



**RESPONSES TO QUESTIONS RELATING TO THE
REQUEST FOR PROPOSALS FOR SUPPLY AND DELIVERY OF CHEMICALS TO ALL WRD WATER TREATMENT FACILITIES**

Updated as of November 16, 2018

<http://www.wrd.org/business/water-replenishment-business.php>

Below are responses to questions that were asked during the procurement process relating to the RFP for Supply and Delivery of Chemicals to All WRD Water Treatment Facilities (RFP-18-002) and at the November 8, 2018 Pre-Proposal Meeting held at the Water Replenishment District of Southern California (WRD) office at 4040 Paramount Blvd., Lakewood, California 90712.

QUESTION	RESPONSE
1. What is the anticipated annual usage for Ferric Chloride since Table 2 of the RFP does not indicate any usage at LVL for this chemical?	The system that utilizes this chemical has never been fully commissioned. Therefore, its usage would be difficult to estimate at this time. This chemical, however, is used to enhance performance of the DAF system. Design projections indicate usage ranging from 0.7 gph to 4.7 gph and a dose of 30 mg/L to 100 mg/L.
2. Please clarify the 25-page limit for the proposal.	WRD would like to receive proposals that are no more than 25 pages in length. WRD prefers succinct proposals.
3. How will questions regarding the RFP be documented?	Questions received by email will be answered directly to the sender. In addition, all questions and answers will be documented in this table and uploaded to the WRD website (as noted above) on a regular basis.
4. Please clarify how WRD could award contracts to multiple Contractors.	WRD understands that Contractors may supply more than one chemical listed in the Guaranteed Maximum Price (GMP) Table (Exhibit A of the RFP). Although WRD may award contracts to multiple Contractors, it is WRD's intent to purchase each of the chemicals in the GMP Table from the designated Contractor.
5. Can the electronic copies of the proposals be submitted on a flash drive instead of a CD?	Yes
6. Do all resumes from potential truck drivers need to be submitted as part of the proposal package?	No, resumes of the transport companies shall be sufficient.
7. The RFP requires that WRD be notified 30 days in advance when a truck driver will be delivering to the site. Would WRD consider changing this policy to allow more flexibility?	Yes, WRD shall revise this requirement to request that the Contractor submit the name of the delivery personnel to the chief plant operator at least 48 hours in advance of every delivery. An RFP Addendum shall be issued soon to reflect this change.



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8.	Will information be provided regarding award and pricing?	Yes, this can be requested from WRD upon award of contract by the WRD Board of Directors.
9.	What capacities of antiscalant will be required for the plants?	Tanker quantities for the Leo J. Vander Lans facility and ARC, and tote quantities for the Goldsworthy Desalter.
10.	Should the Contractor assume the antiscalant price to be based on the desired dosage?	Yes
11.	Regular business hours for chemical companies are Monday through Friday, not weekends. If an order is placed on a Thursday, (and understanding that regular business hours are only Monday through Friday), would penalties be incurred since the order will not be received within the 3 calendar days?	WRD shall revise the requirements to state that deliveries shall be made within three (3) business days upon order placement and that WRD reserves the right to impose a penalty. An RFP Addendum shall be issued soon to reflect this change.
12.	How accurate are the chemical usage quantities listed in Table 2 of the RFP?	The chemical usage quantities for LVL were based on a plant production of 3 MGD. The design capacity of LVL is 8 MGD. It is the Contractor's responsibility to estimate the quantities of chemicals to be furnished based on plant design capacities and history of operations and develop their Guaranteed Maximum Pricing for chemicals accordingly.
13.	The requirement for Contractor's Pollution Liability (Section 9.1.5) of Exhibit E of the RFP appears to be excessive. Can WRD consider revising this requirement?	This Section will be replaced with the following text: The Contractor shall provide and maintain coverage appropriate for the hazardous material/waste activity contemplated in this Agreement. An RFP Addendum shall be issued soon to reflect this change.
14.	For prediction of antiscalant product and dose, could a water sample be obtained from the treatment plant?	Yes.



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<p>15. Regarding the following requirements listed on pg. 22 and 23 under 7.5 PROJECT TEAM AND QUALIFICATIONS, would you accept a short narrative for each project team member that would include all information requested in each of descriptions below? Or do you require resumes to be attached as well, seems like we would be submitting duplicate information.</p> <p><i>Provide a <u>description of the experience, qualifications including required licenses and certifications, area of expertise or specialization, and availability (including current workload) of the project team members, including subcontractors, if any. Describe other project commitments by project team members and the anticipated level of involvement of each team member based on the abilities and expertise required for the type of work desired by WRD.</u></i></p> <p><i>Provide the resumes of all members of the project team, including subcontractors, such as delivery drivers, as an appendix. Each resume shall not exceed three (3) pages and shall include name and title, education, years with the company, licenses and certifications (issue and expiration dates), home office location, relevant experience within at least the last five (5) years, and other required qualifications discussed in this RFP.</i></p>	<p>WRD would like the “Project Team and Qualifications” section of the Contractor’s proposal to include descriptions of each of the key project team members. It can be a short description that basically summarizes the resume. In addition, WRD would like resumes to be attached for the key project team members that are described. As stated in the response to Question No. 6 above, resumes for the delivery drivers will not be required for submittal. An RFP Addendum shall be issued soon to reflect this change.</p>



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QUESTION	RESPONSE
16. Can you provide current pricing, dosing, and product name of the cleaners and antiscalants currently used at all WRD facilities?	GOLDSWORTHY DESALTER: <ul style="list-style-type: none"> • Antiscalant: AWC A-106; 5mg/L dose • Cleaners: AWC C-227 and AWC C-224 LVL: <ul style="list-style-type: none"> • Antiscalant: King Lee Pretreat Plus Y2K; 3mg/L • Cleaners: PWT Lavasol V (for Third Stage RO) <p>With respect to pricing, all chemicals have been procured by the operating agencies under contract with WRD. Hence, WRD does not have any current contracts with chemical vendors.</p>
17. Can you confirm the expected recovery rates for the Goldsworthy and LVL facilities?	The Goldsworthy Desalter operated at a recovery range of 70% to 76%. The LVL facility operates at a recovery of 91% to 92%.
18. Can you confirm if acid is used as pretreatment for any of the three facilities? If so, what is the target pH?	Acid is used for pH adjustment at LVL to target a feed pH of 7. No acid is used at the Goldsworthy Desalter; the source water pH is approximately 7.5.
19. Can you provided an updated water quality profile for all three facilities?	We will reach out to our facilities and see if this information is available.
20. Would you please forward the name of the current supplier and the current pricing?	All chemicals have been procured by the operating agencies under contract with WRD. Hence, WRD does not have any current contracts with chemical vendors.
21. What is the tank volume size for bulk deliveries to the Leo J. Vander Lans Advanced Water Treatment Facility?	Tank volumes at the LVL facility are provided in Table 2 of the RFP.



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22. Please confirm the proposed contract dates and renewal options available.	Contracts will be executed immediately upon award by WRD’s Board of Directors, which is anticipated on December 19, 2018. The contract term will be approximately three (3) years, so all contracts will expire on June 30, 2021. It is anticipated that another RFP will be issued in early 2021 to establish new 3-year contracts with chemical suppliers that will begin on July 1, 2021.
23. Why are some Chemical Proposal Forms (Exhibit B) marked “DRAFT”? Please provide the editable version of the Chemical Proposal Forms.	The “DRAFT” watermarks on some of the Chemical Bid Forms were a formatting error. An RFP Addendum shall be issued soon and will include the final Word files of both Exhibits A and B.
24. Are you able to waive the requirement for resumes for all members of the project team? We do not have access to resumes from all of plant staff.	WRD would like resumes of <u>key</u> project team members, such as the Project Manager that will be assigned to WRD. Resumes for ancillary members of the project team, such as delivery drivers, will not be required for submittal.
25. Can suppliers of specialty chemicals propose products and pricing for the WRD facilities where their products are not listed on Tables 5.14 and 5.15?	Yes
26. Section 4.0, Item 10 – Please clarify that if for unanticipated reasons there is a product delivery delay (or possible product shortage), that WRD will charge the contractor the difference in price for purchasing from another supplier. This in addition to the \$500/day liquidated damages for delayed delivery seems excessive, especially with the strict delivery time requirements.	Under this condition, WRD would simply charge the Contractor the difference in pricing. The \$500/day liquidated damages would not be imposed.



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<p>27. Will WRD reconsider the delivery time requirements? Providing delivery within 3 days after receipt of order combined with the liquidated damages of \$500 per day provides little to no margin for delays. Also, considering we must provide the delivery drivers information 48 hours prior to delivery, that leaves only 24 hours to process the order, and get the large variety of required documents completed for delivery. A period of 5-7 days ARO is much more reasonable for delivery. We will strive to delivery products as quickly as possible (within 3 days ideally), but with such strict financial penalties it could result in higher chemical prices for WRD due to the risk being assumed by the contractors.</p>	<p>As stated in the response to Question #11 above, WRD has modified the minimum delivery requirement to three (3) <u>business</u> days upon order placement and that liquidated damages (penalty) are not automatic and will be at WRD's discretion. WRD understands that some chemicals may require more than three (3) days for delivery and upon request by the Contractor, WRD may grant exceptions to the minimum delivery requirement of three (3) days. Please complete the Chemical Bid Forms (Exhibit B of the RFP) accordingly with the anticipated minimum delivery time for each chemical.</p>
<p>28. Section 4.0, Item 13 – Will WRD reconsider the ISO requirement for certificate of analysis results, and if not could additional leeway be provided to get these results from a ISO certified lab. Again, with the 3 day delivery requirement we would only be able to provide our standard COA from our inhouse laboratory (not ISO certified), the certified analysis could take a little additional time.</p>	<p>WRD recognizes that in-house analytical laboratories may not be ISO-certified and therefore this poses challenges in providing ISO-certified COAs in a timely manner. As a result, WRD will accept in-house laboratory COAs with the provision that if requested by WRD, ISO-certified COAs will be provided by the Contractor. Further, upon such request by WRD, exceptions to the minimum delivery schedule requirement may be granted.</p>



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<p>29. Section 5.14 (Threshold inhibitor/antiscalant) – Could WRD please clarify/provide more detail on the conditions that would dictate a product failure, as the formation of scaling is vague and vary broad. This could mean that if the system is accidentally run at higher recovery and scales the contractor could be liable for cleaning. Additionally, with advanced reuse systems fluctuations in water quality are likely, and could contribute to scaling if they increase beyond anticipated limits. Ideally this product failure section should include a time duration, as systems will inevitability scale or foul and require cleaning.</p>	<p>Failure of the product in controlling for the incidence of mineral scaling shall be defined as the formation of scale in the tail end elements of the system’s 3rd stage (LVL and ARC) and the 2nd stage (Goldsworthy Desalter). This shall be based on a loss of >15% in the stage specific flux relative to the overall RO system specific flux. Tail end elements will be removed and samples provided to the Contractor for analysis and confirmation for the presence/absence of mineral scale and speciation. Further, WRD will conduct its own autopsy analyses in parallel with the Contractor.</p>
<p>30. Section 6, Item 3 – Can these experience requirements be reduced, to similar levels to those in Item 2 of Section 6 (i.e. 5 years’ experience)? These seem excessive given each organization has equal or more experienced people to support the Project Manager.</p>	<p>Yes, WRD will accept Project Managers with a minimum of 5 years of experience.</p>
<p>31. Section 4.0, Item 11 – If the products have been shipped from the Contractor’s facility and in transit to WRD, can the Contractor charge WRD for fees related to shipment cancellation/return? It seems fair if WRD cancels on such short notice if shipping fees are incurred they could be charged.</p>	<p>Yes, WRD will incur the restocking fee if a product is canceled in transit. Please indicate the restocking fee in your proposal.</p>
<p>32. Under Sec. 7.5 Project Team and Qualifications requirement for organizational chart – Is the District looking for an org. chart just of the project team members(names/titles), or would a high level company org. chart be acceptable(titles only)?</p>	<p>WRD would like an org. chart of the project team members, including names and titles.</p>



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