COUNTY AGENDA REQUEST

Department:	Purchasing	Presenter(s):	Ted Burgess
Meeting Date:	Thursday, October 25, 2012	Type of Request:	Consent

Wording for the Agenda:

Approval of staff's recommendation to extend the annual price contract for blended phosphate with Pristine Water Solutions, Inc, for the price of $71.00 per 50 pound pail, and authorization for the Chairman to sign the contract extension contingent upon the County Attorney's review.

Background/History/Details:

The Purchasing Department procured competitive bids for most chemicals used by the Water System through issuance of Invitation to Bid #845, with contracts awarded to the successful bidders on September 27, 2012. In response to the invitation to bid on one chemical, however, three bidders offered substitute chemicals, while none offered the specific designation sought. The chemical in question is a dry blended phosphate, called Aquadene SK-7101, which is trademarked. It is only available through one vendor, Pristine Water Solutions, Inc.

There are several phosphate compounds on the market, each with its own formula. They require the use of different quantities, and provide different results based on a given water system's specific circumstances. The Water System, with the help of the Georgia Division of Natural Resources and the State Engineer, identified Aquadene SK-7101 as the compound that meets Fayette County's needs. When they started using this product, they no longer experienced water with a red discoloration, and no longer received complaints from citizens.

Pristine Water Solutions has agreed to extend the existing annual price agreement, to continue selling the Aquadene SK-7101 to the county at the same price, for the 12-month period ending October 1, 2013.

What action are you seeking from the Board of Commissioners?

Approval of staff's recommendation to extend the annual price contract for blended phosphate with Pristine Water Solutions, Inc, for the price of $71.00 per 50 pound pail, and authorization for the Chairman to sign the contract extension contingent upon the County Attorney's review.

If this item requires funding, please describe:

Funds are included in the Water System's annual budget for this chemical.

Has this request been considered within the past two years?	No	If so, when?	
Is Audio-Visual Equipment Required for this Request?*	No	Backup Provided with Request?	Yes

**** All audio-visual material must be submitted to the County Clerk's Office no later than 48 hours prior to the meeting. It is also your department's responsibility to ensure all third-party audio-visual material is submitted at least 48 hours in advance.***

Approved by Finance	Yes	Reviewed by Legal	Yes
Approved by Purchasing	Yes	County Clerk's Approval	Yes
Administrator's Approval	Yes		

Staff Notes:

The number of 50-pound pails purchased each year fluctuates from year to year, meaning it is not possible to provide an aggregate fiscal year cost for the chemical. However, in Fiscal Year 2012, the Water System purchased 480 fifty-pound pails of the chemical, at a total cost of $34,080.00.

Fayette County GEORGIA

Where Quality Is A Lifestyle

To: Jack Krakeel

From: Ted L. Burgess

Date: October 2, 2012

Subject: Aquadene SK-7101

In the past, the Water System had used lime in the county's water as a corrosion inhibitor. However, several years ago the water developed a red, discolored condition. The state's Department of Natural Resources found that the practice of using lime to raise the water's pH level was no longer sufficient. The State Engineer determined that a different type of corrosion inhibitor – a blended phosphate chemical named Aquadene SK-7101 – was needed to return the water to the desired quality.

The manufacturer of Aquadene SK-7101 is Pristine Water Solutions, Inc, located in Waukegan, Illinois. The company ran water-quality tests for the county, and determined the dosage needed. This solution has worked consistently, and the county no longer receives complaints due to the previous condition.

Phosphate compounds such as Aquadene SK-7101 have a unique chemical composition. Pristine Water Solutions owns a trademark for this product, and is the only source available. In Fiscal Year 2012, the Water System purchased 480 fifty-pound pails of the chemical, at a total cost of $34,080.

The county has had a fixed-price contract with Pristine Water Solutions for this product for a number of years (the Board awarded a contract extension last year in the meeting of September 7, 2011). The company is willing to extend the contract for another year at the previous price of $71.00 per 50 pound pail. The alternative is to run tests and determine if there is another chemical available which would deliver acceptable results. The Water System recommends extension of the price agreement. I concur with their recommendation.