

DATE:     JANUARY 16, 2026  
TO:       KRISTINA MATTHEWS, Program Manager  
           Department of Public Utilities/Wastewater Management  
FROM:     ADRIAN ONTIVEROS, Senior Procurement Specialist  
           General Services Department/Purchasing  
SUBJECT:  REQUIREMENTS CONTRACT FOR FERRIC CHLORIDE

Bids/proposals for the above project were opened, recorded, and should now be evaluated by your department. Below is a Procurement Evaluation Form, which you are requested to complete and return to the Purchasing Division as soon as possible.

As background for your evaluation, we are enclosing copies of bid proposals from the three lowest bidders, or if less than three bidders, copies of all bids received. For Requests for Proposals, all proposals received will be included. Please review the attached bid proposals and confirm whether or not the recommended bidder/proposer meets the requirements of the technical specifications and special funding requirements specific to the procurement. If there are any questions, contact the Purchasing Division immediately.

**DO NOT CONTACT ANY OF THE BIDDERS/PROPOSERS.**

Complete the Procurement Evaluation Form following this list:

- Background section: Describe the reason for the procurement and include pertinent facts.
- Award Section: Complete after you have reviewed the bid proposals. Check one box to either award a contract or reject all bids.
- Engineer's Estimate/Budget Allocation: Enter the amount of the Engineer's estimate or budget allocation. If the contract price overage is greater than 10%, an explanation is required.
- Anticipated Council Date: Evaluations will not be routed for signature without an anticipated Council date.
- Fiscal Impact Statement: Formal awards for items above \$10,000.00 are required to include a Fiscal Impact Statement.
- Approval: Signature of Department Director or Assistant Director is required.

The completed Procurement Evaluation Form must be returned to the Purchasing Division. Once approved by Purchasing, we will obtain the GSD Director and City Manager's approval of the department's recommendation and finalize the Staff Determination. **The Staff Determination must be posted on the City's website at least five (5) working days prior to the Council meeting (i.e., the Wednesday the week before the Council meeting).** Departments must allow sufficient time for the evaluation form to route through all required signatories to meet the 5 working day posting deadline, as required by Resolution 2003-129.

A draft Staff Report must be submitted to Purchasing by the deadline specified in the Reports to Council Process Due Dates timetable. Please note, Purchasing does not submit Staff Reports to the City Attorney's Office or enter Council items into Granicus on behalf of departments.



**Procurement Evaluation Form**

Procurement Title: Ferric Chloride

Advertisement Date: 12/18/2025

Opening Date: 1/13/2026

Bid/Proposal Expiration Date: 4/13/2026

Number of Building Exchanges Notified: 3

Number of prospective bidders/proposers: 8

Format of bids received: Electronic

	<b>Bidder</b>	<b>Amount</b>
1	Kemira Water Solutions, Inc. 4321 W 6 <sup>th</sup> St Lawrence, KS 66049	\$5,623,085.13
2	Pencco, Inc. P.O. Box 600 San Felipe, TX 77473	\$5,940,418.77 Non-responsive
3	Miles Chemical Co. 12801 Rangoon St Arleta, CA 91331	\$6,047,327.71
4	KAAM Group 300 Carlsbad Village Drive Carlsbad, CA 92008	\$10,235,369.43 Non-responsive

<b>Additional Information</b>	<b>Applicable</b>	<b>Not Applicable</b>	<b>Comments</b>
Project Labor Agreement (PLA)	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
Local Preference	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
Non-Responsive Findings	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<i>Pencco Inc. is non-responsive due to a deficiency in its bid deposit. KAAM Group is non-responsive due to missing documents.</i>
Special Contract Terms (i.e., RC)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<i>3-year base term plus two optional 1-year extensions</i>
Min/Max Terms	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
DBE Requirements	<input type="checkbox"/>	<input checked="" type="checkbox"/>	



**Department Recommendation**  
*(To be completed by the Department)*

**Background** *(Explain the need for the procurement below.)*

For bulk delivery of Ferric Chloride to the Fresno-Clovis Regional Wastewater Reclamation Facility (RWRF). Ferric Chloride is used for hydrogen sulfide reduction in the digester gas that is produced during the treatment process. The hydrogen sulfide level in the digester gas is regulated under Environmental Protection Agency rules administered by the San Joaquin Valley Air Pollution Control District.

Award a contract as follows:

<b>Bidder/Proposer</b>	<b>Award Amount</b>
Kemira Water Solutions, Inc.	\$5,623,085.13

The Budget Allocation for this expenditure is \$2,782,100 The contract price is 39% below. *(If the overage is greater than 10% provide an explanation below.)*

Reject all bids/proposals. *(If electing to reject all, provide an explanation below.)*

Anticipated Council Date: 4/9/2026



**Fiscal Impact Statement**  
 (To be completed by the Department)

Indicate the **total fiscal impact** of the action requested, including operating and capital costs. Indicate costs for the current fiscal year and continuing costs in future years. Include all related costs.

Is the contract funded in the current year budget and/or through reallocation of existing Department resources:

Yes  No

If no, how will this item be funded? *(Provide an explanation below.)*

Is the action funded by a grant received by the City?

Yes  No

If yes, provide the following:

Additional Information	Comments
Grant Name	
Grantor name, granting agency, or office name (if any)	
Fiscal year of the funding award	
Date grant agreement was approved by Council	

Fiscal Impact Table:

Type	Current Year Estimate	Annual Continuing Costs Thereafter	Number of Years
Operating	\$1,874,361.71	\$1,874,361.71	3 + 1 + 1
Capital	-	-	
<b>Total</b>	\$1,874,361.71	\$1,874,361.71	
Describe all 'soft-cost' expenses:			

**Approvals**

The signature below constitutes approval from the department head.

  
\_\_\_\_\_  
Department Head  
  
\_\_\_\_\_  
Director  
Title

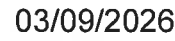
  
\_\_\_\_\_  
Date

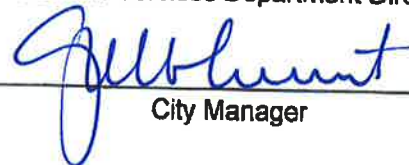
The signatures below constitute approval of the department recommendation.

  
\_\_\_\_\_  
Purchasing Manager

  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
For: General Services Department Director

  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
City Manager

  
\_\_\_\_\_  
Date