



WATER & WASTEWATER FACILITIES

City of Kingsport, Tennessee

Memorandum

To: Nikisha Eichmann, Assistant Procurement Manager
From: Kirby Walker, WTP Manager
Date: 3/7/24
Re: W/WW Chemical Bids

Plant Staff has reviewed chemical pricing and recommends purchasing treatment chemicals as described below. New pricing will result in approximately \$80,588 decrease in chemical costs.

Chemical	Vendor	Current Pricing / lb	Renewal Pricing / lb	Budget Impact
Coagulant	USALCO	\$0.580 (4000 gal) \$0.630 (2000 gal)	\$0.5900 (4000 gal) \$0.6400 (2000 gal)	\$8,052.00
Chlorine	JCI Jones	\$0.96	\$0.91	(\$10,785.00)
Fluoride	Pennco	\$0.24	\$0.23	(\$787.00)
Zinc Orthophosphate	Carus Corp	\$1.35	\$0.77	(\$45,314.00)
Sodium Permanganate	Chem Rite Inc.	\$1.48	\$1.18	(\$6,954.00)
Polymer	Coastal Water Tech	\$1.68	\$1.28	(\$24,800.00)

Coagulant (GC6801) – Plant Staff recommends USALCO at \$0.6400/lb & \$0.5900/lb. USALCO (formerly G20/Gulbrandsen) has provided coagulant to our facilities for 20+ years. Water Plant personnel remain pleased with both product and service. This is a \$0.04/lb increase in our operating budget for a total of \$8,052.

Chlorine - Plant Staff recommends JCI Jones Chemical Co at \$0.914/lb. JCI Jones has been a Chlorine provider to the water plant in the past and has met expectations. This is a \$0.05/lb decrease in our operating budget for a savings of \$10,785.

Fluoride – Plant Staff recommends Pennco at \$0.2335/lb. Pennco has been a Fluoride provider to the water plant in the past and met expectations. This is a \$786.00 decrease in our operating budget.

Zinc Orthophosphate – Plant Staff recommends Carus LLC at \$0.77/lb. Carus has been our corrosion inhibitor provider for several years and continuously provided a quality product and stable service. This is a \$0.58/lb decrease in our operating budget for a savings of \$45,314.

Sodium Permanganate – Plant Staff recommends Chem Rite Inc at \$1.18/lb. Chem Rite is a new vendor that came in at \$0.447 less than our current provider. Our staff feels we can build the same working relationship with this new supplier that we have with our current providers. This is a \$0.45 decrease to our operating budget for a savings of \$6,954.

Polymer (Wastewater Plant) – Plant Staff recommends Coastal Water Technology at \$1.28/lb, this is a \$0.40/lb decrease from current pricing. Coastal Water Technology is our current provider. This product has performed well dewatering wastewater sludge and the wastewater sludge & water plant residual blend.

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