



# Waukesha Water Utility

SERVING WAUKESHA SINCE 1886

115 DELAFIELD STREET  
WAUKESHA, WI 53188-3615

Telephone: (262) 521-5272 • Fax: (262) 521-5265 • E-mail:  
contactus@waukesha-water.com

DATE: May 5, 2018  
TO: Dan Duchniak  
FROM: Kelly Zylstra  
RE: Water Treatment Chemical Bids

Annual proposals have been received for water treatment chemicals, as shown on the attached table. Quantities of chemicals are based on a projected water pumpage of 2.13 billion gallons for the year 2018. It is our recommendation to award, as follows:

Fluoride	Viking Chemical Company	\$5,431.20
Sodium Silicate	Milport Chemical Company	\$74,750.20
Sodium Hypochlorite	Viking Chemical Company	\$35,748.00
Sodium Hydroxide	Milport Chemical Company	\$3,297.84
Sodium Permanganate	Hawkins Water Treatment	\$11,275.68
Liquid Manganese Sulfate	Hawkins Water Treatment	\$7,801.04
Dry Manganese Sulfate	Viking Chemical Company	\$22,338.00
Dry Potassium Permanganate	Milport Chemical company	\$11,701.80

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Total bid amounts based on estimated pumpage of 2.13 billion gallons: \$172,343.76

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{Budgeted amount: \$200,065.00}

The contract for chemical suppliers will run from June 1, 2018 to May 31, 2019.

You will see on the next sheet that the low bidder for both fluoride and liquid manganese sulfate were not selected. By combining these chemicals with the other chemical that gets delivered at the same times to the same locations, we can save WWU Staff labor cost. The costs saved on eliminating any additional WWU labor due to multiple trips outweigh the slight increase in cost of the "bundling" of chemicals bids to the slightly higher bidder.

**Recommended Motion:** Move to approve purchase of annual water treatment chemicals from chosen vendors, as presented.

Chemical Bid Summary  
June 1, 2017 - May 31, 2018

Supplier	6/18 - 5/19	6/18 - 5/19	6/18 - 5/19	6/18 - 5/19	6/18 - 5/19	6/18 - 5/19	6/18 - 5/19	6/18 - 5/19
	Fluoride (Hydrofluosilic Acid)	Sodium Silcate	Sodium Hypo 12.5%	Sodium Hydroxide	Sodium Permaganate	Liquid Manganese Sulfate	Potassium Permanate	Dry Manganese Sulfate
<b>Estimated Qty.</b>	<b>1,860 gallons</b>	<b>749,000 pounds</b>	<b>33,100 gallons</b>	<b>2,184 gallons</b>	<b>1,352 gallons</b>	<b>1,352 gallons</b>	<b>5,940 lbs.</b>	<b>10,200 lbs.</b>
Carus Corporation 315 Fifth Street Peru, IL 61354	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Hawkins Water Treatment 1882 Morris Street Fond du Lac, WI 54935	\$2.80/gallon	No Bid	\$1.45/gal	\$1.97/gallon	<b>\$8.34/gallon</b>	<b>\$5.77/gallon</b>	\$3.55/pound	\$3.85/pound
Hydrite Chemical Co. 7300 W. Bradley Road Milwaukee, WI 53223	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Milport Chemical Co. 2829 S. 5th Court Milwaukee, WI 53218	\$3.75/gallon	<b>\$0.0998/lb</b>	\$1.26/gal	<b>\$1.51/gallon</b>	No bid	No Bid	<b>\$1.97/pound</b>	No bid
Viking Chemical Co. 1827 Eighteenth Avenue Rockford, Il 61110	<b>\$2.92</b>	No Bid	<b>\$1.08/gal</b>	\$2.44/gallon \$45 drum deposit	\$9.00/gallon \$45 drum deposit	\$5.24/gallon \$45 drum deposit	\$2.18/pound	<b>\$2.19/pound</b> <b>\$20 drum deposit</b>
Occidental Chemical 3030 Warrenville Road, Suite 330 Lisle, IL 60532	No bid	\$0.105/lb	No bid	No bid	No bid	No bid	No bid	No bid
<i>2017 Pricing</i>	<i>\$3.09/gallon</i>	<i>\$0.1085/lb</i>	<i>\$1.03/gallon</i>	<i>\$1.33/gallon</i>	<i>\$8.25/gallon</i>	<i>\$5.57/gallon</i>	<i>\$2.07/lb.</i>	<i>\$2.15/lb.</i>
<i>% Change from 2017</i>	<i>-5.50%</i>	<i>-8.02%</i>	<i>4.85%</i>	<i>13.53%</i>	<i>1.09%</i>	<i>3.59%</i>	<i>-4.83%</i>	<i>1.86%</i>
2017 Provider	Viking	Occidental	Viking	Viking	Hawkins	Hawkins	Viking	Viking