

**CYPRESS**  **FAIRBANKS**  
INDEPENDENT SCHOOL DISTRICT  
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**To:** Bill Powell  
Assistant Superintendent of Support Services

**From:** Severin Castro  
Director of Purchasing

**Date:** June 20, 2019

**Re:** HVAC Condenser and Cooling Tower Treatment Services  
Annual Contract #19-07-6162R-RFP

The following proposals were received and opened at 3:00 p.m., Thursday, May 23, 2019 as advertised and specified in documents concerning **Annual Contract #19-07-6162R-RFP HVAC Condenser and Cooling Tower Treatment Services**. The proposals received are located on pages 2-7.

<sup>a</sup> Overall best value to the District based on user department evaluation.

**Recommendation:** Nalco Company

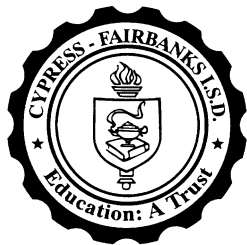
**Funding:** M & O Funds

**Estimated Expenditure:** \$350,000.00

**Contract Term:** July 1, 2019 - June 30, 2020

**Renewal:** 5 Years

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## Cypress-Fairbanks Independent School District Maintenance Center

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*HVAC Supervisor  
David Tooker*

To: Mark Martinez and Severin Castro

From: David Tooker

Date: June 03, 2019

Re: 2019 HVAC Condenser and Cooling Tower Treatment #19-07-6162R-RFP Recommendation

The HVAC Condenser and Cooling Tower Treatment Service RFP documents were received on May 23<sup>rd</sup> 2019. All submitted documents were reviewed based on the specifications provided by Cypress Fairbanks ISD. Each responder's bid package was evaluated using the product information sheets, attribute responses, bid line items, and all submitted reference materials.

A score sheet was created to evaluate each responder's ability to meet the specifications and to provide a numerical value for comparison, based on the score criteria in section 8.0 of the Bid Attributes. This score sheet document is attached for your review.

Nalco Company scored the highest point total overall of the three (3) responders.

It is my recommendation to award this RFP contract to Nalco Company. The submitted water treatment program and future latest technology upgrades will provide the greatest value to the district.

Sincerely,

David Tooker

## Score Sheet for 19-07-6162R-RFP HVAC Condenser and Cooling Tower Treatment Services

			<u>Nalco Company</u>	Chem-Aqua	Preventive/ Predictive Maintenance Services, Inc.
<b>Criterion</b>	<b>Section</b>	<b>Criterion Points</b>			
Purchase Price Ratio Scored	8.1	40	<u>40</u>	26.67	13.34
Manufacturer or Warehouse in Area	8.2	10	<u>10</u>	10	10
Reputation of Proposer, Goods and Services	8.3	10	<u>10</u>	10	10
Quality of Proposer's Goods and Services	8.4	10	<u>10</u>	10	10
Proposer's Past Record of Similar Size and Scope	8.5	10	<u>10</u>	10	10
Proposer's Supplied Doc's and Compliance w/Spec	8.6	10	<u>10</u>	0	0
Qualifications of Proposer's Service Reps	8.7	10	<u>0</u>	0	0
Totals		100	<u>90</u>	66.67	53.34

## HVAC Condenser and Cooling Tower Treatment Services, Annual Contract # 19-07-6162R-RFP

**Line 1 Liquid Inhibitor**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Costs for liquid inhibitor totaled in final pricing under attribute 13 Total Chemical Costs
Chem-Aqua	1	EA	\$96,673.00	
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$179,634.00	

**Line 2 Liquid Oxidizer**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Costs for liquid oxidizer totaled in final pricing under attribute 13 Total Chemical Costs
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$42,687.00	
Chem-Aqua	1	EA	\$239,469.00	Feed rate 3 times per week -- Mon-Wed-Fri

**Line 3 Liquid Non-Oxidizer**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Total costs for liquid non-oxidizer totaled in final pricing under attribute 13 Total Chemical Costs
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$38,320.00	
Chem-Aqua	1	EA	\$82,096.00	Feed rate 1 time per week -- Thursday

**Line 4 Solid Inhibitor**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Preventive/Predictive Maintenance Services, Inc.	1	EA	No Bid	
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Total costs for Solid inhibitor totaled in final pricing under attribute 13 Total Chemical Costs
Chem-Aqua	1	EA	\$45,361.00	Pricing for elementary schools based on the information Dave Tooker provided on wanting to go with solids at all elementary schools

**Line 5 Solid Oxidizer**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Preventive/Predictive Maintenance Services, Inc.	1	EA	No Bid	
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Total costs for solid oxidizer totaled in final pricing under attribute 13 Total Chemical Costs
Chem-Aqua	1	EA	\$53,379.00	Pricing for elementary schools based on the information Dave Tooker provided on wanting to go with solids at all elementary schools

**Line 6 Solid Non-Oxidizer**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Preventive/Predictive Maintenance Services, Inc.	1	EA	No Bid	
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Total costs for solid non-oxidizer totaled in final pricing under attribute 13 Total Chemical Costs
Chem-Aqua	1	EA	\$16,488.00	Pricing for elementary schools based on the information Dave Tooker provided on wanting to go with solids at all elementary schools

**Line 7 Tower Inhibitor Controllers**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Chem-Aqua	1	EA	\$0.00	Aqua will own, warranty and maintain the controllers for the term of the water treatment
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	All controller costs and repair are covered under chemical costs. No additional charges for controllers..
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$4,179.00	

**Line 8 Internet Service Reporting System**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Chem-Aqua	1	EA	\$0.00	NO CHARGE for the wireless modems or annual subscription during the term of the contract.
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	covered under chemical pricing. No additional charges for internet service reporting system.
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$3,600.00	

## HVAC Condenser and Cooling Tower Treatment Services, Annual Contract # 19-07-6162R-RFP

**Line 9 Total Chemical Costs**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	pricing is under attribute 13 Total Chemical Costs
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$260,641.00	
Chem-Aqua	1	EA	\$533,466.00	

**Line 10 Maintenance Costs (Repair or Replace)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	All maintenance and service costs are included and covered under the chemical pricing. No additional charges for maintenance costs and repair to existing systems.
Chem-Aqua	1	EA	\$0.00	
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$75.00	Per hour 2 hour minimum

**Line 11 Laboratory Services Costs**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Includes all corrosion coupons and analysis outlined in RFP specification \$4500.00. Included in pricing and total under attribute 13 Total cooling water costs
Chem-Aqua	1	EA	\$0.00	
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$60,000.00	

**Line 12 Service Fees**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	All bi-monthly service and testing covered under chemical pricing. No additional charges for service.
Chem-Aqua	1	EA	\$0.00	
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$75.00	2 Hour Minimum

**Line 13 Total Cooling Water Costs**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$324,241.00	This total is for lines 8,9,&11.
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$349,263.82</u></b> <sup>a</sup>	Includes all service, maintenance, analytical, and chemistries for all cooling tower systems and steam boilers in CY-Fair Independent School District.
Chem-Aqua	1	EA	\$533,466.00	

**Line 14 Closed Loops Inhibitor**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	All Closed Loop inhibitor systems to bill only if needed.
Chem-Aqua	1	EA	\$351.00	In closed loop systems that do not have Thermal Storage tank. Bid calls for pricing for each loop hot loops require higher chemical levels then chill. PRICE for 7500 gallons on chill loop is 147.00 PRICE for hot loop for 7500 gallons is 204.00
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$675.00	Per 7500 gallon hot loop

**Line 15 Closed Loops Cleaner**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	All closed loop cleaner to bill only if needed.
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$12.50	Per 7500 gallons
Chem-Aqua	1	EA	\$1,848.00	PRICE to clean closed loop systems

## HVAC Condenser and Cooling Tower Treatment Services, Annual Contract # 19-07-6162R-RFP

**Line 16 Thermal Storage Inhibitor**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	All thermal storage systems to bill only if needed.
Chem-Aqua	1	EA	\$138.00	Chem-Aqua 53505 is a silica / azole based closed loop inhibitor. Additional (adjunct) Azol will be added if necessary to ensure a minimum of 10 ppm of Azol is in the system as copper does tie up azole and filming of copper pipe does use up demand of copper.
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$675.00	Per 1000 gallons hot

**Line 17 Steam Boiler System - Sulfite Oxygen**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Oxygen scavenger and condensate treatment are included in the all in one drum product 22350. 22350 pricing and pounds are listed under Steam Boiler System- Scale & Corrosion Inhibitor.
Chem-Aqua	1	EA	\$1,553.00	Based on feed water temperatures, soft water basic make up water in the general area. We will also include a injection quill. Cut sheet is provided. This is an all in One product so the additional 2 line items will not have pricing as it is the same product
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$1,790.00	This product is also scale and corrosion inhibitor and neutralizing amine.

**Line 18 Steam Boiler System - Scale & Corrosion Inhibitor**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Chem-Aqua	1	EA	\$0.00	
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Steam boiler system scale and corrosion inhibitor costs are included under total program pricing attribute 13 and included in total chemical pricing.
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$0.00	Included in line 17.

**Line 19 Steam Boiler System - Neutralizing Amine**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
Chem-Aqua	1	EA	\$0.00	
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Oxygen scavenger and condensate treatment are included in the all in one drum product 22350. 22350 pricing and pounds are listed under Steam Boiler System- Scale & Corrosion Inhibitor.
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$0.00	Included in line 17.

**Line 20 Special Instructions: Cost for closed loop treatment 7,500 gallon chilled loop / Cost for closed loop treatment 7,500 gallon hot loop. The PRICE should include chemically cleaning and treatment.**

<u>SUPPLIER</u>	<u>PRICE</u> <u>Chilled Loop</u>	<u>PRICE</u> <u>Hot Loop</u>	<u>SUPPLIER NOTES</u>
Chem-Aqua	\$2,301.00	\$2,461.00	Cleaning PRICE is based on the expressed system volume of 7500 gallons. Cleaning procedures are attached in the response attachment section.
<b><u>Nalco Company</u></b>	<b><u>\$2,212.84</u></b>	<b><u>\$3,341.16</u></b> <sup>a</sup>	All services (Straight time, Overtime, Holiday time) to be covered under chemical pricing. Nalco to maintain full time employee in the district at all times, he will cover all additional call outs as needed. No additional charges for any service time.
Preventive/Predictive Maintenance Services, Inc.	\$724.50	\$1,062.50	Total depends on scope and number of projects.

## HVAC Condenser and Cooling Tower Treatment Services, Annual Contract # 19-07-6162R-RFP

**Line 21 Pot Feeder-Filter feeder is a 5 gallon capacity, 200 PSI maximum operating pressure. Ex. (Watts FMJCH40 or Shelco SJCH series filter feeder)**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Filter Feeder Part Number 6047824 Watts:FMJCH40 series \$1250 each (Meets RFP specifications)
Chem-Aqua	1	EA	\$778.00	
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$1,400.00	

**Line 22 Filter Cartridge-Filter feeder is a 5 gallon capacity, 200 PSI maximum operating pressure. Ex. (Watts FMJCH40 or Shelco SJCH series filter feeder) See Technical Specifications 3.10 Pumps and Feed Equipment.**

<u>SUPPLIER</u>	<u>QTY</u>	<u>UOM</u>	<u>PRICE</u>	<u>SUPPLIER NOTES</u>
<b><u>Nalco Company</u></b>	1	EA	<b><u>\$0.00</u></b> <sup>a</sup>	Filter Part Number 231-FMHC405.88 5 micron \$125 each (Meets RFP specifications)
Chem-Aqua	1	EA	\$7.81	PRICE is based on each filter. Filters do come in quantities noted as case. Depending on the desired micron size to capture particulate quantities vary per case.
Preventive/Predictive Maintenance Services, Inc.	1	EA	\$69.00	