




HISTORIC
FRANKLIN
TENNESSEE

ITEM #20
WRKS 06/12/2012

MEMORANDUM

May 31, 2012

TO: Board of Mayor and Aldermen

FROM: Eric S. Stuckey, City Administrator 
Russell Truell, Assistant City Administrator / CFO
Mark Hilty, Water Management Director
Brian Wilcox, Purchasing Manager

SUBJECT: Consideration of three (3) bid awards for the performance upon demand of each of the following wastewater treatment laboratory contract services for a minimum of twelve (12) months effective July 1, 2012: (A) industrial pretreatment sampling and testing, Water Reclamation Facility influent and effluent testing, and testing of river samples (2012-035), (B) aquatic toxicity (biomonitoring) testing (2012-036), and (C) annual stream bioassay sampling, testing and identification (2012-037), all for the Water Reclamation Facility Division of the Water Management Department

Purpose

The purpose of this procurement is to establish unit pricing for certain wastewater treatment laboratory contract services used in the routine operation of the City's Wastewater Treatment Facility. Pricing is to be established for a minimum of twelve (12) months effective July 1, 2012, with two (2) options to extend the pricing for up to twelve (12) months each extension, for a possible total term of 36 months. The wastewater treatment laboratory contract services are:

1. industrial pretreatment sampling and testing, Water Reclamation Facility influent and effluent testing, and testing of river samples (Purchasing Office Procurement Solicitation No. 2012-035);
2. aquatic toxicity (biomonitoring) testing (2012-036); and
3. annual stream bioassay sampling, testing and identification (2012-037).

Background

The City published on May 10, 2012 a Notice to Bidders in the *Williamson Herald* for the following wastewater treatment laboratory contract services for a minimum of twelve (12) months: (A) industrial pretreatment sampling and testing, and Water Reclamation Facility influent and effluent testing, (B) aquatic toxicity (biomonitoring) testing, and (C) annual stream bioassay sampling, testing and identification, each being bid independently. In addition, bid documents were sent on or about the same date directly to six (6) potential bidders known or thought to be interested in this solicitation. Bids were publicly opened at the bid opening held on May 24, 2012. For each of the three (3) separate competitions, a tabulation of the bids received is attached.

Financial Impact

The Water Reclamation Facility Division of the Water Management Department budget for fiscal year 2013 has not yet been adopted but is proposed to allocate funds out of the Sewer Fund for the purchase of wastewater treatment laboratory contract services. All three services would be allocated to general ledger account no. 431-82280-52213. The following table summarizes the results of the bid process:



Purchasing Office Procurement Solicitation No.	Chemical	Number of vendors submitting bids	Vendor submitting the apparent lowest, most responsive and responsible bid	Bid price per unit of measurement	Estimated quantity for 12 months	Total quoted all-inclusive estimated bid price for all specified services for a twelve (12) month period
2012-035	industrial pretreatment sampling and testing, plant influent and effluent testing, and testing of river samples	2	Empirical Laboratories, LLC of Nashville, TN	Itemized; see vendor submittal on file	Varies per item; see vendor submittal on file	\$35,220.00
2012-036	aquatic toxicity (bio-monitoring) testing	3	Empirical Laboratories, LLC of Nashville, TN	Itemized; see vendor submittal on file	See vendor submittal on file	\$4,520.00
2012-037	annual stream bioassay sampling, testing and identification	1	Environ International Corp. of Brentwood, TN	\$3,500.00 per occurrence	1	\$3,500.00

The bids identified above represent the lowest bids that meet or exceed the City's intention as expressed and implied by the City's specifications as well as the instructions, terms and conditions pertaining to these procurement solicitations.

By comparison with the pricing being paid by the City currently, which was established by competitive process conducted in 2009, the 2012 pricing for solicitation no. 2012-035 is \$9,898.00 (22%) lower, the 2012 pricing for solicitation no. 2012-036 is \$1,320.00 (41%) higher, and the 2012 pricing for solicitation no. 2012-037 is unchanged.

Options

In accordance with the bid documents, the City reserves the right to reject any and all bids.

Recommendation

Staff recommends that the City accept, on a per unit basis, the apparent lowest best bids as identified above for the specified contract services for a minimum of twelve (12) months effective July 1, 2012, with two (2) options to extend the pricing for up to twelve (12) months each extension, for a possible total term of 36 months. Purchasing Manager Brian Wilcox is of the opinion that the prepared specifications as distributed allowed for competition among multiple vendors, and that the staff recommendation appears to be made in a fair and impartial manner based upon the bids received.

Tabulation of Bids*

Purchasing Office Solicitation No.:	2012-035 (industrial pretreatment sampling and testing, and Water Reclamation Facility influent and effluent testing)					
Notice to Bidders published in the <i>Williamson Herald</i> on:	5/10/12					
Number of vendors that were notified of / that responded to this solicitation for bids:	6 / 2					
Date and time bids due and publicly opened:	5/24/12 2:00 PM					
Present at opening of bids:	Travis Johnson of ESC Lab Sciences; Wayne Davenport of the City of Franklin Water Management Department; and Martha Garland and Brian Wilcox of the City of Franklin Purchasing Office					
Target meeting of BOMA at which recommendation will be considered:	6/26/12					
Bids received from:	Bid No.:	Lab Service:	Does the bid MOES¹? / If not, how many exceptions do not MOES¹?	Total quoted all-inclusive estimated bid price for all specified services for a twelve (12) month period:	Delivery terms / Payment terms:	Bid and associated pricing is valid and may be accepted through:
Empirical Laboratories, LLC 621 Mainstream Dr., Suite 270 Nashville, TN 37228 Delia Weber, Office Administrator 615/345-1115, ext. 246 sales@empirlabs.com	1 of 1	industrial pretreatment sampling and testing, and Water Reclamation Facility influent and effluent testing	Bidder takes no exceptions	\$35,220.00	FOB destination, freight prepaid / net 30 days	12/31/12
ESC Lab Services 12065 Lebanon Rd. Mt. Juliet, TN 37122 Travis Johnson, Sales Rep. 615/519-0752 tjohnson@esclabsciences.com	1 of 1	industrial pretreatment sampling and testing, and Water Reclamation Facility influent and effluent testing	Bidder takes no exceptions; however, City notes that bidder submitted its own standard terms & conditions and did not submit the City's Standard Procurement Terms & Conditions with the vendor's contact information inserted	\$42,997.00	FOB destination, freight prepaid / net 30 days	07/31/13

¹MOES indicates "meet(s) or exceed(s) specifications"

* Shaded bid is apparent lowest best bid