

CONTRACT PRICE INCREASE REQUESTS

Awarded Vendor: C & S Chemicals

ITB Number: 17-100828

ITB Name: Water & Wastewater Treatment Chemicals – Annual Contract with 2 Options to Renew

CPA Number: 1078358

Description:

Requested increase unit price amount: \$233.45/Ton

Line Item No. 1: Aluminum Sulfate - Liquid Aluminum

The original ITB was awarded based on the overall lowest, responsive and responsible bids. There were four (4) responsive bidders for Item No. 1:

C & S Chemicals - \$153.45/Ton

GEO Specialty Chemicals - \$182.98/Ton

Chemtrade - \$224.00/Ton

Univar - \$286.25/Ton

Item No. 1 was awarded to C & S Chemicals at \$153.45/Ton. At the time of the first renewal, the price increased to \$183.45/Ton. When requesting the second renewal, C & S Chemicals requested for a price increase of \$233.45/Ton. Agent requested the current unit price for aluminum sulfate from Chemtrade and GEO Specialty Chemicals to verify if C & S Chemicals is still the lowest, responsive and responsible bidder and the current market price. Chemtrade responded stating the current price is \$295/Ton. GEO Specialty Chemicals did not respond. After reviewing the submitted quote, it was determined that C & S is still the lowest, responsive and responsible bidder.

ITEM No.	DESCRIPTION	C & S CHEMICALS							
		Estimated Number of Units	Unit	Initial Unit Price	Initial Amount	1 st Renewal Unit Price	1 st Renewal Amount	New Unit Price	New Amount
1	Aluminum Sulfate, to be delivered in 3000 – 4000 gallon tank truck as Liquid Aluminum	5,200	Ton	\$153.45	\$797,940.00	\$183.45	\$953,940	\$233.45	\$1,213,940.00

Price Increase
ITB 17-100828
Page 2

Awarded Vendor: Chemrite
ITB Number: 17-100828
ITB Name: Water & Wastewater Treatment Chemicals – Annual Contract with 2 Options to Renew
CPA Number: 1078280

Description:
 Requested increase unit price amount: \$189.26/Ton
 Line Item No. 5: Quicklime

There were two (2) responsive bidders for Item No. 5:

Chemrite - \$182.50/Ton
 Carmeuse Lime & Stone - \$223.00/Ton

The new unit price increase for line item #5 was accepted by the Department of Watershed Management (DWM). The price increase was applied to Chemrite's original bid and it increases the amount to \$1,040,930.00. Chemrite remains to be the lowest, responsive and responsible bidder.


ITEM No.	DESCRIPTION	Chemrite					
		Estimated Number of Units	Unit	Initial Unit Price	Initial Amount	New Unit Price	New Amount
5	Quicklime, high calcium quick slaking, 90% available CaO, rotary kiln, 25 ton lot to be blown into silos by shipper truck in accordance with AWWA current applicable standards and per specifications.	5,500	Ton	\$182.50	\$1,003,750.00	\$189.26	\$1,040,930.00

Along with price increase requests for ITB 17-100828 Water & Wastewater Treatment Chemicals, Premier Magnesia requested to change the unit of measurement from gallons to wet lbs. DWM approved their request.

Please find attached a copy of the price increase requests with supporting documentation submitted by C & S Chemicals and Chemrite, the new quote provided by Chemtrade and the unit of measurement change request from Premier Magnesia.

Approved Denied

Date: 8/19/19

Signature: 
 Talisa R. Clark, MBA, CPPO
 Chief Procurement Officer
 Department of Purchasing & Contracting



Approved request for Chemrite

* Email also shows Dwm's acknowledgement of price

Thomas, Sophia D. increase for C+S chemicals.

From: Stroman, Valencia D.
Sent: Wednesday, August 7, 2019 12:45 PM
To: Thomas, Sophia D.
Cc: Killingbeck, Marketa H
Subject: FW: DeKalb County contract renewal

Hi Sophia,

Please see UD's acceptance.

Best Regards,
Valencia D. Stroman

Fiscal Assistant

DeKalb County Department of Watershed Management

1580 Roadhaven Drive
Stone Mountain, Georgia 30083
vstroman@dekalbcountyga.gov

 770-621-3530

DeKalbCountyGA.gov



DeKalb County
GEORGIA



From: Decker, Colin J. <cjdecker@dekalbcountyga.gov>
Sent: Wednesday, August 7, 2019 12:28 PM
To: Stroman, Valencia D. <vstroman@dekalbcountyga.gov>
Cc: Gobin, Kenneth H. <khgobin@dekalbcountyga.gov>
Subject: RE: DeKalb County contract renewal

Thanks Valencia,

Accepted.

Colin J. Decker BS, MBA, WWI

Plant Manager
Snapfinger AWTF
Department of Watershed Management
DeKalb County, GA
4124 Flakes Mill Road
Decatur, GA 30034
Office - 770-808-2913
Mobile - 678-898-2772

From: Stroman, Valencia D. <vstroman@dekalbcountyga.gov>
Sent: Wednesday, August 07, 2019 10:01 AM
To: Gobin, Kenneth H. <khgobin@dekalbcountyga.gov>; Decker, Colin J. <cidecker@dekalbcountyga.gov>
Cc: Killingbeck, Marketa H <mhkilllingbeck@dekalbcountyga.gov>
Subject: FW: DeKalb County contract renewal

Hi,

Please review and provide comments if any. Thanks.

Best Regards,
Valencia D. Stroman

Fiscal Assistant

DeKalb County Department of Watershed Management

1580 Roadhaven Drive
Stone Mountain, Georgia 30083
vstroman@dekalbcountyga.gov

 770-621-3530
 DeKalbCountyGA.gov



From: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Sent: Wednesday, August 7, 2019 9:54 AM
To: Killingbeck, Marketa H <mhkilllingbeck@dekalbcountyga.gov>
Cc: Stroman, Valencia D. <vstroman@dekalbcountyga.gov>
Subject: FW: DeKalb County contract renewal

Please review and let me know if you accept the new price. Please provide an answer by noon tomorrow so that I can include it with the price increase for C&S if needed.

Sophia Thomas | Procurement Technician
DeKalb County Government | Purchasing & Contracting Department
1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030
Office: (404) 371-2936
sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov
Productivity, Accountability, Customer Service, Teamwork



From: Aaron Opp <aaron@chemrite.com>
Sent: Wednesday, August 7, 2019 9:14 AM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>; Anne Torrez <anne@chemrite.com>; Joe Opp <joe@chemrite.com>
Subject: RE: DeKalb County contract renewal

Sophia,

Good morning. The signed extension with price increase letter are attached along with the business license. The insurance certificates will be coming later when Anne is able to obtain them. She will be in the office shortly.

Please let me know if you have any questions.

Best Regards,

Aaron Opp
Chemrite Incorporated
5202 Belle Wood Court
Suite 104
Buford, GA 30518
770-271-5576
770-271-4068 fax
877-248-0017 toll-free
www.chemrite.com

From: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Sent: Wednesday, July 31, 2019 3:13 PM
To: Anne Torrez <anne@chemrite.com>; Joe Opp <joe@chemrite.com>
Cc: Aaron Opp <aaron@chemrite.com>
Subject: RE: DeKalb County contract renewal

Hello,

Just sending a reminder regarding the contract renewal form. If you would like to renew for a new term, please provide your certificate of insurance and a copy of your 2019 business license. Once I get a response about your request, I'll let you know.

Thanks,

From: Thomas, Sophia D.
Sent: Wednesday, July 17, 2019 5:07 PM
To: 'Anne Torrez' <anne@chemrite.com>; Joe Opp <joe@chemrite.com>
Cc: Aaron Opp <aaron@chemrite.com>
Subject: RE: DeKalb County contract renewal

Yes, you can use the address below.

Sophia Thomas | Procurement Technician
DeKalb County Government | Purchasing & Contracting Department
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sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov
Productivity, Accountability, Customer Service, Teamwork



From: Anne Torrez <anne@chemrite.com>
Sent: Wednesday, July 17, 2019 3:49 PM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>; Joe Opp <joe@chemrite.com>
Cc: Aaron Opp <aaron@chemrite.com>
Subject: Re: DeKalb County contract renewal

Hello,

DeKalb County contract renewal received.

What address should be used on the COI's? Is it the one on the bottom of this page?

Please confirm and we will get those documents requested.

Thank you,

Anne Torrez
Office Manager
5202 Belle Wood Court, Suite 104
Buford, GA. 30518
anne@chemrite.com
770-271-5576

From: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Sent: Wednesday, July 17, 2019 3:28 PM
To: Anne Torrez <anne@chemrite.com>; Joe Opp <joe@chemrite.com>
Subject: DeKalb County contract renewal

Hello,

Please review and return the attached renewal form for Contract No. 1078280 Water Wastewater Treatment Services with your response along with a copy of your business license and up-to-date certificate of insurance for the contract.

Thank you,

Sophia Thomas | Procurement Technician

DeKalb County Government | Purchasing & Contracting Department

1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030

Office: (404) 371-2936

sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov

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DeKalb County
G E O R G I A

Thomas, Sophia D.

From: Killingbeck, Marketa H
Sent: Friday, July 26, 2019 10:46 AM
To: Thomas, Sophia D.
Cc: Stroman, Valencia D.
Subject: RE: Need renewal forms and other things

Sophia,

The end user would like to know what is the price increase, there is a lot going on in the documents and a true number is not clear.

Thank you,

Marketa H. Killingbeck, MBA, GCPA

Project Coordinator

DeKalb County Department of Watershed Management

1580 Roadhaven Drive
Stone Mountain, Georgia 30083
mhillingbeck@dekalbcountyga.gov

 770-621-7281
 404-328-5859
DeKalbCountyGA.gov



From: Thomas, Sophia D.
Sent: Thursday, July 25, 2019 5:56 PM
To: Killingbeck, Marketa H <mhillingbeck@dekalbcountyga.gov>
Cc: Stroman, Valencia D. <vsstroman@dekalbcountyga.gov>
Subject: RE: Need renewal forms and other things

Thank you. Let me know if you accept the price increase from C&S. Once you give me an answer, I can prepare the documents for management.

Sophia Thomas | Procurement Technician
DeKalb County Government | Purchasing & Contracting Department
1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030
Office: (404) 371-2936
sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov
Productivity, Accountability, Customer Service, Teamwork



From: Killingbeck, Marketa H
Sent: Thursday, July 25, 2019 3:53 PM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Cc: Stroman, Valencia D. <vstroman@dekalbcountyga.gov>
Subject: RE: Need renewal forms and other things

Sophia,

Please see the renewal for Water/Wastewater Chemicals.


Thank you,

Marketa H. Killingbeck, MBA, GCPA

Project Coordinator

DeKalb County Department of Watershed Management

1580 Roadhaven Drive
Stone Mountain, Georgia 30083
mhkillingsbeck@dekalbcountyga.gov

 770-621-7281
 404-328-5859
DeKalbCountyGA.gov



From: Thomas, Sophia D.
Sent: Wednesday, July 24, 2019 6:40 PM
To: Killingbeck, Marketa H <mhkillingsbeck@dekalbcountyga.gov>
Cc: Stroman, Valencia D. <vstroman@dekalbcountyga.gov>
Subject: Need renewal forms and other things

Hello,

Please provide the renewal forms ASAP for:

- **Water/Waste Water Treatment Chemicals**
 1. Do you agree with the attached price increase information from C & S Chemicals?
 2. PVS Chemical Solutions did not renew.
 3. Does DWM need to renew with Brenntag since Univar is the contractor for bleach and caustic soda?
- Ferric Chloride - DWM agreed to price increase
- Panel Vaults and Traffic Meter Boxes
- PVC Sewer Pipes – Core & Main did not renew, waiting to hear from Fortiline

Regarding Clean Screened Fill Dirt, I am waiting on FM Shelton's COI. Myself and others have reached out to them and have not received a response yet. Other than that everything is ready to be put in Oracle for use.

Thomas, Sophia D.

Approved request for Premier Magnesia
aka Premier Chemicals

From: Killingbeck, Marketa H
Sent: Monday, August 5, 2019 4:56 PM
To: Thomas, Sophia D.
Cc: Stroman, Valencia D.
Subject: RE: Premier Magnesia- Standardized invoicing UOM

Sophia,

The end users state that the structure is approved.

Thank you,

Marketa H. Killingbeck, MBA, GCPA

*Project Coordinator
DeKalb County Department of Watershed Management*

1580 Roadhaven Drive
Stone Mountain, Georgia 30083
mhkillingbeck@dekalbcountyga.gov

770-621-7281
404-328-5859
DeKalbCountyGA.gov



DeKalb County
GEORGIA



From: Thomas, Sophia D.
Sent: Monday, August 05, 2019 11:28 AM
To: Killingbeck, Marketa H <mhkillingbeck@dekalbcountyga.gov>
Cc: Stroman, Valencia D. <vsstroman@dekalbcountyga.gov>
Subject: FW: Premier Magnesia- Standardized invoicing UOM

Also, any news about the below request?

From: Charles Gehret <chgehret@premiermagnesia.com>
Sent: Thursday, July 25, 2019 11:23 AM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Cc: David Schumacher <dschumacher@premiermagnesia.com>; Peter Ahl <pahl@premiermagnesia.com>
Subject: Premier Magnesia- Standardized invoicing UOM

Sophia,

Pleasure speaking to you today.

In regards to what we quickly spoke about, I wanted to ask if it possible to make a change in how we price to you moving forward with this new contract period?

Currently, we price in gallons with you. With the changes we are making in Premier, primarily the move to an ERP system, we are requesting to our clients that we standardize our unit of measure instead of using various units of measure, which we currently do. We would like to change all our slurry clients to a wet lbs price.

The goal of this move is to standardize while keeping pricing simple and as close to the current process you have with reviewing invoices to ensure correct pricing. Moving to wet lbs accomplishes both of those goals. It is expected for the client to receive the same equivalent price as your current unit of measure, so the bottom-line costs should continue to be the same. It also allows the customer the ease of reviewing invoices too. I assume in order to review currently, you simply use the gallons listed in the BOL and multiplying the unit cost. With this change the only real difference is instead of looking at the gallons listed in the BOL, a client would use the weight listed in the BOL which happens to be in wet lbs. From there, the process is the exact same for reviewing by multiply against the new unit of measure.

With the above info and question in mind, is this something that can be accomplished for the next contract period? Are there any concerns regarding this change? Any thoughts?

If there is any confusion of what is being asked and how this decision will affect your current business with us, feel free to contact me or your salesman, David Schumacher. We would be happy to assist.

We look forward to hearing your response.

Have a great day.

Charles Gehret
Premier Magnesia
Northeast Sales Manager, Industrial Products
Office: 610-828-6929 Ext: 285
Cell: (267) 249-9176
CHGehret@premiermagnesia.com

C&S Price increase request with supporting documents

Thomas, Sophia D.

From: Mike Chandler <mikechandler@candschemicals.com>
Sent: Wednesday, June 12, 2019 1:00 PM
To: Thomas, Sophia D.
Cc: Lisa Youmans
Subject: Re: Renewal of Contract No. 1078358

Sophia,

I just sent you information on both the global Sulfuric Acid market and Global Alumina market. Alumina and Sulfuric are the two raw materials used to make Aluminum Sulfate. It is unprecedented that these two have been this volatile at the same time.

As you can see, this has been a global issue that has caused cost to go up considerably for all related industries.

Unfortunately, this is causing us to raise pricing across the board on current contracts as well as any new contracts/bids. We would be able to renew our contract with Dekalb County at \$233.45/Dry Ton effective October 1

I also wanted to mention that our Finance Department has been hard at work with the DeKalb County Finance Department on some changes. RGM of Georgia and C&S Chemicals have been sister companies in the past. However, during the past year, RGM was dissolved and everything switched over to C&S. We need to ensure that the contract renewal and future PO is issued with C&S. We can pull in both Finance Departments to make sure everything is in place that is needed

Thanks!

On Wed, Jun 12, 2019 at 12:48 PM Thomas, Sophia D. <sdthomas@dekalbcountyga.gov> wrote:

Market information would be great.

Thanks,

From: Mike Chandler <mikechandler@candschemicals.com>
Sent: Wednesday, June 12, 2019 12:43 PM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>; Lisa Youmans <lisayoumans@candschemicals.com>
Subject: Re: Renewal of Contract No. 1078358

We do not receive Aluminum Sulfate as we are not a distributor. We are the direct manufacturer of the aluminum sulfate. I should be able to provide some market information on our raw materials which, due to their increases, has increased our cost of production.

Let me see what I can put together and will send over to you.

On Wed, Jun 12, 2019 at 12:36 PM Thomas, Sophia D. <sdthomas@dekalbcountyga.gov> wrote:

If possible, provide documentation from whomever you receive aluminum sulfate from or a detailed published chart/graph showing how the price increased.

From: Mike Chandler <mikechandler@candschemicals.com>
Sent: Wednesday, June 12, 2019 12:27 PM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Cc: Lisa Youmans <lisayoumans@candschemicals.com>
Subject: Re: Renewal of Contract No. 1078358

Thanks Sophia. Just to clarify, do you simply need something on our letterhead stating price increase? Also, am I to just write in new price on bid schedule?

This bid schedule is the original bid price from 2017. There was a price change in 2018 which is not on this...does that matter?

On Wed, Jun 12, 2019 at 12:16 PM Thomas, Sophia D. <sdthomas@dekalbcountyga.gov> wrote:

A copy of your submitted bid schedule is attached.

From: Mike Chandler <mikechandler@candschemicals.com>
Sent: Wednesday, June 12, 2019 12:13 PM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Cc: Lisa Youmans <lisayoumans@candschemicals.com>
Subject: Re: Renewal of Contract No. 1078358

Sophia,

I will get this together. Can you please provide me with a copy of the bid schedule?

On Wed, Jun 12, 2019 at 12:02 PM Thomas, Sophia D. <sdthomas@dekalbcountyga.gov> wrote:

Hello,

Thank you so much for this information. To prepare for the upcoming renewal, please provide documentation stating the price increase. Also, provide an updated bid schedule with the updated unit prices and amounts. If you need a copy of your submitted bid schedule for ITB 17-100828, please let me know.

From: Mike Chandler <mikechandler@candschemicals.com>

Sent: Wednesday, June 12, 2019 11:37 AM

To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>; Lisa Youmans <lisayoumans@candschemicals.com>

Subject: Re: Renewal of Contract No. 1078358

Sophia,

I wanted to discuss with you the renewal of Contract No. 1078358 that expires on September 30th. I am starting these discussions early as we have seen great increases in our raw materials and other costs that we are having to pass along to customers.

With our renewal last year, we based our price off of the Gainesville, GA bid. We were the low bidder at Gainesville and were awarded the contract at \$237/Dry Ton...a \$50/Dry Ton increase over last year.

I know this is a large increase; however, our raw material industries have been extremely volatile over the past year. For reference, the second lowest bidder at Gainesville quoted \$288.70/Dry Ton

We will need to increase our price, effective October 1, to \$233.45/Dry Ton. Please take this price into consideration for our renewal. We will like to get this locked in as quickly as possible so that we can contract our raw materials prior to any more increases

Let me know how you would like to proceed from here...Thanks!

On Mon, Jul 16, 2018 at 10:36 AM Mike Chandler <mikechandler@candschemicals.com> wrote:

Sophia,

I have included the email of price increase that we provided to the City of Gainesville, Ga who we also supply. The email will give a good background of our raw material market over the past year.

You will also notice that DeKalb County has had a significant price discount due to your size and consumption (City of Gainesville uses about half the volume of DeKalb County). We currently have your business at \$153.45 whereas, until July 1, Gainesville was at \$169.00.

Gainesville has been quoted \$187.00/Dry Ton and we would like to offer DeKalb County \$183.45/Dry Ton. While this is an increase, it is still less than the second lowest bidder the last time you went out to bid.

I also believe this is still lower than market price. The increases I discuss below are across the board and I envision the that going back out to bid would better reflect market price.

Please consider and review our pricing of \$183.45/Dry Ton for renewal of the Aluminum Sulfate contract. Also, please review the email below.

C&S Chemicals, Inc. has thoroughly enjoyed the working relationship we have established over many years with the City of Gainesville and we appreciate the opportunity to renew our contract for Aluminum Sulfate. Unfortunately, we have seen some hefty increases in our raw materials that we must pass along to our customers.

I wanted to give you a little information as to what has happened in the market over the past year. Our raw materials for Aluminum Sulfate are Alumina and Sulfuric Acid. The pricing of which is directly effected by the listed pricing of SGA (Steel Grade Alumina) and Sulfur.

Over the past year, we have seen increases in both products. The Tampa Index for the price of Sulfur in Q4 2016 was \$70.00. Q4 2017, the Tampa Index is \$110.00. This is an increase of 57% over the past year.

As for SGA, this time last year, the price was \$344.00 and the latest price for Q4 2017 is now at \$463.00 which is a 35% increase over the past year.

As a direct result of increases in the market, we need to increase the our price of Aluminum Sulfate by \$18.00/Dry Ton. This will increase your delivered price from \$169.00 to \$187.00/Dry Ton

Again, I do apologize for having to increase pricing this year but this is a cost that we simply can not absorb. We always pride ourselves on being the low cost provider in the market and we believe this is very aggressive pricing for these economic times. The second lowest bidder the last time you sent this out to bid was \$188.70/Dry Ton. We are still lower than that pricing a year later and all of our competition would have seen similar increases in raw material pricing.

C&S Chemicals, Inc. hopes that you will consider this price increase and extend our contract for yet another year. Again, this price will take effect after the conclusion of our current contract on July 1, 2018.

Please let us know how you would like to proceed.

On Fri, Jul 6, 2018 at 3:53 PM, Thomas, Sophia D. <sdthomas@dekalbcountyga.gov> wrote:

Dear Mr. Chandles,

Please review and return the attached renewal form for Contract No. 1078358 with your response.

Thank you,

Sophia Thomas | Procurement Technician
DeKalb County Government | Purchasing & Contracting Department
1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030
Office: (404) 371-2936
sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov
Productivity, Accountability, Customer Service, Teamwork



DeKalb County

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Mike Chandler
C&S Chemicals, Inc.

770-977-2669 x205
Fax-770-977-4702

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Mike Chandler
C&S Chemicals, Inc.

770-977-2669 x205
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Fax-770-977-4702

--
Mike Chandler
C&S Chemicals, Inc.

770-977-2669 x205
Fax-770-977-4702

Thomas, Sophia D.

From: Mike Chandler <mikechandler@candschemicals.com>
Sent: Wednesday, June 12, 2019 12:52 PM
To: Thomas, Sophia D.
Subject: Fwd: Alumina Prices Putting Pressure on Downstream Products - Steel, Aluminum, Copper, Stainless, Rare Earth, Metal Prices, Forecasting | MetalMiner

Sophia,

Below is the market information for Alumina that we have been providing customers

----- Forwarded message -----

From: Rob Chandler <robchandler@candschemicals.com>
Date: Thu, Apr 11, 2019 at 12:05 PM
Subject: Fwd: Alumina Prices Putting Pressure on Downstream Products - Steel, Aluminum, Copper, Stainless, Rare Earth, Metal Prices, Forecasting | MetalMiner
To: <mikechandler@candschemicals.com>

Sent from my iPad

Begin forwarded message:

From: Rob Chandler <robchandler@candschemicals.com>
Date: August 21, 2018 at 10:44:07 AM EDT
To: robchandler@candschemicals.com
Subject: Alumina Prices Putting Pressure on Downstream Products - Steel, Aluminum, Copper, Stainless, Rare Earth, Metal Prices, Forecasting | MetalMiner

<https://agmetalminer.com/2018/05/30/alumina-prices-putting-pressure-on-downstream-products/>

Alumina Prices Putting Pressure on Downstream Products

Stuart Burns May 30, 2018



Alexander Chudaev/Adobe Stock

For years — decades, even — the price of alumina was taken to be one-third of the primary aluminum price. For many years, such a relationship was enshrined in long-term supply agreements with alumina producers sharing in the ups and downs of the primary aluminum price experienced by the smelters.

Need buying strategies for steel? Try two free months of MetalMiner's Outlook

Incidentally, primary smelters' power cost was often likewise tied to the primary aluminum price, sheltering smelters from a divergence in their input costs pushing them into losses and making aluminum smelting a much more attractive long-term investment for the financial community.

Well, that happy state of affairs began to unravel around the start of the decade as **Alcoa, Rio Tinto** and some other leading alumina producers decided to break away and sell more, if not all, of their output at spot prices or floating prices linked to an index — or, more commonly, an element of both.

According to Aluminium Insider, Alcoa is now pricing around 95% of its third-party alumina sales basis either on an index or the spot market. Bauxite and alumina suppliers are not driven by identical dynamics to the aluminum smelters. If nothing else, the producers can be different and the sites of production are often different, opening up the possibility for pressure points erupting for one part of the supply

chain without it hitting the whole market. Think China, which is a major importer of bauxite, a partial importer of alumina and has the potential to be a major exporter of primary aluminium if primary metal exports were not deliberately restrained by the authorities with a hefty export tax.

So, when U.S. sanctions against Oleg Deripaska hit **Rusal**, the world's largest aluminum producer outside China and a major supplier of alumina to smelters around the world – Rusal produces 2.3 million tons of alumina that it sells to third parties — effectively halted supply, it is hardly surprising the alumina market spiked.

Alumina price – Platts FOB Australia (US\$/t)



Source: Platts

The impact on the alumina market of Rusal being shut out of the supply market was exacerbated by the temporary enforced closure of **Hydro's** Alunorte refinery in Brazil on environmental grounds.

Alunorte is the largest alumina refinery in the world, producing nearly 6 million tons per annum. Restrictions removed nearly a quarter of a million tons per month, according to Aluminium Insider.

Prices reached \$800 per ton, which put extreme pressure on those mills that are not vertically integrated and were forced to pay spot prices – if they could locate supply.

The one-third pricing model was blown out the water, at \$800/ton and two tons of alumina required to yield one ton of aluminum, alumina costs were close on two-thirds of finished aluminum prices. Both LME primary aluminum prices and alumina spot prices have since eased, but are still out of line with historical trends.

As a result, consumers are seeing billet premiums and conversion premiums rising even though the LME ingot price has stabilized in a band around \$2200-2250/ton.

Although Alunorte is expected to resume full production in July, easing supply, and the sanctions against Deripaska have been postponed to give him the opportunity to exit control and, hence, avoid Rusal's shutout from the market, prices remain sensitive to news and supplies are not exactly plentiful.

In the face of solid demand for downstream products, elevated conversion premiums are likely to remain a feature for the rest of this year, even if the LME price stays in the current range. Consumers will need to shop around for supplies, as some producers will be more exposed to upward pressure on billet premiums than others.

MetalMiner's Annual Outlook provides 2018 buying strategies for carbon steel

The market is likely to settle down in a month or two and is already showing less distress than at the beginning of May. However, having raised conversion premiums, the supply chain is unlikely to willingly give them up again, with demand remaining robust.

Sent from my iPad

Sulphuric Acid

The domestic sulphuric acid market is balanced amid maintenance and firm demand. On the raw material side, a decrease in the Tampa molten sulphur quarterly contract price is on the horizon for 2Q. It is hard to call the extent of the decrease, however, as global prices continue to slide on a weak phosphate market as discussed in the *Sulphur* section.

Market participants say even with a Tampa sulphur price decrease pending, they do not expect sulphuric acid prices to weaken as long as demand remains firm. Suppliers are fully expecting tightening of supply as 2Q progresses and warmer temperatures are realized which should support more consumption for water treatment for example. Sulphuric acid regen providers will also have reduced availability going towards summer due to the seasonal pick up in demand from refineries to support alkylation.

We will also see some new sources of consumption ramp up their requirements as 2Q progresses. This includes **Evonik's** new plant in South Carolina and **American Zinc Recycling (AZR)** in North Carolina. It is understood both of these facilities have begun taking small volumes as they begin to ramp up. Combined demand of the two-new consuming points is around 70,000 st/yr with **Southern States** the contractual supplier. In addition to the new demand, more stable consumption is also expected from the Henry, Illinois amsul plant compared with last year.

As we have been discussing in recent months, it is only an improvement in supply or a decline in demand that will ease the tightness seen in the market since around summer 2017. There are no indications that we should expect a supply improvement. There could be a slight uptick at certain facilities if sulphur supply improves and prices soften, but again this would be offset by some of the seasonal factors such as reduced availability from regen producers.

Extra Notes

Offshore imports increased notably last year to offset domestic supply issues amid firm demand. This resulted in imports for all states except North Carolina increasing in 2018. The increase in Texas is driven by **Saconix** importing more with unplanned production issues and maintenance contributing to the firmer volumes into Louisiana and Florida. Volume to Savannah, Georgia has increased on more steady throughput by **Glencore** and the augmenting of domestic supply with imports.

US Sulphuric Acid Offshore Imports by State - metric tonnes (t)

	Dec-18	Dec-17	% change	2018	2017	% change
Texas	25,122	18,364	37%	328,855	237,990	38%
Louisiana				112,618	31,838	254%
Florida	13,219	11,954	11%	135,375	92,911	46%
Georgia				128,924	98,556	31%
North Carolina		3,500	-100%	24,600	35,829	-31%
Total	38,341	33,818	13%	730,372	497,124	47%

-32% Source: United States International Trade Commission (USITC)

Industrial Chemicals Supplement

Our April issue of *Industrial Chemicals: US and Canada* will be published on April 29. We welcome your feedback on this expanded coverage as we strive to provide greater insight into related markets - please email us at info@acuitycommodities.com.

We also continue to see supply disruptions. In our last issue we discussed how **El Dorado** was understood to be down on an unplanned basis. It is not heard to be back up and running, but a converter at the plant will be changed this year which is expected to alleviate most of the unplanned operational issues it has been experiencing since last year.

In the west, sources say **Freeport McMoRan** has been struggling with a furnace leak at its Miami, Arizona smelter. This is ahead of its planned 15-day turnaround to commence later this month. This is said to have impacted Freeport's internal balance, in addition to some sulphur supply issues and as it prepares for reduced availability from Mexico. We expect rail shipments from Mexico to drop in April and May amid four weeks of planned maintenance at **Grupo Mexico's** La Caridad smelter. It is understood that during one of the four weeks, no acid will be produced while for the remaining time it will at around half rates once it commences in 2H April. This comes as its affiliated **Asarco** smelter in Hayden, Arizona is still struggling to run at optimal rates, therefore providing little relief. **Rio Tinto Kennecott** confirmed smelter operations resumed in 1H March following completion of planned maintenance, which does relieve a bit of regional pressure.

Also out west we continue to track the progress of the **Sumitomo/SATCO** sulphuric acid tank project in Stockton, California. Once completed, the tanks will be the first on west coast North America capable of receiving imported sulphuric acid. As we have previously reported, the first vessel to feed the tank was expected in 2H. A review of the project's permitting process indicates the permit application for phase three of the project requires a resubmittal while the permit for the fourth phase is under review after being submitted in early March.

Stockton tank update

The global sulphuric acid remains firm, although a bit weaker mainly on greater than expected supply availability. The softness in sulphur, triggered by poor phosphate fertilizer demand, also means anyone who can burn sulphur has been maximizing this route, thereby reducing the interest in buying acid.

As a result, the US spot import price has been notionally lowered to \$105-115/t CFR to align with the softening in prices seen in the key northwest Europe supply region. No spot activity has been reported for 2019 with last business concluded in 2H December in the previous range.

US spot import price assessed notionally lower



January 19, 2018

Sulfuric Acid Market Update

In 2017, the sulfuric acid market experienced many challenges for several reasons. While many of these challenges were related to temporary supply disruptions, there were several developments that will impact the supply side on a longer-term basis. With continued strong industrial demand, the sulfuric acid market is considered balanced to tight in early 2018.

As added insight, please find below a list of longer-term impacts to North American supply:

- **Chemtrade (Augusta, GA)** – This acid plant has been idled and sources indicate a low likelihood of restarting the facility in 2018, removing ~ 50,000 tons annually from the southeast US supply chain.
- **Vale (Sudbury, ON)** – This nickel smelter has been converted from a 2-furnace to a 1-furnace operation, which is expected to reduce its annual acid output by ~ 200,000 tons, or more.
- **Mississippi Power (Kemper County IGCC)** – This plant was supposed to begin producing ~ 135,000 tons annually as a by-product from a coal-gasification project. This site has been converted to operate only on natural gas, and will not produce sulfuric acid as originally intended.
- **Spent Acid Regeneration** – Due to strong oil/gas refinery operating rates, sulfuric acid “Regen” facilities are dedicating more of their supply to this market sector. As a result, these facilities have less merchant grade sulfuric acid available for sale to industrial customers.
- **Canadian Exports** – This region continues to exercise its option to export vessels from eastern Canada to various international destinations, somewhat reducing availability to US consumers.
- **European Exports** – Smelter supply from Europe is firm due to strong demand from OCP-Morocco, fertilizer applications in Brazil, and copper applications in Chile. This results in less availability and higher pricing into the US market.

In addition to supply constraints, there is renewed interest in acid consuming projects. Some of these that are within the public domain include:

- **Evonik (Charleston, SC)** – New precipitated silica plant to commence operation in 2018.
- **American Zinc Recycling (Mooresboro, NC)** – Zinc SXEW plant to resume operation in ~ 12 months.
- **Tamra Mining (Milford, UT)** – Formerly CS Mining, this facility is resuming full operation following the CS Mining bankruptcy.
- **Vale (Long Harbor, NL)** – This facility is increasingly consuming nickel concentrate that had been supplying the Vale Sudbury smelter. This site uses a “leach” technology that consumes sulfuric acid.
- **Potash Ridge (Valleyfield, QC)** – This is an MOP fertilizer manufacturing facility requiring sulfuric acid in process, expected to commence operation in early 2019.
- **PPG (Lake Charles, LA)** – Expanded precipitated silica plant to meet growing demand within “green” tire production.
- **Solvay (Chicago Heights, IL)** – Expanded precipitated silica plant to meet growing demand within “green” tire production and battery separator applications.



Although there is no accurate method for determining the overall increase in demand, we estimate these projects will consume ~ 200,000 – 300,000 tons of sulfuric acid annually by early 2019. This, we believe, will require further investment by suppliers and will place added strain on the resources available to our industry.

In addition to the change in supply/demand fundamentals, we have experienced higher costs for raw material (elemental sulfur) and imported acid from Europe from our contract supplier. For example, we have incurred a \$10.00/LT “off-schedule” increase in cost to adequately secure elemental sulfur in 2018. This, in turn, has increased our cost to manufacture sulfuric acid \$3.10/ton, Basis 100% H₂SO₄. Our cost to purchase ocean-going vessels from Europe are up nearly \$20.00/ton, Basis 100% H₂SO₄, since late 2016, and may increase further based on market conditions.

Lastly, there continues to be truck carrier constraints and intermittent rail service delays. As a result, our truck freight rates are increasing across most lanes between January 1st and April 1st, 2018. Our rail rates, which are negotiated annually, will be increasing on February 1st. In effort to keep our customers adequately supplied, we are regularly shipping from our secondary or tertiary supply options. In doing so, we incur a higher cost of delivery, which we have mostly absorbed for our customers. Unfortunately, these costs are significant and occur routinely enough to warrant consideration into our ongoing cost of supply.

Given these factors, Southern States is evaluating appropriate measures to address these challenges and to help ensure we have the adequate resources necessary to properly service our customers in these difficult market conditions.

We will follow up by phone to discuss further once you have had a chance to review.

As always, we appreciate your business.

Best regards,

Stephen J. Dees
Vice President – Sales
Southern States Chemical, Inc.



May 18, 2018

Sulfuric Acid Market Update

As we approach summer, the sulfuric acid market remains balanced-to-tight in many regions of the US. This is largely due to strong fundamentals in the industrial sector, supporting steady to growing acid demand. In addition, both phosphate fertilizer and metals leaching sectors are increasing acid consumption, both domestically and internationally. On the supply side, there has been a significant reduction in North America, most notably in Canada, and this is having a direct impact on the US supply chain. In this update, we will focus on the net import requirements of the United States and the various countries and regions which fill the supply gap created by the shortfall in domestic production.

In total, US industrial acid demand is approximately 15 – 16 million short tons annually. Of this total, nearly 12 – 13 million tons are supplied by US domestic producers, facilities that are scattered throughout every region of the country. The shortfall, or nearly 3 million tons of sulfuric acid supply, is primarily supplied from the following three (3) countries/regions:

1. **Canada** has historically been a resource rich country, including vast deposits of various metals (i.e. Copper, Nickel, Zinc, Lead, etc.). Canada has several metals “smelters” that produce by-product sulfuric acid due to the scrubbing of their stack emissions (sulfur dioxide). In the past ~ 20 years, the presence of Canadian smelters has diminished as some of these resources have been exhausted, and due to high cost facilities no longer being viable in a global economy. For example, in 2010 the Kidd Creek smelter closed indefinitely, removing ~ 500,000 tons of sulfuric acid supply. More recently, in late 2017, the Copper Cliff smelter in Sudbury, ON converted to a single furnace operation to further align its production with raw material availability. In early 2018, market sources confirmed Copper Cliff reduced sulfuric acid production by ~ 350,000 tons annually, or equivalent to 3.0% of US industrial supply. In 2017, the US imported ~ 2.1 Million tons of sulfuric acid from Canada, but this will decrease in 2018 due to the Copper Cliff reduction.
2. **Europe** has historically been a large exporter of sulfuric acid from various smelting operations in Finland, Sweden, Poland, Germany, Spain, Italy, and Bulgaria. This supply moves to various international destinations including Turkey, Northern Africa (i.e. Morocco), Brazil, Chile, Cuba, and the United States. These trade flows are based on the most favorable economics for the smelters, as the highest bidder will receive supply. In 2017, European suppliers shipped 500,000 tons of acid into the United States, through the east coast and gulf coast regions.
3. **Mexico** also has smelting operations, including the La Caridad copper smelter, which produces ~ 750,000 tons/year of by-product sulfuric acid. This smelter is located 175 miles from the US border and, due to its proximity, is a significant source of supply to metal leaching and industrial operations in the southwest US market. In 2017, the United States imported 500,000 tons from Mexico.



Sulfuric Acid Market Update (cont.)

From a broader market perspective, these three sources of supply are vital to the market fundamentals in the US. With the reduction in Canadian supply, and with increased demand in the US due to economic growth, European and Mexican sources will be tasked with providing additional volume throughout 2018. In fact, this is already happening, and international pricing is moving higher in response. In the past ~ 12 months, the cost to secure international supply has increased \$50/ton 100% Basis H₂SO₄. Southern States Chemical projects that higher pricing will likely remain through the balance of this year and into 2019 assuming economic growth continues.

In conclusion, the US market will need to move toward equilibrium with the international market over the next ~ 6 - 12 months. Of course, there is the possibility this projection will not materialize, but based on current visibility, there appears little reason for this not to happen. Moving forward, as Buyers evaluate their supply chains, there will likely be an added emphasis on the security of these supplies rather than focusing solely on the price of material.

We will continue to monitor these developments and keep our customers abreast of any further changes. As always, we appreciate your business.

Best regards,

Stephen J. Dees
Vice President – Sales
Southern States Chemical, Inc.



September 25, 2017

Sulfuric Acid Market Update

In the latter half of 2016 there were several factors impacting the US sulfuric acid market. Fears of additional availability from European smelters prompted concern in the US that fatal by-product supply would need to be absorbed. This was largely due to Moa Bay Nickel in Cuba no longer purchasing ~ 400,000 tons annually from European smelters. While base metal prices were slowly recovering from multi-year lows, there continued to be an overhang in the market from excess acid supply from Canadian smelting operations. This resulted in competitive pressures throughout the southeast US and US Gulf, as well as other regions of the US marketplace. With excess smelter acid supply, accompanied by relatively low cost sulfur, the price of sulfuric acid dipped to levels not seen in nearly a decade.

In early 2017, the market quickly moved to a more balanced position as planned smelter outages in Canada reduced supply. In addition, a labor strike in mid-February at the CE Zinc smelter in Valleyfield, QC limited by-product acid availability by nearly 200,000 tons (annual basis). Surprisingly, robust industrial demand for acid continued, even though a strong US currency was impacting the profitability of export markets. The influx of cheap European acid did not materialize as strong consumption in Morocco, Brazil and, eventually, Chile, absorbed the 400,000 tons displaced by Moa Bay Nickel. The cost of imports from Europe gradually began to increase, preventing buyers in the US from reselling at a profit. By May, the acid supply chain in the US had tightened significantly and demand was increasing due to seasonal trends. In several instances, customers were finding their supply chains in jeopardy and several producers were receiving "spot" requests for additional volume from distressed buyers.

By mid-summer, producer inventories were low, both in the US and Canada, as well as in Europe. Unexpectedly, there were a series of unplanned outages along the US Gulf, partly because of Hurricane Harvey, resulting in several buyers seeking alternative supply chains for several weeks during July, throughout August, and into September. Consequently, several producers began announcing market-based price adjustments ranging from \$7.00 - \$20.00 per ton (100% Basis).

Moving into Q4, the aftermath of Harvey continues to impact refinery rates in both TX and LA which, coupled with strong international demand for elemental sulfur, will almost certainly result in, at minimum, a modest increase during the upcoming sulfur negotiations. In addition, there are several new project announcements that will increase acid demand within both Canada and the US. With inventories and supply chains depleted, and little likelihood of significant change before the upcoming bid season, buyers should anticipate price increases for contract business, as compared to 2016, especially where unusual competitive pressures existed.

For further insight into relevant issues impacting supply/demand fundamentals, please see below.



Sulfuric Acid Supply Considerations:

- Vale Copper Cliff Smelter (Sudbury, ON) ~ 150,000 tons annually being removed from Canadian supply chain due to 2-furnace to 1-furnace conversion (<http://northernontario.ctvnews.ca/vale-official-on-tough-stretch-we-do-need-to-make-some-difficult-decisions-1.3596793>)
- CE Zinc Smelter (Valleyfield, QC) – Labor strike resulting in 50 – 60% operating rate, reducing output ~ 200,000 tons annually (<http://business.financialpost.com/news/fp-street/posturing-or-not-at-noranda-income-fund-units-take-a-beating>)
- Mississippi Power – Kemper Plant (Meridian, MS) ~ 125,000 tons will not be produced as originally planned due to cost overruns and conversion to natural gas (<http://www.smithsonianmag.com/smart-news/major-clean-coal-project-mississippi-shut-down-180963898/>)

Sulfuric Acid Demand Considerations:

- Strong US industrial demand – Battery plant expansions (<http://www.ihonsoncontrols.com/media-center/news/press-releases/2017/02/02/ihonson-controls-us-battery-production>) and precipitated silica plant expansions (<http://www.businesswire.com/news/home/20160801005709/en/Solvay-Increase-Silica-Capacity-Chicago-Heights>)
- Improving US phosphate fertilizer production (Mosaic & PCS) – supports both sulfur and acid demand
- Unity EnviroTech to begin AmSul production in Henry, IL – to consume up to 150,000 tons of acid annually

Logistical Considerations:

Railroad service delays, and supply disruptions within North America, have strained carrier network trucking capacity. This has required the use of higher cost secondary or tertiary supply options to adequately service customer needs. In addition, truck carriers are implementing freight rate increases to help address low retention rates due to ongoing driver shortages. Other factors, as follows, also impact the cost of delivery:

- Annual rail rate increases, supported by strong trucking fundamentals
- Recent increase in fuel costs, partly related to weather events
- Higher rail car maintenance costs due to aging rail fleets and improved safety features

As always, Southern States will closely follow all relevant market conditions. In the coming days, we will make a concerted effort to have a more thorough discussion with our customers so we may properly evaluate how best to manage these challenges moving forward.

We appreciate your business and welcome any questions or concerns you may have.

Best regards,

Southern States Chemical, Inc.



October 12, 2018

Sulfuric Acid Market Update

The US sulfuric acid market remains finely balanced, with some regions trending towards tightness, as the market adapts to reduced North American supply. Strong fundamentals in the industrial sector are leading to growth in acid demand, in addition to phosphate fertilizer and metals leaching sectors remaining healthy. Globally, similar trends are evident as most commodity sectors have rebounded from the lows of early 2016. Moving forward, there will be much focus on the cost of imports relative to the overall strength in the domestic market.

In part, high-cost European imports continue to balance the US market. Historically, European supply had represented a viable option to support US demand. Market dynamics, however, have changed as Euro-zone economies improve and as international sulfuric acid demand has firmed. This has resulted in steady increases for US importers, and in many cases, the cost of imports exceeds US market economics. International acid pricing is expected to increase further next year.

As discussed previously, sulfuric acid supply within North America has decreased significantly. Much of this relates to a change in smelter capacity within Canada, resulting in Vale's by-product acid production to fall by ~ 350,000 tons annually in Sudbury, ON. In Augusta, GA, Chemtrade Logistics continues to decommission its acid plant that once supplied ~ 60,000 tons annually to the merchant market. More recently, Tampa Electric Company moved away from pet-coke in favor of natural gas as feedstock. This, in turn, has eliminated ~ 50,000 tons of by-product acid production in Florida.

In 2018, there has been robust demand for acid across nearly every market sector, with end users consistently consuming on the higher end of their normal requirements. In addition, new consumers are emerging across various regions within the US market. For example, ~ 75,000 annual tons of new demand is expected to emerge early next year in the southeast. In the Midwest, a new ammonium sulfate operation is consuming ~ 75,000 tons annually and is expected to grow its requirements to > 100,000 annual tons in 2019. Due to its broad application, demand for sulfuric acid will continue to expand with US economic growth.

Recently, sources have confirmed the Q4 Tampa sulfur posting has increased \$19.00/LT, further supporting higher prices for sulfuric acid. In response, Southern States will be sending price change notifications to each of its customers addressing this added cost and the change in acid market conditions.

As always, we will continually strive to provide security of supply and the highest level of service.

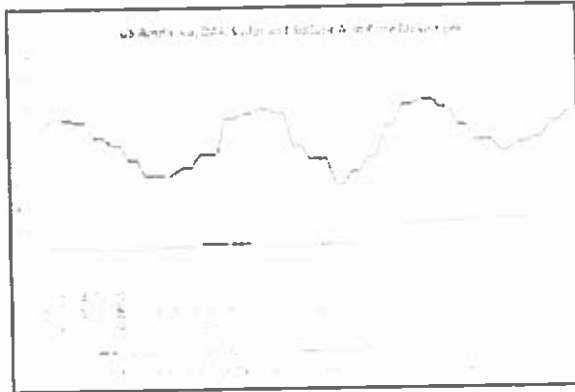
Best regards,

Justin D. Smith
Southeast Sales
Southern States Chemical, Inc.

Sulfur and sulfuric acid: 2018 sets tone for bullish 2019

By: Fiona Boyd and Freida Gordon, Directors of Acuity Commodities

In our last article, we discussed how sulfur and sulfuric acid prices began to firm at the end of 2017 due to unplanned issues on both the supply and demand sides. We also noted firmer sulfur demand because of conditions such as an improving phosphate fertilizer sector. So far this year, all of these factors have continued, contributing to ongoing increases in raw material costs at a time when consumption is notably firm. Improving phosphate prices as the graph below reflects has helped producers offset the higher feedstock costs.



In terms of sulfur, we noted in our last article that an increase in supply from new producing projects was expected and this could limit upward price movement. And while some new supply has been evident – such as Kashagan in Kazakhstan, which is expected to be a source of 800,000 t of supply this year against its ultimate forecast production of 1.1m t/yr – there have been some supply hiccups at existing operations that have offset this. As examples, force majeure is in place for some sulfur deliveries in the European region because of a supply interruption in Germany related to natural gas processing since May/June. In the United States, some refineries have yet to fully rebound to production levels seen since before Hurricane Harvey hit the U.S. Gulf Coast in late August 2017. Also, sulfur production continues to decline in Mexico, which has resulted in import requirements from atypical sources as well as firmer demand for sulfuric acid imports.

The price of sulfur has been moving up throughout the year, nevertheless, due to strong consumption. We have seen strong demand because of the firmer global phosphate market. Additional capacity starting up in Saudi Arabia and Morocco is also contributing to higher sulfur consumption this year. Looking to 2019, we expect this firm demand to continue as consumption of phosphate fertilizers continues to grow in a developing world. Sulfur consumption is firm in the base metals sector, too, to support leaching operations, buoyed by healthy base metal prices. In addition, demand for sulfur to produce sulfuric acid for the merchant market as opposed to for internal consumption is strong. This is providing another layer of support for firm demand and subsequent pricing.

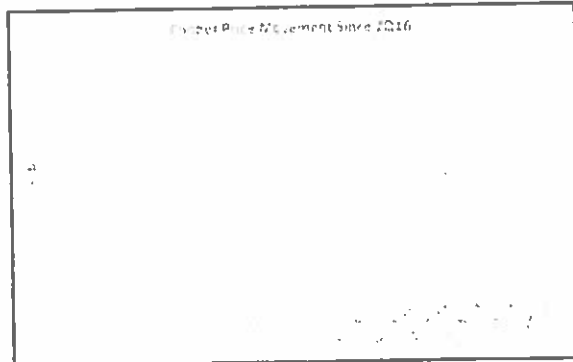
There has been a notable shift in sulfur trade patterns. This began with a change in Gazprom Export's marketing strategy in Russia earlier in the year. While production from its sites was normal, it opted for more sales under a spot basis, resulting in less sulfur heading to historical contractual buyers in Morocco and Tunisia, for example. The void in North Africa has then been filled partly by Middle East sulfur – we saw more exports from the UAE and Saudi Arabia moving west of Suez, consequently these producers have had a lower reliance on the world's largest import market, China. This is significant because, coupled with increasing difficulty in procuring Iranian sulfur due to renewed sanctions by the United States, Chinese buyers' options have somewhat narrowed. Healthy demand, tight supply, and all of the above contributed to the price of sulfur bubbling up in China at the time of writing.

Turning to sulfuric acid, demand is firm across all sectors. In our last article, we discussed how a more positive economy has resulted in stronger consumption for industrial applications. This has been the case, notably in Europe, which has resulted in reduced availability for the export market that serves demand in markets such as the United States and Brazil. Consumption and demand has been firm in the United States too and there has been a slew of operational issues which have resulted in the need to bring in offshore imports at higher prices to cover consumption. In Asia, supply disruptions have also been seen. Notably, the Tuticorin smelter in India, which produces around 1m t/yr, has been offline since late March 2018 due to environmental concerns and resulting protests. There is no indication that the smelter will resume operations any time soon. This resulted in

the need for some Indian consumers to import in a prevailing tight market, with the supply mainly being served by smelter acid from Japan and South Korea as well as sulfur-based acid from China. This unexpected demand thereby reduced availability for other markets that rely on these sources, including Chile. In Chile, demand is firm amid ongoing positive copper economics as well as some unplanned production issues there too earlier in the year.

Firming spot prices have opened up opportunities to bring sulfur-based acid and smelter acid from unconventional locations to the world. China, a typical net importer, is on course to export over 1 million t in 2018 with three export points now – Fangcheng, Rugao, and Zhangjiagang. Turkey has also become an exporter while continuing to import significant quantities from Bulgaria.

That is not to say there are not some worries about copper price direction due to the developing trade tension between China and the United States. As with many commodities, China is the world's largest consumer of copper. Any impact on its trade flows could result in demand destruction with worries of this putting downward pressure on copper pricing in July as the accompanying graph depicts.



At the time of writing, the United States was restarting talks with China in efforts to resolve the trade dispute which was sending bullish signals to the copper market. However, the trade tension is contributing to a currency crisis among emerging markets, including Argentina and India, both of which are sulfur and sulfuric acid importers.

As noted, we continue to see sulfur-based acid being traded in the global sulfuric market to augment supply when smelter acid availability is tight. Looking to next year, we have no reason to believe this will slow down much, particularly if the Tuticorin smelter does not resume operations. As an indication, one sulfur based producer in China has inked an annual contract for 2019 with a large consumer for 12 cargoes with spot tonnes optional.

We also continue to see strong competition among traders to secure long term contracts for smelter supply. Recent agreements entered for 2019 contract supply are reflecting that, showing higher than anticipated prices. It will be key for these traders to pass the higher costs on to buyers next year. This will continue to provide some price support.

Also for next year, some suppliers will have to deal with carryover commitments as some volumes against 2018 contractual deliveries have not been served, mainly because of operational issues. Without any notable growth in sulfuric acid production for the merchant market, this will constrain overall availability for 2019.

Planned smelter maintenance for 2019 will also be a factor as well with preliminary indications suggesting that turnarounds in Europe and Asia will be more prevalent than in 2018.

The above factors are all setting the tone for bullish sulfur and sulfuric acid markets going into 2019. One factor to watch on the sulfur side, however, will be emerging new supply and expectations of firmer production as refineries make adjustments to comply with lower sulfur content requirements in refined products. A widely discussed contributor to this is the International Maritime Organization's (IMO) requirement for the sulfur cap on marine fuels at 0.5 percent from the current 3.5 percent by January 1, 2020. While difficult to quantify, we continue to expect sulfur production to be supported by a widespread reduction in sulfur content in refined products, not just limited to IMO 2020.

Acuity Commodities provides insight into the sulfur and sulfuric acid markets through price assessments, data, and supporting analysis. Offerings include weekly reports on the global sulfur and sulfuric acid markets and a bi-weekly report focusing on North America. Please visit www.acuitycommodities.com for detailed information. □

August 6, 2019

Dekalb County Government
Purchasing and Contracting Department
ATTN: Sophia Thomas
1300 Commerce Drive, 2nd Floor
Decatur, GA 30030

RE: Renewal of Annual Contract for Quicklime

Dear, Ms. Hammock;

We have been pleased to work with Dekalb County these two years supplying quicklime. Chemrite would like to extend the current contract with Dekalb County with a small price increase in the next contract year, beginning on the first day of the renewal period. This is in accordance with price escalations allowable under the current contract. We have reviewed all the costs involved with supplying quicklime to Dekalb County and have looked for all possible price decreases. There are some costs that we do not have control over, namely the freight charges.

The breakdown in price increases are as follow:

1. \$1.16/ton. Increase in truck freight charges from manufacturing to Dekalb County Snapfinger Plant.
2. \$3.75/ton increase in quicklime production and contractual mine operation.
3. \$1.85/ton. Increase in fuel surcharges due to increased oil prices.

This totals an increase of \$6.76 per ton or 3.7%. Bringing the current price of \$182.50/ton to the new price of \$189.26/ton quicklime delivered. These prices will go into effect with the new contract year.

Several items are negatively affecting these costs in the delivery of quicklime; the cost of transportation is increasing as the economy is doing well; new or increasing regulatory pressures; increasing costs in transportation (truck driver hours) for inbound and outbound shipments, and increases in oil prices.

We look forward to our continued business relationship.

Please contact me with any questions.

Sincerely,



Aaron Opp
Vice President
Chemrite, Inc.

Unit of measurement request

Thomas, Sophia D.

From: Charles Gehret <chgehret@premiermagnesia.com>
Sent: Thursday, July 25, 2019 11:23 AM
To: Thomas, Sophia D.
Cc: David Schumacher; Peter Ahl
Subject: Premier Magnesia- Standardized invoicing UOM

Sophia,

Pleasure speaking to you today.

In regards to what we quickly spoke about, I wanted to ask if it possible to make a change in how we price to you moving forward with this new contract period?

Currently, we price in gallons with you. With the changes we are making in Premier, primarily the move to an ERP system, we are requesting to our clients that we standardize our unit of measure instead of using various units of measure, which we currently do. We would like to change all our slurry clients to a wet lbs price.

The goal of this move is to standardize while keeping pricing simple and as close to the current process you have with reviewing invoices to ensure correct pricing. Moving to wet lbs accomplishes both of those goals. It is expected for the client to receive the same equivalent price as your current unit of measure, so the bottom-line costs should continue to be the same. It also allows the customer the ease of reviewing invoices too. I assume in order to review currently, you simply use the gallons listed in the BOL and multiplying the unit cost. With this change the only real difference is instead of looking at the gallons listed in the BOL, a client would use the weight listed in the BOL which happens to be in wet lbs. From there, the process is the exact same for reviewing by multiply against the new unit of measure.

With the above info and question in mind, is this something that can be accomplished for the next contract period? Are there any concerns regarding this change? Any thoughts?

If there is any confusion of what is being asked and how this decision will affect your current business with us, feel free to contact me or your salesman, David Schumacher. We would be happy to assist.

We look forward to hearing your response.

Have a great day.

Charles Gehret
Premier Magnesia
Northeast Sales Manager, Industrial Products
Office: 610-828-6929 Ext: 285
Cell: (267) 249-9176
CHGehret@premiermagnesia.com

update quote - Chemtrade

Thomas, Sophia D.

From: Bids < bids@chemtradelogistics.com >
Sent: Tuesday, August 6, 2019 8:59 AM
To: Thomas, Sophia D.
Cc: Hopler, Ann
Subject: RE: Current Unit Price for Aluminum Sulfate

Good morning Sophia,

Chemtrade Chemicals is pleased to offer you a price of \$295.00/Dry Ton, delivered, for liquid Aluminum Sulfate. This offer is valid for acceptance for 60 days.

If you need any further information, please let me know.

Thank you very much, and best regards,

Ann Hopler

Ann Hopler

Marketing Specialist

Chemtrade Chemicals US LLC

Parsippany, NJ 07054

e-mail: ahopler@chemtradelogistics.com

e-mail: bids@chemtradelogistics.com

TEL # 1-973-515-1854

FAX 1-973-515-4461

Toll-Free 1-800-441-2659

From: Thomas, Sophia D. [mailto:sdthomas@dekalbcountyga.gov]
Sent: Monday, August 05, 2019 12:47 PM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Subject: Current Unit Price for Aluminum Sulfate

CAUTION: This email is from outside of Chemtrade. Do not click links or open attachments unless you recognize the sender's email address. For guidance on what to look for [click here](#).

Hello,

I am obtaining quotes for aluminum sulfate. Could you please provide your unit price per ton for Aluminum Sulfate?

Thanks,

Sophia Thomas | Procurement Technician

DeKalb County Government | Purchasing & Contracting Department

1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030

Office: (404) 371-2936

sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov

Productivity, Accountability, Customer Service, Teamwork



DeKalb County
GEORGIA

This e-mail (including any attachments) is for the sole use of the intended recipient and may contain confidential information which may be protected by privilege. If you are not the intended recipient, please notify the sender immediately, delete this e-mail and destroy any copies. E-mail transmission cannot be guaranteed to be secure or error-free and the sender cannot accept responsibility for any errors or omissions resulting from such transmission. Thank you.

From: [Thomas, Sophia D.](#)
To: [Thomas, Sophia D.](#)
Bcc: geobiddesk@geosc.com; Bids
Subject: Current Unit Price for Aluminum Sulfate
Date: Monday, August 5, 2019 12:47:00 PM
Attachments: [image003.png](#)

Hello,

I am obtaining quotes for aluminum sulfate. Could you please provide your unit price per ton for Aluminum Sulfate?

Thanks,

Sophia Thomas | Procurement Technician
DeKalb County Government | Purchasing & Contracting Department
1300 Commerce Drive, 2nd Floor | Decatur, GA | 30030
Office: (404) 371-2936
sdthomas@dekalbcountyga.gov | www.dekalbcountyga.gov
Productivity, Accountability, Customer Service, Teamwork



no response

Thomas, Sophia D.

From: GEObiddesk <GEObiddesk@GEOSC.com>
To: Thomas, Sophia D.
Sent: Monday, August 5, 2019 12:53 PM
Subject: Read: Current Unit Price for Aluminum Sulfate

Your message

To:
Subject: Current Unit Price for Aluminum Sulfate
Sent: Monday, August 5, 2019 4:52:56 PM (UTC+00:00) Monrovia, Reykjavik

was read on Monday, August 5, 2019 4:52:53 PM (UTC+00:00) Monrovia, Reykjavik.

C&S Price Schedule

CPA#1078358

INVITATION NO. 17-100828

****NEW** BID PRICE SCHEDULE MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE OR BIDDER WILL BE DEEMED NON-RESPONSIVE AND WILL NOT BE CONSIDERED FOR AWARD.**

BID SCHEDULE					
ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
1.	<p>Aluminum Sulfate, to be delivered in 3000 – 4000 gallon tank truck as Liquid Aluminum; cleaning up after delivery to be responsibility of the contractor, per specifications.</p> <p>Bidding on: <u>Aluminum Sulfate</u> <u>C&S Chemicals</u> (Manufacturer's Name and Model Number)</p>	5200	TON	\$153.45	\$797,940. ⁰⁰
2.	<p>Polymer, dry to be delivered in 50 pound bags after previous jar tests and Snapfinger Plant, 100% miscible with water, per specifications.</p> <p>Bidding on: _____ _____ (Manufacturer's Name and Model Number)</p>	40,000	LBS	\$	\$
3.	<p>Polymer, either liquid emulsion or dispersion type with minimum 35% active ingredients after trials been conducted at Pole Bridge and Snapfinger Facilities, per specification.</p> <p>Bidding on: _____ _____ (Manufacturer's Name and Model Number)</p>	211,200	LBS	\$	\$
4.	<p>Polymer, tote either liquid emulsion or dispersion type with minimum 35% active ingredients after trials been conducted at Scott Candler and Pole Bridge, per specification.</p> <p>Bidding on: _____ _____ (Manufacturer's Name and Model Number)</p>	118,000	LBS	\$	\$

ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
5.	<p>Quicklime, high calcium quick slaking, 90% available CaO, rotary kiln, 25 ton lot to be blown into silos by shipper truck in accordance with AWWA current applicable standards and per specifications.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	5,500	TON	\$	\$
6.	<p>Liquid Chlorine, 1-ton containers, to be delivered in varying quantities of two (2) or more but probably not more than ten (10) at any one time per specification</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	360	TON	\$	\$
7.	<p>Sodium Bisulfite Liquid to be delivered in tank truck as liquid 38 percent to 40 percent sol as NaHso3 and pumped by vendor into county storage tanks' with clean up after delivery the responsibility of contractor.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	4,600,000	LBS	\$	\$
8.	<p>Sodium Hypochlorite 12.5% Grade delivered in bulk, per specification.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	420,000	Gallon	\$	\$

INVITATION NO. 17-100828

ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
9.	<p>Caustic Soda, drive, pellet form (100% NaOH) to be delivered on pallets in approx. 50 pound waterproof paper bags; per Specifications.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	5400	LBS	\$	\$
10.	<p>Sodium Hydroxide (Caustic Soda), 50% Grade, deliver in bulk tank trucks of 3000 – 5000 gallon capacity, Contractor to transfer material to storage tanks, cleanup after delivery is the responsibility of the contractor, per specifications.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	1200	TON	\$	\$
11.	<p>Sodium Hypochlorite 12.5% grade, delivered in bulk tank trucks of 4,500 – 5000 gallon capacity, per specifications.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	420,000	Gallon	\$	\$
12.	<p>Sodium Bicarbonate, NaHCO₃, Technical Grade, free-flowing, delivered on pallet in approx. 50 pounds net weight paper bags; per enclosed Specifications.</p> <p>Bidding On:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name & Model Name or No.)</p>	6000	50 LB. Bag	\$	\$

ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
13.	Liquid Oxygen refrigerated (Hospital Grade), delivered in bulk tank trucks 4,500-500 gallons Contractor shall provide means of transferring liquid to plant storage tank; per specifications. Bidding on: _____ (Manufacturer's Name and Model Number)	540,000	Gallon	\$	\$
14.	Magnesium Hydroxide (Milk Magnesia) 53% to 56% Grade, delivery to be made in bulk tank trucks of 4,500 - 5,000 gallon capacity, Contractor to transfer material to storage tank(s) per specification. Bidding on: _____ (Manufacturer's Name and Model Number)	5000	Gallon	\$	\$

TOTAL: \$ 797,940.00

NOTE TO SUPPLIER

NOTE 1:

The Department of Watershed Management reserves the right to sample and test each shipment of Chemicals upon delivery and to reject shipments which do not conform to the enclosed specifications. **Any testing which requires analytical services of an independent laboratory shall be the financial responsibility of the contractor.** Such testing will be performed in conjunction with current applicable sections of AWWA Standards and latest revision of ASTM E291. Delivery of materials shall wait until tests are complete and approval has been granted before placing material in storage tanks. **After award, it shall be the contractor's responsibility to submit a random sample testing in accordance with this specification.** Material furnished shall be identical with the sample submitted for performance test and shall comply with the requirements set forth herein. In the event that the material does not comply with the requirements of this specification or is not identical with the original sample submitted; the Contractor shall be required to replace all such materials at his/her expense.

NOTE 2:

All chemical products shall comply with the current ANSI/AWWA applicable standards. Chemical products shall conform to ASTM E291 – Standard Test Methods for Chemical Analysis

“Standard Methods for the Examination of Water and Wastewater – APHA AWWA, and WEF (Latest edition), Washington, D.C. Chemicals supplied per these specifications shall comply with all Federal Occupational Safety and Health Acts and the Georgia Occupational Safety and Health Act requirements where applicable and in effect at the time of delivery of said chemicals. The contractor must follow all OSHA regulations for delivery and handling of all chemicals ordered.

NOTE 3:

It shall be the contractor's responsibility to perform all the test and inspections required by this specification unless otherwise stated in the purchase order, data sheet and/or contract. The contractor may use his own facility or any recognized independent laboratory acceptable to the Department of Watershed Management. Furthermore, DeKalb County reserves the right to perform any of the tests and inspections required where such test and inspections are needed to further determine compliance with this specification. Contractor shall assume payment responsibility for any such tests/inspection needed in the opinion of the County.

NOTE 4:

Contract agrees to pay for all costs to repair storage, conveying or slaking equipment at either facility which is damaged as a result of any foreign matter delivered with vendor's product.

NOTE 5:

All hook-ups need to be 2- inch male cam locking fitting.

NOTE 6:

Representative: Contractor shall have a representative in the greater Atlanta area within 2 hours travel time of delivery location. Contractor shall have a contact person within 2 hours for emergencies, errors and mishaps.

Contractor's representative's name, address, email address and telephone number.

Name: Mike Chandler

Address: 4180 Providence Rd Suite 310

City: Marietta State: Ga

Zip Code: 30062 Telephone Number: (770) 977 - 2669

State days available (Monday Through Friday or 7 days a week, etc.)

7 days a week

NOTE 7:

When awards are made, the County contacts for facility site will be a follows:

Scott Candler Plant

4830 Winter Chapel Road, Doraville, GA 30360

Contact: L'Kardos K. Ware, Plant Operations Superintendent

Tel: 770-391-6015 – Main Office/Administration

Cell: 404-569-3918

Direct #: 770-391-6038

Email: lkware@dekalbcountyga.gov

Contact: Vernon Grant, Plant Operations Superintendent

Tel: 770-391-6015 – Main Office/Administration

Direct#: 770-391-6039

Email: vkgrant@dekalbcountyga.gov

Snapfinger Plant

4124 Flake Mill Road Decatur, GA 30034

Contact: Kevin Smith, Plant Operations Superintendent

Tel: 770-808-2930 – Main Office/Administration

Direct#: 770-808-2956

Email: kfsmith@dekalbcountyga.gov

Pole Bridge Plant

4664 Flat Bridge Road Lithonia, GA 30038

Contact: Alton Reed, Plant Operations Superintendent

Tel: 770-593-9651 Main Office/Administration

Direct#: 770-593-9651

Email: awreed@dekalbcountyga.gov

NOTE 8:

It shall be the contractor's responsibility to provide a Material Compliance Certificate of Analysis for each shipment to the Watershed Department. The Certified Analysis shall be signed by an employee of the contractor. The Certificate of Compliance shall be in the possession of the Buyer at the time of delivery.

NOTE 9:

It shall be the responsibility of the material transporter to provide a proper sample of the delivered product.

NOTE 10:

By submission of this bid, the contractor guarantees that the product offered will meet the quality standards as specified for the term of the contract. DeKalb County reserves the right to conduct periodic checks on the quality of material furnished under this contract or to have the product quality checked by outside sources to determine if the material furnished is in compliance with these specifications. Failure of the contractor's product to meet the specified standards of quality will result in termination of the contract.

NOTE 11:

It shall be the contractor's responsibility to submit the following certification with all shipments:

- A. Sworn Affidavit of Materials Compliance
- B. Certified Chemical Analysis

NOTE 12:

The contractor shall provide with every shipment a certified weight certificate/Bill of Lading showing gross and tare weights.

NOTE 13:

Material shall be certified as suitable for contact or treatment of drinking water by an American National Standard Institute (ANSI) accredited organization in accordance with ANSI/NSF Standard 60, and such certification certificate shall be submitted by contractor with the bid, if required by the DeKalb ordering entity.

NOTE 14:

GLOSSARY

ASTM:	American Society for Testing and Materials. "100 Barr Harbor Drive, W. Conshohocken, PA 19428.
AWWA:	American Water Works Association"
APHA:	American Public Health Association" I Street, N. W. Washington, D.C. 2001
WEF:	Water Environment Federation, 601Wyth St. Alexandria, VA 22314
ANSI:	American National Standards Institute, 25 W. 43 rd St, Fourth Floor, New York 10036
NTU OR JTU:	A unit of measure for water clarity Nephelometric Turbidity Unit or Jackson Turbidity Unit
MCL:	Maximum contaminant level
USEPA:	United States Environmental Protection Agency
SDWA:	Safe Drinking Water Act
GAEPD:	Georgia Environmental Protection Department
OHSA:	Occupational Safety and Health Administration
NSF:	National Safety Foundation

-END OF PRICE SCHEDULE-

Xerox WorkCentre 7855 SMTP Transfer Report



Job Status: FAILED Job canceled by user.

Job Information

Device Name: PU_XRX_Can_Cam
Submission Date: 08/01/17
Submission Time: 10:55 AM
Images Scanned: 1
Size: 0
Attachment Name:
Format: Image-Only PDF
Encrypted E-mail: No

SMTP Server

Address: 17231 111 15625

Message Settings:

Subject: Scanned from a Xerox Multifunction
From: copier@dekalbcountyga.gov
Reply To: copier@dekalbcountyga.gov
To:

1 jmoore@dekalbcountyga.gov

Price schedule for Chemrite
 Awarded line item # 5
COPY

CPA# 1078280

INVITATION NO. 17-100828

****NEW** BID PRICE SCHEDULE MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE OR BIDDER WILL BE DEEMED NON-RESPONSIVE AND WILL NOT BE CONSIDERED FOR AWARD.**

BID SCHEDULE					
ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
1.	Aluminum Sulfate, to be delivered in 3000 – 4000 gallon tank truck as Liquid Aluminum; cleaning up after delivery to be responsibility of the contractor, per specifications. Bidding on: _____ _____ (Manufacturer's Name and Model Number)	5200	TON	\$	\$ NO BID
2.	Polymer, dry to be delivered in 50 pound bags after previous jar tests and Snapfinger Plant, 100% miscible with water, per specifications. Bidding on: _____ _____ (Manufacturer's Name and Model Number)	40,000	LBS	\$	\$ NO BID
3.	Polymer, either liquid emulsion or dispersion type with minimum 35% active ingredients after trials been conducted at Pole Bridge and Snapfinger Facilities, per specification. Bidding on: _____ _____ (Manufacturer's Name and Model Number)	211,200	LBS	\$	\$ NO BID
4.	Polymer, tote either liquid emulsion or dispersion type with minimum 35% active ingredients after trials been conducted at Scott Candler and Pole Bridge, per specification. Bidding on: _____ _____ (Manufacturer's Name and Model Number)	118,000	LBS	\$	\$ NO BID

INVITATION NO. 17-100828

ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
5.	<p>Quicklime, high calcium quick slaking, 90% available CaO, rotary kiln, 25 ton lot to be blown into silos by shipper truck in accordance with AWWA current applicable standards and per specifications.</p> <p>Bidding on:</p> <p>Unimin</p> <hr/> <p>Quicklime</p> <hr/> <p>(Manufacturer's Name and Model Number)</p>	5,500	TON	\$182.50	\$1,1003,750
6.	<p>Liquid Chlorine, 1-ton containers, to be delivered in varying quantities of two (2) or more but probably not more than ten (10) at any one time per specification</p> <p>Bidding on:</p> <hr/> <p>(Manufacturer's Name and Model Number)</p>	360	TON	\$	\$ NO BID
7.	<p>Sodium Bisulfite Liquid to be delivered in tank truck as liquid 38 percent to 40 percent sol as NaHso3 and pumped by vendor into county storage tanks' with clear up after delivery the responsibility of contractor.</p> <p>Bidding on:</p> <hr/> <p>(Manufacturer's Name and Model Number)</p>	4,600,000	LBS	\$	\$ NO BID
8.	<p>Sodium Hypochlorite 12.5% Grade delivered in bulk, per specification.</p> <p>Bidding on:</p> <hr/> <p>(Manufacturer's Name and Model Number)</p>	420,000	Gallon	\$	\$ NO BID

ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
9.	Caustic Soda, drive, pellet form (100% NaOH) to be delivered on pallets in approx. 50 pound waterproof paper bags; per Specifications. Bidding on: _____ _____ (Manufacturer's Name and Model Number)	5400	LBS	\$	\$ NO BID
10.	Sodium Hydroxide (Caustic Soda), 50% Grade, deliver in bulk tank trucks of 3000 – 5000 gallon capacity, Contractor to transfer material to storage tanks, cleanup after delivery is the responsibility of the contractor, per specifications. Bidding on: Olin 50% Commercial or better _____ caustic soda _____ (Manufacturer's Name and Model Number)	1200	TON	\$579	\$ 694,800
11.	Sodium Hypochlorite 12.5% grade, delivered in bulk tank trucks of 4,500 – 5000 gallon capacity, per specifications. Bidding on: _____ _____ (Manufacturer's Name and Model Number)	420,000	Gallon	\$	\$ NO BID
12.	Sodium Bicarbonate, NaHCO ₃ , Technical Grade, free-flowing, delivered on pallet in approx. 50 pounds net weight paper bags; per enclosed Specifications. Bidding On: _____ _____ (Manufacturer's Name & Model Name or No.)	6000	50 LB. Bag	\$	\$ NO BID

ITEM NO.	ITEM DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	UNIT PRICE	AMOUNT
13.	<p>Liquid Oxygen refrigerated (Hospital Grade), delivered in bulk tank trucks 4,500-500 gallons Contractor shall provide means of transferring liquid to plant storage tank; per specifications.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	540,000	Gallon	\$	\$ NO BID
14.	<p>Magnesium Hydroxide (Milk Magnesia) 53% to 56% Grade, delivery to be made in bulk tank trucks of 4,500 - 5,000 gallon capacity, Contractor to transfer material to storage tank(s) per specification.</p> <p>Bidding on:</p> <p>_____</p> <p>_____</p> <p>(Manufacturer's Name and Model Number)</p>	5000	Gallon	\$	\$ NO BID

TOTAL: \$ 1,698,550

NOTE TO SUPPLIER

NOTE 1:

The Department of Watershed Management reserves the right to sample and test each shipment of Chemicals upon delivery and to reject shipments which do not conform to the enclosed specifications. **Any testing which requires analytical services of an independent laboratory shall be the financial responsibility of the contractor.** Such testing will be performed in conjunction with current applicable sections of AWWA Standards and latest revision of ASTM E291. Delivery of materials shall wait until tests are complete and approval has been granted before placing material in storage tanks. **After award, it shall be the contractor's responsibility to submit a random sample testing in accordance with this specification.** Material furnished shall be identical with the sample submitted for performance test and shall comply with the requirements set forth herein. In the event that the material does not comply with the requirements of this specification or is not identical with the original sample submitted; the Contractor shall be required to replace all such materials at his/her expense.

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME
1	Aluminum sulfate to be delivered in 3000 - 4000 gallon tank truck as Liquid Aluminum; cleaning up after delivery to be responsibility of the contractor, per specifications.	5700	Ton	NO BID	Bid on 2 Items	NO BID	NO BID	NO BID	797,340.00	951,495.00	1,164,600.00	NO BID	NO BID	NO BID	NO BID	NO BID
2	Polymer, dry to be delivered in 50 pound bags after previous jar tests and Soapfinger Plant, 100% miscible with water, per specifications.	40,000	LBS	556,000.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
3	Polymer, either liquid emulsion or dispersion type with minimum 35% active ingredients after trials been conducted at Pole Bridge and Soapfinger Polymer, TOE EITHER LIQUID EMULSION or dispersion type with minimum 35% active ingredients after trials been conducted at Scott Candler, per specification.	211,200	LBS	117,072.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
4	Dispensing, High Calcium quick setting, 90% available CaO, rotary kiln, 25 ton lot to be blown into silos by shipper truck in accordance with AWWA current applicable standards and per specifications.	82,800	LBS	112,100.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
5	Liquid Chlorine, 1-ton containers, to be delivered in varying quantities of two (2) or more but probably not more than ten (10) at any one time per specification	5,500	TON	NO BID	1,1003,750	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
6	Sodium Bisulfite Liquid to be delivered in tank truck as liquid 38 percent to 40 percent sol as Nalco3 and pumped by vendor into county storage tanks, with clean up after delivery the responsibility of contractor.	360	TON	NO BID	NO BID	143,964.00	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
7	Sodium Bisulfite Liquid to be delivered in tank truck as liquid 38 percent to 40 percent sol as Nalco3 and pumped by vendor into county storage tanks, with clean up after delivery the responsibility of contractor.	1,800,000	LBS	NO BID	NO BID	NO BID	358,340.00	NO BID	NO BID	NO BID	414,000.00	330,740.00	NO BID	NO BID	NO BID	NO BID

Witness Signature: 
 Agent Signature: *Agent for Judi Moore*

Purchasing Director's Signature _____

BOC Award Approval Date _____

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME
8	Sodium Hypochlorite 12.5% grade, delivered in bulk, per specification, blinding on.	420,000	Gallon	NO BID	NO BID	BRENTNAG MID-SOUTH INC.	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
9	Caustic Soda, dry, pellet form (100% NaOH) to be delivered on pallets in approx. 50 pound waterproof paper bags, per Specifications.	54,000	LBS	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
10	Sodium Hydroxide (Caustic Soda), 50% Grade, deliver in bulk tank trucks of 3000 - 5000 gallon capacity, Contractor to transfer material to storage tanks, cleanup after delivery is the responsibility of the contractor, per specifications.	1200	TON	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
11	Sodium Hypochlorite 12.5% grade, delivered in bulk tank trucks of 4,500 - 5000 gallon capacity, per specifications	420,000	Gallon	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
12	Sodium Bicarbonate, NaHCO3, Technical Grade, free-flowing, delivered on pallet in approx. 50 pounds net weight paper bags, per enclosed Specifications.	200	50 lb Bag	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
13	Liquid Oxygen refrigerated (Hospital Grade), delivered in bulk tank trucks 4,500-5,000 gallons. Contractor shall provide means of transferring liquid to plant storage tank, per specifications.	540,000	Gallon	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
14	Magnesium Hydroxide (Milk Magnesia) 53% to 56% Grade, delivery to be made in bulk tank trucks of 4,500 - 5,000 gallon capacity. Contractor to transfer material to storage tank(s) per specification.	55000	Gallon	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID

Witness Signature *[Signature]*
 Agent Signature *[Signature]*

Purchasing Director Signature _____

BOC Award Approval Date _____

17-100828
 ITB NAME: Wastewater Treatment Services (new contract)

DEPARTMENT OF PURCHASING CONTRACTING
 BID TABULATION

Bid Opening Date: JULY 7 @ 3:00 pm
 AGENT NAME: Judi Moore

ITEM	DESCRIPTION	ESTIMATED NUMBER OF UNITS	UNIT	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME	VENDOR NAME
				POLYDYNE	CHEMRITE	BRENTTAG MID-SOUTH INC.	SOUTHERN IONICS	CBS CHEMICALS	GEO SPECIALTY CHEMICALS	CHEMTRADE	PVC CHEMICAL SOLUTION, INC.	UNIVAR	CARMEUSE LIME & STONE	PREMIER MAGNESIA		

Recommend award to the lowest, responsive and responsible bidder:

Item No. 2, 3, & 4 Polydyne, Inc., 1 Chemical Plant Road, Rockboro, GA 31373
 Estimated Amount Not To Exceed \$408,000.00

Item No. 1 CBS Chemicals, 4180 Providence Road, Suite 310, Marietta, GA 30062
 Estimated Amount Not To Exceed \$957,600.00

Item Nos. 6, 8, 9, 10, 11 & 12
 Brenttag Mid - South Inc., 3200 Moon Station Road, Kennesaw, GA 30144
 Estimated Amount Not To Exceed: \$1,565,900.00

Item No. 7
 PVS Chemical Solutions, Inc., 10900 Harper Avenue, Detroit, MI 48213
 Estimated Amount Not To Exceed: \$397,000.00

Item No. 5
 Chemrite, 5202 Belle Wood Court, Suite 104, Buford, GA 30518
 Estimated Amount Not To Exceed: \$1,471,800.00

Non-responsive Bidders

Chemery Lime & Cement Company, Inc., Alugas USA, LLC and Affinity Chemical, LLC
 Bidder did not comply with Page 6, Section A, Paragraph 12, Item b of Invitation To Bid Procedures, Bidder Information, "Including the Price Schedule in any area outside of its separate, sealed envelope will result in Bidder's bid being deemed non-responsive."

Allied Universal Corporation
 Bidder did not comply with Page 6, Section A, Paragraph 12, Item b of Invitation To Bid Procedures, Bidder Information, "It is required that all responding Bidders attend the mandatory LSBE meeting within two-weeks of the solicitation advertisement in order to remain responsive."

Whores Signature 
 Agent Signature: 

Purchasing Director Signature _____

BOC Award Approval Date _____