



CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Sole Source Justification Form (Use for Purchases(s) over \$5,000)

Per City of Hollywood Ordinance § 38.41 (C) (2), sole source purchases are exempt from competitive bid and competitive proposal requirements. Sole-source goods, supplies, materials, equipment and services, such as unique, patented, or franchised goods, supplies, materials, equipment or services, are exempt if the CPO determines, after conducting a good faith review of available sources, that the particular supply or service is available from only one source.

Date 12/13/2022

Department/Office Public Utilities

Division/Area 4011

Requestor Luis Montoya

Title Public Utilities Manager Water Treatment Plant

Phone 954.967.4230 Ext.5405

Email lmontoya@hollywoodfl.org

1. Requested Vendor Nalco

Vendor Number 29785

Address 875 Concourse Parkway South Ste 150 Maitland, FL 32751

Contact Person Robert Curtin

Title District Representative
Florida Municipal Water & Wastewater
Email Robert.Curtin2@ecolab.com

Phone 614.580.9898

2. Product/Service being requested (be specific). Nalco PC-1850T Antiscalant and 3D Trasar Technology for use in Potable Water RO/MS Membrane Treatment ANSI/NSF Standard 60

3. Detailed description of the product/service's function and purpose. Antiscalant is an additive used in the RO and Nano Filtration Membranes process. After pilot testing and water quality analysis at the Water Treatment Plant, Nalco has proven over the last 14 years to be the best option for the City's raw water quality characteristics. NALCO and the City of Hollywood Public Utilities have agreed to renew the contract for an additional 3 years. Updated Sole Source and Antiscalant contract Renewal Offer Letter attached. The proprietary chemical make-up for the Nalco PC-1850T formula has consistently shown longer operational runs between membrane cleaning, which is directly related to less fouling or build-up on the membrane surface. Less fouling or buildup on the membrane surfaces relates to reduced cleaning frequency, subsequently less cleaning chemical cost. Also, the Nalco Company provides and maintains their proprietary 3D Trasar system to measure exact dosage in the water which no other vendor can provide. This proprietary system provides for optimal dosage and serves as an additional guarantee that 1. We are feeding Antiscalant and 2. Exactly how much Antiscalant we are feeding within 1mg/l. The ability to fine tune the dosage rate saves Hollywood on chemical costs over time. The proprietary dosage measuring system is provided and maintained by NALCO at no cost to the city as it is included in the cost of the antiscalant for the duration of the contract.

4. Please explain in detail why this vendor is the sole source supplier for the required product/service. Be sure to explain the necessary features this vendor provides which are not available from any other vendor. There are no other providers of Nalco PC-1850T. The Nalco Company is the only manufacturer and distributor. In the future, to allow for any competitors, the COH would require extensive pilot testing (up to 1 year). Any new vendor would need to do the following: 1. provide an acceptable test membrane skid, 2. setup and operate it at our facility, 3. tie into our raw water and concentrate lines, 4. collect data and provide reports. Hollywood and its governing regulatory agencies must approve the test and water quality results before we can consider them as an option. They will also need to provide the same type of monitoring methods using fluorescence to measure exact dosage and replace the existing equipment without interruption of service.

5. Please explain in detail what process the Department/Office took to verify that there are no other vendors or products/services available to perform the required function. In 2008 and again in 2016 the City of Hollywood used and tested AWC Chemical products and others as a pilot test and the products failed to provide adequate protection for the membranes.

6. Please submit supporting documentation from the vendor or other sources certifying that this vendor is a sole source for the required product/service being requested. For example, the vendor holds the distribution rights, productions rights, copyrights, trademark and/or patent:

- Vendor holds the exclusive rights for the product/service.
- Vendor is the sole provider of the product/service that has unique characteristics essential to the required function which no other product/service is capable of satisfying.
- Product is replacing existing product and necessary to maintain warranty or service contract.
- Product is replacing existing product and is not interchangeable with any other product.
- Other (Please explain). _____

7. Total cost of the requested product/service? \$195,000.00

8. Total estimated annual (fiscal year) cost of requested product/service? \$195,000.00

Account Number(s) 441.400501.53600.552330.000000.000.000

9. Is this product/service covered by a warranty? Yes No

If yes, please attach a copy of the warranty details.

10. Will grant funds be used to pay for the requested product/service? Yes No

If yes, please explain _____

REQUESTING DEPARTMENT RECOMMENDATION

WARNING: Per Florida Statutes 838.22(2) – “It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of a sole-source contract for commodities or services.”

I recommend that the competitive quoting/bidding process be waived and that the goods/services be purchased as a sole source.

Coy

DocuSigned by:
Luis Montoya
2AE0E6865225460...

12/15/2022

Requestor's Signature

Date

DocuSigned by:
Vincent Morello
6385CE2A8EB545E...

12/19/2022

Director's Signature

Date

(Revised 03/2022)



January 1st, 2023

City of Hollywood
Water Treatment Plant
Attn: Luis Montoya
Water Plant Manager
3441 Hollywood Blvd,
Hollywood, FL 33021
T:954 967 4230 ex
5405

RE: Sole Source letter for Nalco Product PC 1850T Antiscalant and 3DT TRASAR for RO System.

Dear Mr. Montoya

This letter is to provide notification that Nalco Water is the sole source provider of Nalco Product Nalco PC 1850T Antiscalant. This product is only sold through our company's direct sales representatives to end- user municipalities within the state of Florida.

This letter also confirms that the antiscalant and control system called Nalco's 3D TRASAR@ for RO SYSTEMS is only available from Nalco Water. 3D TRASAR is a patented process combining both chemical and monitoring components to monitor and control chemical addition. A properly implemented 3D TRASAR for RO System ensures that the dosage of the selected antiscalant is continually and correctly being delivered to the process. This is essential for keeping membranes free from scale. Nalco is the sole source provider of 3D TRASAR for RO system enabled scale inhibitor and monitoring/control systems.

No other 3rd party or other company can sell this product on behalf of Nalco Water to Municipal customers within the state of Florida.

Your Nalco Water contact is:

Mr. Robert Curtin
Nalco District Representative
Municipal water and Wastewater Florida – WL128
NALCO Water | An Ecolab Company
M 614-580-9898
E Robert.Curtin2@Ecolab.com

If you have questions regarding this issue, please contact Robert at 614-580-9898.

Sincerely,

Lilton L Moore

Lilton L Moore
Director – Sales Operations
Municipal Water Division
Nalco Water, An Ecolab Company

Mr. Steve Stewart
Procurement Contracts Officer
City of Hollywood
Department of Financial Services
Procurement Services Division
2600 Hollywood Blvd. Room 303
Hollywood FL, 33020

December 12th, 2022

Subject: BPA PA600224 – PC1850T.91 Antiscalant Purchasing Agreement

Dear Steve:

Thank you for your continued interest in the Hollywood / Nalco Water partnership. Once again, we are at the end of a contract period. Both the Hollywood plant and Nalco would like to extend or continue our partnership for another 3-year term with an annual price adjustments. With that, Nalco Water would like to make the following offer:

Nalco will provide sole source letter to The City of Hollywood on the Chemistry and 3D TRASAR technology.

Nalco will continue to provide cleaning services quarterly to existing 3D TRASAR monitoring equipment. These units control our chemistry within 1ppm, unlike other control systems that may control +/- 10ppm. This has a positive effect on chemical consumption and minimize overall chemical use. This unique control technology has protected the membranes at City of Hollywood for over 10 years.

Nalco Water will continue to provide resources to City of Hollywood such as,

- Lad support
- Cleaning 3D TRASAR fluorometer
- Industrial leading technical advancements.

Nalco will continue with monthly visits and correspondence with Covid protocol via Teams calls if necessary, also continue quarterly cleanings on 3D TRASAR equipment.

Please bear in mind that all previously mentioned services and technologies and cleanings are included in the price of the PC 1850T. This does not include equipment failure. Existing equipment is getting older and outdated. Nalco will offer best price possible for any new upgraded 3D TRASAR technology.

Nalco will offer our best price in the State of Florida for PC1850T Antiscalant at \$1.65/lb. Since this is a substantial increase due to material cost and availability, we will remove the Freight Surcharge.

We will also price 3D TRASAR Fluorometer for Membrane \$3,864.00 USD Per EA.
Product Code:060-TR3220.88. There are a total of 4 Fluorometers that could need replace over the next 3 years.

This offer will be in effect March 11th, 2023, thru March 10th, 2026.

If you have any questions or concerns, please contact me directly.


Sincerely,

Robert Curtin
District Representative
Municipal Water Division
Nalco Water, An Ecolab Company
Robert.Curtin2@Ecolab.com
614 580 9898

Nalco PC-1850T Antiscalant

 Reports

✓ CLOSED

 [Status History](#)

Template

Sole Source

Department

Procurement Services

Project ID

NTSS-040-23

Closed Out

The City didn't receive any responses and will proceed with award to Nalco.



Project Request

Skipped



Solicitation

Complete!



Contract

Not started yet

