfate bid price due to a clerical error.

While we intended to provide a competitive price to obtain your business, we inadvertently submitted an incorrect number when we converted to a dry ton basis.

Thank you for the opportunity to participate in your chemical requirements. We hope to participate in any future bids.

Please contact me with any questions or concerns.

Very truly yours,

Mark A. Paul  
Business Marketing  
General Chemical Performance Products, LLC



Off1. Publ. #6976  
 Bids opened 10 AM, CDST  
 May 20, 2008

"BIDS FOR FERRIC SULFATE" - P/W Water Department

Ferric Sulfate - dry basis Price per ton - delivered \$	1083.00 6304-106166 Kandoia	211.00 General chemical Performance Products	6380.00 Price equation Town + water in condenser purposed						
Manufacturer Name Bidder offers to increase qlys up to 100% Y/N	year	year	year						

We, the undersigned, hereby certify that the above bids were publicly opened and read aloud:

*Jackie Hyde*  
 Finance Officer

*Wanda Beck*  
 ASST. DIRECTOR, PURCHASING