

**EL PASO WATER UTILITIES  
PURCHASING DEPARTMENT  
P.O. BOX 511  
EL PASO, TEXAS 79961**

**POLYORTHOPHOSPHATE BLEND (RE-BID)**

**Bid Number 06-17**

**Addendum Number 2**

**JANUARY 25, 2017**

**Attention of all bidders is directed to the following addendum to this Bid Proposal:**

**BID OPEN DATE CURRENTLY READS: BIDS TO BE OPENED JANUARY 27, 2017 AT 2:00 P.M.**

**CHANGE TO READ: BIDS TO BE OPENED FEBRUARY 10, 2017 AT 11:00 A.M.**

**QUESTION:** We understand the bid seeks to compare dry phosphate content since phosphate content can differ from supplier to supplier; however, the bid calculation for this process mistakenly starts with the liquid weight of a full truckload of product to which the higher phosphate content percentage and higher price are multiplied together which in effect elevates any higher content product evaluation cost to a level that makes it non-competitive against all 30% active phosphate bids.

Since the unintended consequent of this formulation is to eliminate competition instead of enabling dry phosphate comparisons, we wanted to point out this error in the calculation formula.

In addition, any specific gravity requirement of 1.35 minimum will eliminate any 30% active phosphate products since the specific gravity of these products are below 1.35.

**ANSWER:** No discernable question was interpreted from the above.

**QUESTION:** Our firm has been working putting together chemistry to meet the new specifications that were included in the poly/orthophosphate blend bid proposal 06-17. We can produce the blend that meets your specifications, but you need to be aware that increasing the pH will result in a material that solidifies at standard room temperature.

Would you advise that we submit a bid on the poly/orthophosphate blend which we have been supplying to El Paso Water, or would you prefer us to submit a bid with the new chemistry knowing that El Paso would likely need to store the material in a heated/insulated tank?

**ANSWER:** Submit bid that is the most competitive best price based on current specifications as released through addendum #1.

**QUESTION:** How many Liquid Poly/Orthophosphate Liquid Pounds / Gallons were used in 2016 for EACH of the 4 Individual Water Treatment Plants listed in the Bid?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** How many bulk liquid tankers were delivered to EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What were the actual dollars (\$) spent on the Liquid Poly/Orthophosphate at EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** During the QUOTE-period prior to the cone of silence, I learned the Kay Bailey Hutchinson Desalination Plant requires 1.4 Seaquest Gallons per Million Gallons. The Desal WTP only averages 4.1 Million Gallons per Day. This means less than 6 SeaQuest Gallons are needed each day. Because the KBHWTP only operates during irrigation season, about 7 months per year or ~ 214 days per year, the Desal Plant only needs about 1,230 SeaQuest Gallons during the WTP's operational year. My big picture question is, if 1 or 2 full tankers are needed at the KBHWTP during its operational year, but only 1,230 gallons of SeaQuest during the same period of time, Why is no one interested in using less but more potent chemical for lower chemical costs? It seems to make sense to pilot trial the SeaQuest at this WTP and at the other WTP's where it can be shown SeaQuest will lower current chemical costs. It would seem desirable for Purchasing and the WTP's to pilot SeaQuest, at least in the littlest WTP when so much less chemical is needed during its operational year ~ only 4 330-Gallon Totes versus current phosphate amounts of 4,000 gallons to 8,000 gallons. In addition, our customers see 10 - 25% savings in chlorine costs when they switched to SeaQuest. And for the Water Treatment Plants raising their finished pH, again SeaQuest would allow them to reduce the amount of pH adjustment for additional savings.

So I have a hard time understanding why there is a reluctance on the part of water personnel to meet with me?

I can attend the conference call in person on Tuesday morning followed by a meeting in which I present the multiple benefits of using SeaQuest over the current product. Can such a meeting be arranged? Also, I'd like to schedule a Tel-Conference with you for Monday. When would be a convenient time for you?

**ANSWER:** This is not relevant to bid 06-17, the aforementioned spot buy had a unique composition of a PolyOrthophosphate use/application at such time and in no way should be a chief determinant in assessing best offer for bid 06-17 based on a quote solicited for a very unique and different set of circumstances at the time.

There is a Cone of Silence directive in effect for bid 06-17, this bid will be conducted as scheduled with a pre bid conference as indicated on Addendum number 1.

**QUESTION:** I read on the website that it is too late to ask questions about this bid. Do you have a document with all the questions that were asked that I may look at?

**ANSWER:** This addendum answers all questions which were submitted.

**QUESTION:** How many Liquid Poly/Orthophosphate Liquid Pounds / Gallons were used in 2016 for EACH of the 4 Individual Water Treatment Plants listed in the Bid?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** How many bulk liquid tankers were delivered to EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What were the actual dollars (\$) spent on the Liquid Poly/Orthophosphate at EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What is the Total Hardness of the effluent water at EACH Individual Water Treatment Plant listed in the Bid?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What is the Iron level of the effluent water at EACH Individual Water Treatment Plant listed in the Bid?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What is the Manganese level of the effluent water at EACH Individual Water Treatment Plant listed in the Bid?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What were the Total Million Gallons (MG's) treated at EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What were the total dollars spent on Chlorine at EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What were the total dollars spent on pH adjustment products at EACH Individual Water Treatment Plant listed in the Bid during 2016?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** What is the Name and Contact information of the people at TCEQ El Paso is working with regarding the problem of corrosive water?

**ANSWER:** This question is not appropriate to this bid and answering this question will not help to clarify the bid in any way.

**QUESTION:** In response to this morning's pre-bid conference call, the current minimum pH level and specific gravity level will require manufacturers to add additives that will reduce the purity of the product. Since no specifications have been made as to what additives will be acceptable and in light that it is not general industry practice to require pH adjustments and specific gravity adjustments up, it is our recommendation that these two requirements be removed from the phosphate bid specification.

**ANSWER:**

The specific gravity and pH will be examined and re-addressed for further clarification and response through an addenda 3

Bidder shall acknowledge receipt of this addendum and submit this acknowledgment with their bid submittal. Failure to acknowledge addendum(s), may result in rejection of bid.



Levi Chacon  
Purchasing Agent

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**BIDDER'S ACKNOWLEDGEMENT OF RECEIPT**



R. Guevara