



# City of Hollywood, Florida

2600 HOLLYWOOD BLVD. • P.O. Box 229045 • ZIP 33022-9045

DATE: **March 11, 2017**

RE: BLANKET ORDER #: **B002967**

PRODUCT/SERVICE: **Supply of Antiscalant**

**Nalco Company V#29785  
Attn: Lech Czerwinski  
875 Concourse Parkway South, Ste 150  
Maitland, FL 32751**

**Telephone Contact: 407-670-2741  
Email: lczerwinski@nalco.com**

Dear Vendor:

This is to inform you that the City of Hollywood, Florida is entering into a Blanket Order with your Company based on one of the following:

- |                                     |                                       |                       |
|-------------------------------------|---------------------------------------|-----------------------|
| <input type="checkbox"/>            | FORMAL BID #                          |                       |
| <input type="checkbox"/>            | INFORMAL BID #                        | DATED:                |
| <input type="checkbox"/>            | RENEWAL OF FORMAL BID #               | DATED:                |
| <input type="checkbox"/>            | EXTENSION OF FORMAL BID/RFP#          | DATED:                |
| <input checked="" type="checkbox"/> | WRITTEN QUOTATION #: <b>Joe Frank</b> | DATED: <b>1-31-17</b> |
| <input type="checkbox"/>            | VERBAL QUOTATION PER                  | DATED:                |
| <input type="checkbox"/>            | STATE OF FLORIDA CONTRACT #           | DATED:                |
| <input type="checkbox"/>            | BROWARD COUNTY BID #                  |                       |
| <input type="checkbox"/>            | OTHER:                                |                       |

The term of this order is **3/11/2017** through **3/10/2020**

The estimated annual dollar value is **\$109,000.00**.

NTSS-007-17

The obligations of the City of Hollywood under this order are subject to the availability of funds lawfully appropriated for its purpose by the City Commission and are subject to the terms and conditions contained on the Purchase Order form.

The City of Hollywood Departments will issue hard copy orders against this Blanket Order as your authorization to deliver. All invoices must reference each unique document number.

If you have any questions, please contact **Robert Lowery** at (954) 921-**3552**

c: Public Utilities  
Water Treatment Plant  
Finance



PAB  
2/14/2017

## Notice of Intent to Award a Sole Source Procurement

**Date:** February 15, 2017

**NTSS-007-17**

**Due Date for Comments:** February 22, 2017

**E-mail Address:** rlowery@hollywoodfl.org

**Fax Number:** 954-921-3086

### **THIS IS NOT A COMPETITIVE BID**

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Services Division has received a request to make the following sole-source procurement:

**Requesting Department/Office:** Public Utilities

**Product and/or services to be purchased:** Nalco PC-1850T Antiscalant.

**Anticipated Cost:** \$109,000.00

**Sole Source Justification:** Nalco Company is the sole manufacturer of the Nalco PC-1850T.

#### **Action To Be Taken:**

No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing their name, address, point-of-contact, telephone number, email, and a statement regarding capability to provide the specified procurement. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within five (5) business days after the date of publication of this synopsis will be reviewed by the City.

**All responses must be in writing and returned to ATTN:** Robert Lowery, by Email or Facsimile number 954-921-3086 prior to the "Due Date for Comments." Please do not submit a bid for this public posting.



# CITY OF HOLLYWOOD, FLORIDA

## PROCUREMENT SERVICES DIVISION

### Sole Source Justification Form (Use for Purchases(s) in excess of \$5,000)

2017 FEB 14 AM 9:12  
CITY OF HOLLYWOOD  
PROCUREMENT SERVICES  
DIVISION

Per City of Hollywood Ordinance § 38.40 (C) (3) 'sole source' purchases are exempt from the competitive bid and competitive proposal requirements. Sole-source supplies and services, such as unique, patented, or franchised supplies or services, are exempt if the Director of Procurement Services determines, after a good faith review of available sources, that a particular supply or service is available from only one source.

Date 02/02/2017

Department/Office Public Utilities

Division/Area 4011

Contract Administrator Carlos Aquilera

Title Public Utilities Manager

Phone 954-967-4230

Email caguilera@hollywoodfl.org

1. Requested Vendor NALCO

Vendor Number 29785

Address 875 Concourse Parkway South Ste 150 Maitland, FL 32751

Contact Person Joe Frank

Title Corp Acct Mgr.

Phone 704-236-1889

Email jfrank@nalco.com

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

3. Detailed description of the product/service function and purpose. Potable Water RO Membrane Antiscalant additive. After extensive pilot testing and water quality analysis at the Hollywood Water Treatment Plant Nalco has proven over the last 8 years to be the best option for City of Hollywood's raw water quality characteristics. The specific chemical make up for the Nalco PC-1850T has consistently shown longer operational runs between membrane cleaning which is directly related to less fouling or build up on the membrane surfaces. Due to the chemical makeup of this product, less build up on the membrane surfaces relates directly to reducing cleaning frequency and cleaning chemical cost. Also, the Nalco Company provides and maintains the water plants operations system to measure exact dosage in the water which no other company can provide. This 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 to within 1 mg/L. The ability to fine tune the dosage rate saves

*Procurement Service Division use only*

Requisition # R \_\_\_\_\_  
(As Applicable)

Purchase Order # P \_\_\_\_\_  
(As Applicable)

Blanket Purchase Order # BPO 3002967  
(As Applicable)

Hollywood on chemical costs over time. The dosage measuring system is provided and maintained for all Hollywood membrane operations at no cost to the city as it is included in the cost of the antiscalant.

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 besides the Nalco Company as they are the manufacturer. In order to allow for competitors, the COH will need to require extensive pilot testing (at least 6 months to a year), the competitor(s) must have to provide an acceptable test membrane skid, set up and operate at our facility, tie into our raw water and concentrate discharge lines, collect data and have Hollywood and its governing regulatory agencies 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 fluoresce 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 needs which no other product is capable.
- 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.

7. Total cost of the requested product/service? \$109,000.00

8. Total estimated annual (fiscal year) cost of requested product/service? \$109,000.00

Account Number(s) 42.4011.00000.536.005233 \_\_\_\_\_

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

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

10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items?

Yes  No

If yes, please describe the related products/services and estimated cost(s.)  
\_\_\_\_\_

11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase?

Yes  No

Procurement Service Division use only

Requisition # R \_\_\_\_\_  
(As Applicable)

Purchase Order # P \_\_\_\_\_  
(As Applicable)

Blanket Purchase Order # BPO 3002967  
(As Applicable)

If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.)  
\_\_\_\_\_

12. Is this a grant related purchase?  Yes  No

If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.) \_\_\_\_\_

Will this require matching funds?  Yes  No

What is the grant source? \_\_\_\_\_

What is the grant (dollar) amount? \_\_\_\_\_

13. Please complete an advanced search of the vendor recommended for award on the Federal Government's Systems for Award Management at [www.sam.gov](http://www.sam.gov).

Date of Advanced Search \_\_\_\_\_

Company Name(s) Searched

Search Results


\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### REQUESTING DEPARTMENT RECOMMENDATION

**WARNING:** Per Florida Statutes 838.22(2) – "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using 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.

  
\_\_\_\_\_  
Contract Administrator Signature

2/2/17  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Supervisor's Signature

02/02/17  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Director's Signature (required over \$15,000)



2/6/17  
\_\_\_\_\_  
Date

*Procurement Service Division use only*

Requisition # R \_\_\_\_\_  
(As Applicable)

Purchase Order # P \_\_\_\_\_  
(As Applicable)

Blanket Purchase Order # BPO 3002967  
(As Applicable)

APPROVAL (Procurement Service Division Use Only)			
Verified By:		Date	2/14/17
Approved By:		Date	2/23/2017

Procurement Service Division use only

Requisition # R \_\_\_\_\_  
(As Applicable)

Purchase Order # P \_\_\_\_\_  
(As Applicable)

Blanket Purchase Order # BPO 3002967  
(As Applicable)

January 30, 2017

City of Hollywood  
2600 Hollywood Boulevard, Room 303  
Hollywood, FL 33020  
Phone: 954-921-3552  
Fax: 954-921-3086  
Email: [rlowery@hollywoodfl.org](mailto:rlowery@hollywoodfl.org)  
Attn: Rob Lowery - Procurement Contracts Officer

Subject: Sole Source Representative of Nalco PermTreat<sup>®</sup> fluorescent-tagged  
membrane antiscalants PC-1850T

Dear Mr. Lowery:

This letter is to provide notification that Nalco Water is the sole source provider of Nalco PermTreat<sup>®</sup> fluorescent-tagged membrane antiscalant PC-1850T.

This letter also confirms that the antiscalant and control system called Nalco's 3D TRASAR<sup>®</sup> for RO SYSTEMS, also referred to as RO TRASAR, 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.

If you have questions regarding this issue, please contact myself or your Nalco Water contact Joe Frank at 704-236-1889.

Sincerely,



Jason P Fues  
Sr. Operations Manager  
Municipal Water Division  
Nalco Water, An Ecolab Company

Mr. Robert Lowery

January 31<sup>st</sup> 2017

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

Subject: Antiscalant Offer

Dear Robert:

Thank you for your continued interest in the Hollywood / Nalco Water partnership. As we've discussed, 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 that, Nalco Water would like to make the following offer.

- Nalco will maintain the price of the PC1850T antiscalant at \$1.19/lb or \$11.90/gal F.O.B. destination in bulk quantities for the 3 year extension.
- Nalco will provide a sole source letter to Hollywood on the chemistry and 3D TRASAR technology.
- Nalco will continue to provide and service Hollywood with 3D TRASAR monitoring equipment. These units control our chemistry to within 0.1ppm, unlike other control systems that may control +/- 10ppm. This has a positive effect on chemical consumption and minimizes overall chemical use. This unique control technology has protected the membranes at Hollywood for over 8 years.
- Nalco Water, a division of Ecolab (a \$15 billion company), will continue to provide resources to Hollywood, such as:
  - o Lab support
  - o pH support
  - o Industry leading technical advancements
- Nalco will continue with site visits on a minimum of a monthly basis. Living in Naples, I'm 1.5 hr. from your plant and our local office is in Orlando.

Please bear in mind that all previously mentioned services, technology and equipment are included in the price of the PC1850T



We trust that this will help Hollywood make a decision to maintain our partnership. Hollywood and Nalco invested over 6 months of trialing prior to making this decision 8 years ago and both parties have enjoyed the success of proper membrane maintenance. Also, Pompano Beach is now wanting to piggyback off of you, where Hollywood has piggybacked off them in the past.

This offer will be in effect March 11<sup>th</sup> 2017 thru March 10<sup>th</sup> 2020 .

Note: This offer is also extended to the City of Pompano Beach and City of Boynton Beach

If you have any questions, please don't hesitate to call me

Sincerely

**Joe Frank**  
Corporate Account Manager

**NALCO** Water  
An Ecolab Company

**Cell 704 236-1889**  
[jfrank@nalco.com](mailto:jfrank@nalco.com)



Welcome [dmainero@hollywoodfl.org](mailto:dmainero@hollywoodfl.org) | [Logout](#)  
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[Schedule](#)   [Task](#)   [Note](#)

[Vendor view of bid](#)

[Chat](#) | [Description](#) | [Attachments](#)

Bid #NTSS-007-17 - Nalco PC-1850T Antiscalant. NOTICE TO SOLE SOURCE

<b>Time Left</b>	<b>Bid has ended.</b>	<b>Notifications</b>	<a href="#">Report</a> <a href="#">(Bidder Activity)</a>
<b>Time Started</b>	Feb 14, 2017 2:42:05 PM EST	<b># of suppliers that viewed</b>	10 <a href="#">(View)</a>
<b>Time Ended</b>	Feb 22, 2017 5:00:00 PM EST	<b>Q &amp; A</b>	<a href="#">View Questions &amp; Answers</a>
<b>Agency Information</b>	City of Hollywood, Florida, FL <a href="#">(view agency's bids)</a>		Q&A Deadline: Feb 22, 2017 3:00:00 PM EST
<b>Department</b>	Public Utilities <a href="#">(view department's bids)</a>		
<b>Bid Classifications</b>	<a href="#">Classification Codes</a>		
<b>Bid Regions</b>	<a href="#">Regions</a>		
<b>Bid Contact</b>	<a href="#">see contact information</a>		
<b>View Rules</b>	Click here to <a href="#">change</a> the rules for this bid.		
<b>Best and Final Offer:</b>	<a href="#">Create</a>		

Approval

**View Approval Flow** [View Approval Flow](#)  
**Approval Status**   Approved

Description

**Bid Number**   NTSS-007-17  
**Title**   Nalco PC-1850T Antiscalant.  
**Budgeted Amount**   \$109,000.00 [\(change\)](#)  
**Estimated Amount**   \$109,000.00  
**Estimated Amount**   \$109,000.00 (This price is estimated - not guaranteed)  
**Description**   Nalco Company is the sole manufacturer of the Nalco PC-1850T.

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

Documents

[Select All](#) | [Select None](#) | [Download Selected](#)

1. [NTSS-007-17 Nalco.pdf](#) [\(download\)](#)

= Included in Bid Packet   = Excluded from Bid Packet

Contractor Advertisements

[View All Ads](#)

There are no advertisements on this solicitation.

NOT AWARDED REASON

The City of Hollywood did not receive any responses to the NTSS and will proceed with award to Nalco Company.

[Product Feedback](#)

Questions? Contact a BidSync representative: 800-990-9339 or email: [support@bidsync.com](mailto:support@bidsync.com)

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