



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

**Date:** January 8, 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. 6888 - Bids for Ferric Sulfate

**Recommendation:**

Acceptance of the responsive bid of Hawkins, Inc. for an estimated annual expenditure of \$ 50,000.00 to furnish and deliver ferric sulfate to Public Works Water Department, as needed through December 31, 2008, as follows:

Ferric Sulfate (dry basis) Price per ton - delivered by tank truck \$ 466.50  
Manufacturer: Kemira #6304-108214

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

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

Contingent on approval of the Civil Rights Department.

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

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

**Presenters:** Shahin Rezaina Director of Water Treatment and Distribution Services

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

**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 one (1) bid received on Official Publication No. 6888 for Ferric Sulfate is attached.

Please refer to the enclosed Staff Memo for additional information.

Attachments - Staff Recommendation  
Tabulation Sheet

cc: C. Catlin  
L. Richardson  
J. Patterson

**WATER TREATMENT AND DISTRIBUTION SERVICES DIVISION  
DEPARTMENT OF PUBLIC WORKS  
CITY OF MINNEAPOLIS**

**M E M O R A N D U M**

**TO:** Connie Beck  
**FROM:** Chris Catlin, Superintendent, Water Plant Operations  
**DATE:** December 17, 2007  
**RE:** Recommendation for Award  
Ferric Sulfate Bids

Please award the bid for ferric sulfate to Hawkins Chemical. I understand there was only one bidder.

I suspect that there was only one bid because ferric sulfate is not used extensively in this marketplace. We will be using ferric sulfate on a small-scale trial basis in an attempt to reduce our chemical costs. I suspect that if our results are favorable, additional suppliers will be willing to bid on the larger bid quantities that we would request for a permanent switch to ferric sulfate.

Also, the price of \$466.40 per ton compares favorably with a very similar chemical that we purchase – ferric chloride – at \$482.00 per ton.

The request for bids was sent to: Hawkins, DPC, Chemsolv, Kemira, Leahchem, General Chemical and Chemical Distributors.

Thank you

Chris

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

Offl. Publ. #6888

Bids opened 10 AM, CST

December 12, 2007

Minneapolis MN

Ferric Sulfate - dry basis  
Price per ton - delivered

Hawkins  
Inc

466.40

Manufacturer Name

Kemira  
6304-103214

Bidder offers to increase  
qtys up to 100% Y/N

yes  
net

Cash discount - % 20 days

Price  
and posted  
quarterly  
based on  
PPI Indy

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

*P. O'Brien*  
for FINANCE OFFICER

*Connie Beck* for  
ASST. DIRECTOR, PURCHASING