



**DEPARTMENT OF PURCHASING AND CONTRACTING  
BID TABULATION**

Bid Opening: July 22, 2025  
Price Opening: October 28, 2025  
Procurement Agent: Tina Richardson

ITB No. 2025-066-ITB  
ITB Name: Chemicals for Odor Control (Three-Year Multiyear Contract)

Item No.	Item Description	Estimated Quantity	Unit of Measure	Acuity Specialty Products, Inc dba Zep Sales and Service		Agni Enterprises, LLC (dba) Head to Heels Safety Supplies		Break-Thru Solutions Janitorial Supply		Ferguson Waterworks		Hill Manufacturing Company		Peoples Janitorial Supplies, Inc.		State Industrial Products Corp.	
				Unit Price	Total Amount	Unit Price	Total Amount	Unit Price	Total Amount	Unit Price	Total Amount	Unit Price	Total Amount	Unit Price	Total Amount	Unit Price	Total Amount
1	Odor Control Agent, in approx. 55-gal. drums, used for dead animals and against landfill bacteria; Zep "DEO-3 in Bubble Gum Fragrance"; in accordance with Minimum Specifications or acceptable equal.	2100	Gallon	\$12.63	\$26,523.00	\$42.07	\$88,347.00	\$5.17	\$10,857.00	\$22.43	\$47,103.00	\$15.95	\$33,495.00	\$9.24	\$19,404.00	\$21.15	\$44,415.00
2	Deodorant Blocks, Big D Para Products, individually packaged, cherry scent, approx. 20-lb. dry deodorant blocks for odor control; in accordance with Minimum Specifications or acceptable equal.	750	Case	NB	NB	\$165.27	\$123,952.50	NB	NB	\$167.87	\$125,902.50	NB	NB	\$71.43	\$53,572.50	NB	NB
3	Degreaser for use at Transfer Station, People's "New Power", in 1-gal. containers; in accordance with Minimum Specifications or acceptable equal.	875	Gallon	\$13.00	\$11,375.00	\$52.24	\$45,710.00	\$6.87	\$6,011.25	\$13.43	\$11,751.25	\$15.00	\$13,125.00	\$8.90	\$7,787.50	\$28.00	\$24,500.00
4	Degreaser for dead animals ZEP "Morado Super Cleaner" in 1-gal. Container; in accordance with Minimum Specifications or acceptable equal.	900	Gallon	\$10.50	\$9,450.00	\$13.22	\$11,898.00	\$9.89	\$8,901.00	\$22.18	\$19,962.00	\$15.00	\$13,500.00	\$10.48	\$9,432.00	\$31.75	\$28,575.00
5	Detergent, disinfectant, Drummond American "Cherry Ba-Da-Bing," in 1-gallon containers; in accordance with Minimum Specifications or acceptable equal.	1800	Gallon	\$14.34	\$25,812.00	NB	NB	\$5.59	\$10,062.00	\$58.53	\$105,354.00	\$15.95	\$28,710.00	\$11.46	\$20,628.00	\$38.00	\$68,400.00
6	Degreaser/Root Cutter, for municipal & industrial sewer lines, produces high heat & digestive action, in approx. 50-lb. pails; Drummond American "ZAK SEWER SOLVENT"; in accordance with Minimum Specifications or acceptable equal.	1800	Pail	\$99.89	\$179,802.00	\$176.41	\$317,538.00	\$134.64	\$242,352.00	\$201.33	\$362,394.00	NB	NB	\$182.50	\$328,500.00	\$226.00	\$406,800.00
7	Deodorizing Beads in cases; or acceptable equal; in accordance with Minimum Specifications or acceptable equal.	150	Case	NB	NB	NB	NB	NB	NB	\$135.83	\$20,374.50	NB	NB	NB	NB	\$154.00	\$23,100.00
8	Ecosorb 606, in 1-gal. containers; in accordance with Minimum Specifications or acceptable equal.	750	Gallon	\$29.75	\$22,312.50	NB	NB	NB	NB	\$29.03	\$21,772.50	NB	NB	NB	NB	NB	NB
9	ZEP Lemonex III, 1-gal. jugs, four (4) per case; or acceptable equal, and in accordance with Minimum specifications.	960	Case	\$14.34	\$13,766.40	\$44.10	\$42,336.00	\$42.60	\$40,896.00	\$107.80	\$103,488.00	\$84.00	\$80,640.00	\$54.48	\$52,300.80	\$124.00	\$119,040.00
10	Degreaser and drain maintainer, industrial use; natural, citrus-based formula that emulsifies in water and eliminates grease and sludge build-up; oily citrus-scented liquid, GREASE-B-GONE; in accordance with Minimum Specifications or acceptable equal.	4500	Gallon	\$21.81	\$98,145.00	\$146.15	\$657,675.00	\$30.40	\$136,800.00	\$158.67	\$714,015.00	NB	NB	\$48.30	\$217,350.00	\$50.00	\$225,000.00
11	Wastewater Collection Treatment, State NutriPro, in liquid form, for sewer and drain maintenance; a highly concentrated nutrient package that inhibits hydrogen sulfide gas generation and oxidizes existing sulfide odors; in accordance with Minimum Specifications or acceptable equal.	9900	Gallon	NB	NB	\$13.12	\$129,888.00	NB	NB	\$13.07	\$129,393.00	\$18.95	\$187,605.00	\$12.80	\$126,720.00	\$7.15	\$70,785.00
<b>Grand Total (For Evaluative Purposes Only)</b>					<b>\$387,185.90</b>		<b>\$1,417,344.50</b>		<b>\$455,879.25</b>		<b>\$1,661,509.75</b>		<b>\$357,075.00</b>		<b>\$835,694.80</b>		<b>\$1,010,615.00</b>

LSBE Participation Benchmark/GFE	LSBE Participation Waived
Attendance at the Mandatory LSBE Meeting (Yes/No)	n/a
Separate Sealed Price Schedule (Yes/No)	Yes
Number of Bids Received:	9

**Notes - Detail Justification**

**Recommended Awardees:**

Acuity Specialty Products, Inc. (dba Zep Sales and Service), 600 Galleria Parkway, Suite 1500 Atlanta, GA 30339  
 Break-Thru Solutions Janitorial Supply, 3530 Stillwood Drive Snellville, GA 30039  
 Ferguson Waterworks, 4655 Buford Highway Norcross, GA 30071  
 Peoples Janitorial Supplies, Inc., 955 Main Street Forest Park, GA 30298  
 State Industrial Products Corp., 5915 Landerbrook Drive, Suite 300 Mayfield Heights, OH 44124

Only responsive bids are tabulated.

Items shown in red indicate a vendor calculation error that has been corrected:

- Ferguson Waterworks - For Line Item No. 5, the vendor initially entered \$105,345.00 and listed \$1,661,500.75 as the grand total.
- Hill Manufacturing Company - The vendor initially entered \$269,595.00 as the grand total. The unit price for Line Item No. 9 was found to contain a clerical error, initially entered unit price as \$21.00.
- State Industrial Products Corp - The vendor initially entered \$785,840.00 as the grand total.

Of the nine (9) bids received, two (2) were deemed non-responsive:

- Aarow Chemical Products, Inc. - Contractor Affidavit, Attachment E, was found to be incomplete.
- Momar, Inc. - Contractor Affidavit, Attachment E, was not submitted with the bid.

All bidders failed to meet the LSBE participation requirements or demonstrated sufficient Good Faith Efforts. Therefore, a waiver of the LSBE requirement for all bidders was approved by the CPO.

"NB" indicates No Bid. A price was not submitted for the line item.