



RESPONSES TO QUESTIONS NO. 1

RFP#8370 Calcium Nitrate and Services Contract

SACRAMENTO REGIONAL COUNTY SANITATION DISTRICT

The following are responses to questions received by Regional San related to RFP#8370 Calcium Nitrate and Services Contract:

#	Question	Response
1	What the current price? Can you tell me what you are currently paying?	We are paying \$2.278/gallon for calcium nitrate at 4.4lb of NO3-O/gal. (5/20)
2	What do you pay for the service component? Is that currently a monthly charge as shown on the bid?	Please find attached RFP#8164 Liquid Sulfide Chemical Contract Services, Evoqua Water Technologies winning proposal. I have also attached pricing agreements with Evoqua in regard to the current contract. <u>Attachments 1:</u> RFP 8164, EVOQUA Pricing Agreement, EVOQUA Current Pricing (link)
3	Under what circumstances would Regional SAN consider a Chemical Supply only proposal, no service.	For this contract, Regional San is seeking for both chemical supply and service
4	Of the current equipment in place, how much of the currently used equipment would be used, or purchased, by Regional SAN.	All chemical feed systems (pump skids, tanks, piping, control panels, etc.) owned by Regional San are expected to be serviced/maintained regularly per contract throughout the contract period.
5	What is the status of the calcium nitrate storage tanks, does Regional SAN currently own them.	Regional San owns all chemical storage tanks.
6	Is a bulk chemical trucking delivery company considered a Subcontractor.	Should bulk chemical trucking company subcontract another vendor to perform service, then the bulk chemical trucking company would act as a the Prime contractor. Should a vendor contract a bulk chemical trucking company, then the bulk chemical trucking company would act as the subcontractor to the prime vendor.
7	What will influence use of Calcium Nitrate vs Calcium Ammonium Nitrate, will some stations use the low ammonia version and some standard Calcium Nitrate, will two different chemicals be needed.	The intent for two calcium nitrates is to have the flexibility to transition from ammonia to low ammonia calcium nitrate when the Sacramento Regional Wastewater Treatment Plant (SRWTP) decides to operate the Biological Nutrient Removal (BNR) process and it is determined to be cost effective to the District. Regional San may feed different chemicals from different pumps stations during a potential transition phase(s); however, there is no plan to operate different calcium nitrates from different locations long term.
8	On page 10 of the RFP, a solar powered feed station is mentioned at N38 Bradshaw and is also	Regional San does not own the solar power components to the system (solar panels and stands, control panel, 2P 2T

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	shown on page 40 in the Annual Service Component Pricing Table. Does REGIONAL SAN own this system? If not, is the vendor required to supply the system?	feed system, security box and batteries). Regional San will supply the system should a new vendor is awarded the contract.
9	The N52 Power Inn Pump Station is not shown in the Annual Service Component Pricing Table on page 40. Will we be required to service this system even though it is currently in standby? Should this system be included in the Table on page 40?	Yes. Though the N52 system is not active, the N52 unit should be checked and serviced with the rest of the chemical feed systems.
10	Page 15 requires the vendors to provide 14 H2S monitors for 7 locations. The 7 locations are the 5 control points shown on the map on page 10 plus two "hot spots". Is that correct?	There are currently five control points identified in the RFP that will require H2S monitoring. Regional San will request that the awarded vendor provided 4 more units for other hot spots to be determined.
11	On Page 15 under New Chemical Feed Systems, the RFP states that REGIONAL SAN will own any new feed systems after commissioning. The pricing table for new equipment on page 40 says "Implementation Cost". Should our pricing for this item include the sale price of the system plus all delivery, installation and start-up costs?	Implementation costs on page 40 shall include all pertinent costs associated with the new chemical feed system, including sales price, delivery, install, and startup.
12	On page 14 under SCOPE, the RFP requires us to provide documentation that guarantees adequate chemical surplus to meet your current and future demands. However, the RFP does not define what we need to provide. Are you looking for the location, proximity and number of terminals, production capacities, storage capacities etc. Please provide specific criteria on what you need to adequately fulfill your requirements.	The statement, "the vendor is to provide documentation that guarantees adequate chemical surplus to meet REGIONAL SAN's current and future needs for a multiyear contract", implies that Regional San awards to a vendor that will guarantee surplus of commodity for a multi-year contract. Any vendor related information on commodity surplus and availability that brings transparency to Regional San is welcome.
13	The RFP requires maintenance/service every two weeks and immediate response for emergency maintenance. What is the REGIONAL SAN's expectation for meeting the "immediate response" requirement when pumps go down or there are problems with the H2S monitors etc.? Would response within 5 – 7 business days be OK?	Regional San expects the vendor's "immediate response" to emergencies be within 48 hours from the time reported.
14	Should our Annual Service Component pricing on Page 40 include emergency response or will we be able to invoice that separately?	The Annual Service Component pricing should on page 40 should include emergency response.
15	Does the REGIONAL SAN have any safety protocols or other SOPs that will need to be followed while performing maintenance, sampling and making deliveries? Please provide	Any new vendors needing to access the SRWTP process area will need to complete a Safety Orientation that will review Regional San related SOPs and procedures.. The vendor will supply their Safety Manual and Injury Illness

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	any specific criteria, SOPs or protocols that will need to be followed during the contract.	Prevention Plan (IIPP) for SRWTP Safety Office to review prior to commencing work to ensure that the documentation is compliant. In addition, SRWTP Safety Office will review any documentation on procedures related to COVID-19.
16	For sites that require traffic control to make chemical deliveries, will REGIONAL SAN provide the personnel and equipment needed to control traffic?	Active Calcium Nitrate Feed systems will not require traffic control. Regional San will not provide traffic control for chemical deliveries.
17	Will REGIONAL SAN need to be able to view the H2S readings on the website and make feed rate changes via the website or do you want the vendor making all feed rate changes?	Regional San intends to make feed rate changes utilizing the web-based platform. Regional San will request assistance as needed from the vendor.
18	Does the REGIONAL SAN ever make significant feed rate changes that may require immediate changes to delivery schedules to keep tanks from running out?	Regional San may make significant feed rate changes based on field conditions that may impact a scheduled delivery. Regional San will provide advanced notification to the vendor in such cases.
19	Could you please provide the estimated plan and time frame(s) for when the REGIONAL SAN will be using the low ammonia product and the high ammonia product? What product will be utilized at the beginning of the contract? When the switch from one product to the other is made, will it remain that way for the duration of the contract? This information is needed for proposal preparation and for manufacturing and inventory planning purposes.	There is no definite timeline when Regional San will utilize low ammonia calcium nitrate. The intent for two calcium nitrates is to have the flexibility to transition from ammonia to low ammonia calcium nitrate when the Sacramento Regional Wastewater Treatment Plant (SRWTP) decides to operate the Biological Nutrient Removal (BNR) process and it is determined to be cost effective to the District. The new BNR is expected (but not certain) to come online anywhere from early 2021 to late 2022. Regional San will reserve the flexibility to utilize whichever chemical is determined to be most cost effective by Regional San for the duration of the contract.
20	On page 14 under "Product", the second bullet points states "A calcium nitrate solution with at least 3.5 lb. of nitrate as NO ₃ -O per gallon with a maximum ammonia concentration of 24% by weight as NH ₃ -N. NH ₃ is a gas. Do you mean NH ₄ -N? A product with 24% NH ₄ -N would contain an extremely high amount of ammonia (much, much higher than the product you are currently using). We believe that you are looking for a product that has a maximum ammonium nitrate concentration of 24%. Is that correct? If not, could you please clarify this and provide us with the formula you are using to determine the % by weight?	On page 14 under "Product", the second bullet stating "A calcium nitrate solution with at least 3.5 lb. of nitrate as NO ₃ -O per gallon with a maximum ammonia concentration of 24% by weight as NH ₃ -N. The correction for NH ₃ -N should read NH ₄ -N. The maximum amount of ammonium nitrate concentration is 24%.
21	On page 39, Column 3 of the chemical product cost proposal reads "Amount of Ammonia as Nitrate (% by weight). Expressing ammonia as nitrate is not a common practice. Should this read "Amount of ammonium nitrate (% by weight)?"	On page 39, Column 3 should read, "Amount of ammonium as nitrate (% by weight).
22	On page 39, the Note under the pricing table	Regional San requires that the vendor provide pricing for



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	requires the vendor to enter pricing for a calcium nitrate with ammonia and calcium nitrate with reduced ammonia. During the Mandatory Pre-Bid Meeting, REGIONAL SAN indicated that this is a requirement in order for our proposal to be considered. Please confirm this requirement.	both calcium nitrate with ammonium and calcium nitrate with reduced ammonium. Failure to provide pricing for both calcium nitrate products will result in an automatic disqualification.
23	Please provide what it costs the treatment plant to remove 1 pound of ammonia from the wastewater. Please provide the current cost to remove ammonia and the anticipated future cost to remove ammonia once the new BNR process is on-line.	Regional San does not have costs at this time to share on removing 1 pound of ammonia from the wastewater as the BNR process.
24	On Page 18, #2 says that “Chemical tanks that require unitized molded outlet fittings shall not be accepted”. Could you please clarify what is meant by “unitized molded outlet fittings”?	A “unitized model outlet fitting” is a Snyder Tanks patent for the tank drain. It uses a combination of a sumo fitting with o-rings that connect to the tank wall. A metal ring is molded with the tank and is contact with the sumo fitting and o-rings. For more information, see link: http://www.snyderindustriestanks.com/PDF/99800062.PDF
25	On page 15 under New Chemical Feed Systems, a flow meter and tertiary containment are required. However, on pages 17 & 18 under New Chemical Feed Equipment & Instrumentation, there is no mention of tertiary containment or a flow meter. Please clarify if these items are needed for new systems.	The awarded vendor will include in addition to what is specified on pages 17 and 18, a flow meter and tertiary containment. The flow meter signal will be connected to the web-base platform to track. The tertiary containment system is required to capture the chemical tank, pump skid, and chemical piping to capture potential spills.
26	During the Mandatory Pre-Bid meeting, there was a discussion about how REGIONAL SAN would evaluate and award points for Chemical Product Cost (Table on page 29 – Maximum 60 points). Please provide the evaluation and award criteria that will be used by REGIONAL SAN to award these points.	Regional San will evaluate all proposals fairly by a committee. Upon request, Regional San will provide the evaluation scoring after the contract is awarded.
27	During the Mandatory Pre-Bid meeting, there was a discussion on how REGIONAL SAN would evaluate and award points for Annual Service (Table on page 29 – Maximum 30 points). We assume that quality of service, organizational structure and experience in providing this type of service will be part of the evaluation. Please provide the evaluation and award criteria that will be used by REGIONAL SAN to award these points.	Regional San will evaluate all proposals fairly by a committee. Upon request, Regional San will provide the evaluation scoring after the contract is awarded.
28	What are REGIONAL SAN’s performance requirements or standards. Do you have liquid or vapor phase H2S performance goals or standards for each site/control point?	Regional San has historically used data from H2S monitors, liquid phase data, and additional information as necessary to make daily changes to chemical feed rates as required. Regional San reserves the right to determine and use the amount of chemical needed for odor control.



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29	If a system or equipment fails at a feed site during the contract, will the vendor be required to replace the system or equipment? If so, will we be able to provide a supplemental quote for the system or equipment and invoice REGIONAL SAN separately?	Regional San will expect the awarded vendor to maintain all chemical feed systems pumping calcium nitrate. The vendor will replace a failed system or piece of equipment, as needed. The vendor will provide to Regional San explanation and justification for replacement or repair. The vendor will submit a quote for replacement and/or repair for Regional San's review prior to approval.
30	On page 6, Section 1.7 states that the contract resulting from this RFP will be for a three-year period. Does that mean that our initial pricing will need to be held firm for the first 3 years of the contract? This section also states that the contract may be extended for two additional one-year periods if pricing is favorable. Does this mean that the REGIONAL SAN will consider a price increase for the extension years if pricing is favorable?	Regional San requests a three year contract with two one year extensions. Within the three year contract, chemical pricing will be fixed. After the third year, Regional San may entertain up to two additional one year extensions, given that the chemical pricing offered by the vendor is negotiable and agreed upon by Regional San.
31	Is the contract awardee responsible for monitoring the tank inventory or does Sac Regional place orders for delivery?	The vendor is responsible to monitor tank inventory. Regional San will expect that vendor to order chemical deliveries and to maintain adequate levels of chemical at each chemical feed station.
32	If contractor is responsible for tank levels? Do we have visibility to the current tank telemetry?	The vendor is responsible to monitor tank inventory. Tank levels will be visible to the vendor, given that the vendor provides a web-based platform.
33	Why the contractor's license required if we will be delivering chemicals to already installed equipment? Are we allowed to begin to acquire the license and receive it after the bid delivery?	Based upon this level of work requested in the RFP, Regional San requires that the Prime and Subcontractor have CA Contractors licenses prior to award of contract.
34	Who is the current supplier and what is their pricing for deliveries of the Calcium Nitrate 50%?	The current supplier to Regional for calcium nitrate is EVOQUA. Please refer to the previous RFP award contract and pricing.
35	Can you provide current supplier SDS, Specification sheet and COA for the Calcium Nitrate currently provided?	Please refer to attached for SDS and COA for Bioxide SB, supplied by EVOQUA Attachment 2
36	Our company has interest in bidding on the current calcium nitrate RFP as manufactures of the product. However we do not have a contractors license, and due to Covid-19 it is uncertain how long it would take to get a contractor's license. That being said, we would contract out any construction work that is required to the appropriate kind of contractor. How will you consider any bid from a supplier that doesn't have a contractor's license?	Based upon this level of work requested in the RFP, Regional San requires that the Prime and Subcontractor have CA Contractors licenses prior to award of contract.
37	Since the bid requires two forms of calcium nitrate, how will each product be weighted in the pricing calculation? It is suggested that possibly the district will use calcium ammonium nitrate for the first year and then the ammonia free	Regional San will evaluate the product accordingly. There is no definite timeline when Regional San will utilize low ammonia calcium nitrate. Please refer to question #19.

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	product for the next four. Considering that will the price comparison calculation be 20% on the calcium nitrate with ammonia and 80% for the ammonia free version possibly?	

Best regards,


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Sr. Contract Services Officer

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