

Posting Language

Recommend approval to execute a contract for sodium chloride with TR International Trading Company, for a term of five years in an amount not to exceed \$1,680,000.

MBE/WBE

This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9D (Minority Owned and Women Owned Business Enterprise Procurement Program). For the goods required for this solicitation, there were no subcontracting opportunities; therefore, no subcontracting goals were established.

Lead Department

Financial Services Department

Client Department

Austin Water Interim Assistant Director of Operations, Mercedes Lopez-Garcia

Fiscal Note

Funding in the amount of \$196,000 is available in the Fiscal Year 2022-2023 Operating Budget of Austin Water. Funding for the remaining contract term is contingent upon available funding in future budgets.

Purchasing Language

The Financial Services Department issued an Invitation for Bids (IFB) 2200 RGW1011 for these goods. The solicitation was issued on October 31, 2022, and closed on December 6, 2022. The recommended contractor submitted the only responsive offer. A complete solicitation package, including a tabulation of the bid received, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](#).

Council Committee, Boards and Commission Action

March 8, 2023 - To be reviewed by the Water and Wastewater Commission

Additional Backup Information

The contract will provide a bulk supply of sodium chloride to be utilized by Austin Water's Handcox Water Treatment Plant. The product is a form of salt and is used to generate sodium hypochlorite, which is a disinfectant used at the plant. This disinfection is required per the Texas Commission on Environmental Quality. The usage of this product controls certain viruses, bacteria, and other microbes in tap water to prevent the spread of waterborne diseases such as cholera, dysentery, and typhoid.

This contract will replace a contract which expires on June 27, 2023. The requested authorization amounts were determined using departmental estimates, historical spend, and forecasted needs for water treatment. The recommended contractor is not the current provider for these goods.

If the City is unable to secure a contract, the City will not have a reliable and continuous source for sodium chloride. In addition, the City will be forced to procure these goods on an as needed basis, which may result in higher prices and additional operational costs.

Strategic Outcome(s)

Health and Environment

PRICE ANALYSIS

- a) Solicitations: 106 notices were sent, including 0 MBE and 2 WBE firms with no M/WBE firms responding.
- b) Cost Analysis: The proposed contract pricing is 48% higher than the previous contract in 2018 with one BLS metric supporting 47% of the increase..