



November 19, 2021

**BL131-21  
PURCHASE OF PHOSPHATE CORROSION INHIBITOR AND  
LIQUID MAGNESIUM HYDROXIDE ON AN ANNUAL CONTRACT  
ADDENDUM #1**

This Addendum is made part of the Bid Documents of the above noted solicitation. Please make the following revisions to the above listed solicitation.

Q1. Could you please clarify if the above-mentioned bid requires a bid bond?

A1. A Bid Bond is not required.

Q2. Bid Opening - Will the public be able to attend the bid opening in person and/or online?

A2. The bid opening is held in person.

Q3. Corrosion Inhibitor – Scope - The County will evaluate each option and determine which option will provide the County with an overall low responsive bid. The County will make an award deemed in its best interest.

The bid is for 12 mos with an option to renew for 12 mos.....Is there more than one option (i.e. bid 12 mos. only or bid on 12 mos. plus the one year option)? Please clarify the option to consider.

A3. It is an annual contract with one option to renew for one year. So, two years with the first ending on 12/3/22. The second contract period would end on 12/3/23.

Q4. Unit Pricing, item #1

Suppliers are requested to enter a percentage above cost for Phosphate Corrosion Inhibitor The unit price is listed as \$2.75 gallon. How was the target unit price identified?

A4. It's not significant, we just picked a price for calculation purposes. We will award based on the % markup above cost.

Q5. For Clarification only on completing the bid, if we were to add 10% markup to the unit price, the bid sheet would be completed as follows?

	Est. Qty.	*Unit Price	% Markup above cost	Total
1.	110,000 gal	\$2.75	10%	\$302,500

A5. No, note example below. See attached revised Bid Schedule

	Est. Qty.	*Unit Price	% Markup above cost	Unit Price including % Mark-Up	Total
1.	110,000 gal	\$2.75	10%	\$3.03 (\$2.75 x 10%)	\$330,000.00

Q6. Based on the directions above all bidder will show the same total Cost 110,000 gals x \$2.75 or \$302,500.00, correct?

A6. That is not correct. See A5. Note attached revised Bid Schedule

Q7. The responsive bidder with lowest “% mark up above cost” will be the apparent low bidder, correct?

A7. That is correct

Q8. The actual billed price in this scenario is \$2.75 gal x 1.10 (or 10%) = \$3.025 Per gallon Correct?

A8. We would actually use \$3.03 because we can't go out further than 2 decimal places, per 4.5 on page 11.

Q9. Renewal - Unless otherwise noted, quoted prices will remain firm for one (1) additional one (1) year period. If a percentage increase will be a part of this bid, note this below. Due to current market volatility, it's imperative that a realistic percentage or percentage range is indicated and that it is based on market forecasting. This percentage increase will NOT be taken into consideration during evaluation and will NOT be used as a basis for award. Gwinnett County can only negotiate within the range provided. (Example, a supplier indicates 3-15%; upon renewal the market increases 20%, in this case, the supplier will be allowed to increase only up to 15%). The bid allow for and Increase/Decrease adjust over 4 individual periods.

A9. Note attached revised Bid Schedule.

Q10. Is this intended to allow for price adjustments on a quarterly and if so do we identify the specific dates. (i.e December 4, 2022-March 3, 2023 and so on.....)?

A10. We don't allow for adjustments during the contract period, which is 12 months.

Q11. Delivery

Deliver product within 72 hours of order placement by GCDWR

We can generally meet the Delivery requirement of the GCDWR, however with current supply chain environment suppliers may be require to take exception to the 72 hrs delivery/it will be help to add language that allow a supplier to meet the 72 hour delivery or a mutually agreed to delivery schedule.

Will the delivery exception deem the bidder non-responsive.?

A11. Note the revised verbiage on attached revised pages 11R & 14R.

This addendum should be acknowledged by signing and returning this addendum as part of your bid document.



Shelley McWhorter, CPPB  
Purchasing Associate III

Attachments: Revised Compliance Sheet, page 11R  
Revised Compliance Sheet, page 14R  
Revised Bid Schedule, page 18R  
Revised Bid Schedule, page 19R

**DO NOT RETURN THIS PAGE IF YOU ARE NOT BIDDING THIS CHEMICAL. HOWEVER, IF YOU ARE SUBMITTING A BID FOR THIS CHEMICAL, FAILURE TO RETURN THIS PAGE AS PART OF YOUR MAY RESULT IN REJECTION OF YOUR BID.**

### COMPLIANCE SHEETS

1. Phosphate Corrosion Inhibitor (continued)		Comply	Exception
<b>4</b>	<b>Supplier Requirements</b>		
4.1	Ship in bulk by manufacturer's tanker or a certified food grade carrier.		
4.2	After order placement, product to be delivered within 72 hours or a mutually agreed to delivery schedule.		
4.3	For safety and security purposes send an email 24 hours before delivery to Plant Manager and Operations Supervisor at the delivery location (Contacts will be provided in the request for delivery). Include driver's name, copy of driver's license, tanker port seal #s and Bill of Lading for verification upon delivery. Drivers are required to wear appropriate Personal Protective Equipment during offloading procedures.		
4.4	Submit certified analysis including viscosity, specific gravity, total phosphate, ortho/polyphosphate ratio, orthophosphate content, polyphosphate content, density, pH and chlorine demand.		
4.5	Bid as dollars per gallon, rounded up to two (2) decimal places. If unit price bid exceeds two (2) decimal places, the bid amount will be rounded up to two (2) decimal places.		
4.6	Allow product manufacturing plant visits by GCDWR staff for the purpose of verification of the manufacturing process and inspection of plant hygiene.		
4.7	Notify GCDWR of any change in content of product and/or method of manufacture before any re-formulated or alternatively manufactured product is delivered to the receiving site.		
<b>5</b>	<b>Testing, Verification &amp; Payment</b>		
5.1	Payment will be for gallon units of solution received at each location.		
5.2	Review of certified analysis (see 4.4 above) by GCDWR. Prior to offloading, a grab sample shall be taken from the top of the tanker for Quality Control/Quality Assurance analysis by plant staff.		
5.3	Delivered volume will be determined by dividing net weight by density per gallon of phosphate product. Payment will be made based on cost per gallon, based on GCDWR's onsite weight measurement.		
5.4	Trucks will be weighed upon arrival and after offloading, to verify the total gallons of product delivered.		

Supplier Name \_\_\_\_\_

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### COMPLIANCE SHEETS

2. Liquid Magnesium Hydroxide		Comply	Exception
<b>1</b>	<b>Standards and Certifications</b>		
1.1	All raw materials used in the manufacturing of Magnesium Hydroxide slurry product should originate in North America. Pre-approval is needed to use suppliers outside of North America. Submit a certificate of origin with your bid.		
1.2	Products delivered must be manufactured by the supplier bidding.		
1.3	Supplier should provide with the bid, an affidavit from the manufacturer guaranteeing adequate supply of material from multiple sources.		
<b>2</b>	<b>Delivery Locations and Projected Annual Quantities</b>		
2.1	F. Wayne Hill WRC 50,000 gallons		
2.2	Crooked Creek WRF 185,000 gallons		
2.3	Alcovy River PS 130,000 gallons		
2.4	Beaver Ruin PS 225,000 gallons		
2.5	Brooks Road PS 130,000 gallons		
2.6	Level Creek PS 114,000 gallons		
2.7	Lower Big Haynes PS 122,000 gallons		
2.8	Norris Lake PS 46,000 gallons		
2.9	Patterson PS 40,000 gallons		
2.10	Suwanee Creek PS 76,000 gallons		
<b>3</b>	<b>Material Specifications</b>		
3.1	Provide a magnesium hydroxide slurry in potable water with greater than 50% by weight magnesium hydroxide content.		
3.2	Slurry solids will have a gradation with a minimum of 95% by weight passing a 325-mesh screen and a minimum of 45% based on particle count being less than or equal to 25 microns.		
3.3	Slurry solids should consist of a minimum purity of 95% by weight magnesium hydroxide with typical impurities being quantified.		
<b>4</b>	<b>Supplier Requirements</b>		
4.1	Ship in bulk by truck by manufacturer's tanker or a certified food grade carrier.		
4.2	After order placement, product to be delivered within 72 hours or a mutually agreed to delivery schedule. Notify GCDWR 24 hours in advance of any shipment. No additional payment shall be made for shipments to multiple locations or for shipments that do not deliver a full tankerload of material.		
4.3	Comply with USDOT FMCSA Regulations for transport of hazardous materials		
4.4	Bid as U.S. dollars per gallon of liquid, rounded up to two (2) decimal places. If unit price bid exceeds two (2) decimal places, the bid amount will be rounded up to two (2) decimal places.		
4.5	Submit certified analysis including solids content, Mg(OH) <sub>2</sub> content by weight and sieve analysis of dry material used in slurry production.)		
4.6	Allow product manufacturing plant visits by GCDWR staff for the purpose of verification of the manufacturing process and inspection of plant hygiene.		

Supplier Name \_\_\_\_\_

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**BID SCHEDULE**

Item #	Product	Description	A	B	C	Total (B x C) x A
			Approx. Annual Qty.	*Unit Price	% Mark-up Above Cost	
1	Phosphate Corrosion Inhibitor	Bulk Solution	110,000 gal	\$2.75	%	\$

\*For the sake of the bidding process, use the unit price provided to calculate the total. Award of item #1 will be based on the % mark-up above cost and not item #1 total.

Pricing during Contract Term

Gwinnett County requires pricing to remain firm for the duration of the initial term of the contract. Failure to hold firm pricing for the initial term of the contract will be sufficient cause for Gwinnett County to declare bid non-responsive. Contract to begin upon award. The first contract period will end on December 3, 2022 to coincide with BL090-21.

Unless otherwise noted, quoted prices will remain firm for one (1) additional one (1) year period. If a percentage increase will be a part of this bid, note this below. Due to current market volatility, it's imperative that a realistic percentage or percentage range is indicated and that it is based on market forecasting. This percentage increase will NOT be taken into consideration during evaluation and will NOT be used as a basis for award. Gwinnett County can only negotiate within the range provided. (Example, a supplier indicates 3-15%; upon renewal the market increases 20%, in this case, the supplier will be allowed to increase only up to 15%).

**Item #1**

If a percentage <b>decrease</b> will be a part of this quote, please note in the space provided along with an explanation.		Or if a percentage <b>increase</b> will be a part of this quote, please note in the space provided along with an explanation.	
1 <sup>st</sup> Renewal Period	%	1 <sup>st</sup> Renewal Period	%

Supplier Name \_\_\_\_\_

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**BID SCHEDULE**

Item #	Product	Description	Approx. Annual Qty.	Unit Price	Total
2	Liquid Magnesium Hydroxide	Bulk Solution	1,118,000 gal	\$	\$
	Parts, Material and Equipment Percentage Charge Above Cost, not to exceed 15% of Actual Costs				%

Pricing during Contract Term

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**Item #2**

If a percentage <b>decrease</b> will be a part of this quote, please note in the space provided along with an explanation.		Or if a percentage <b>increase</b> will be a part of this quote, please note in the space provided along with an explanation.	
1 <sup>st</sup> Renewal Period	%	1 <sup>st</sup> Renewal Period	%

Supplier Name \_\_\_\_\_