

**INDIAN RIVER COUNTY  
OFFICE OF MANAGEMENT & BUDGET**

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**DATE:** February 15, 2022

**TO:** BOARD OF COUNTY COMMISSIONERS

**THROUGH:** Jason E. Brown, County Administrator  
Kristin Daniels, Budget Director

**FROM:** Jennifer Hyde, Purchasing Manager

**SUBJECT:** Authorization to Piggyback Modified Town of Jupiter Agreement with American Water Chemicals for RO Antiscalant

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**BACKGROUND:**

The Indian River County Department of Utilities Services (IRCDUS) operates two Water Treatment Plants that utilize the Reverse Osmosis (RO) process to remove contaminants. One of the products necessary in the process is antiscalant, which is added to feed water to prevent the formation of inorganic scale on the membranes used to treat the water.

Since January of 2017, IRCDUS has piggybacked pricing and terms of bids solicited and awarded by the Town of Jupiter Town Council to purchase A-111 Plus RO antiscalant. The current bid was awarded by the Town Council on October 6, 2020 for a three-year term at a rate of \$0.79 per pound. In May of 2021, the Town's Utilities Facilities Manager authorized a change order to the agreement, increasing the price to \$0.82 per pound, due to increased freight and chemical costs. Escalation for freight was authorized in the agreement, and accounts for \$0.02 of the increase. The additional \$0.01 increase was for increased chemical costs.

Because the chemical cost increase was not directly approved by the Town Council, the equivalent of our Board of County Commissioners, and authority to modify the agreement was not delegated to the Utilities Facilities Manager by the Council, IRCDUS is requesting the Board's authorization to accept the price modification to the agreement and continue piggybacking.

**DISCUSSION**

The North and South RO Water Treatment Plants (WTP) place independent orders for antiscalant, as needed. The contracts used to purchase the product are detailed in the table below, with bid and contract documents available in the Purchasing Division for review.

|                 |                         |                                   |                                   |   |
|-----------------|-------------------------|-----------------------------------|-----------------------------------|---|
| <b>Contract</b> | IRCDUS Bid<br>2014014   | Town of Jupiter<br>W1432F         | Town of Jupiter<br>W1744F         | Town of Jupiter<br>W2105E               |
| <b>Dates</b>    | 11/5/2013-<br>9/30/2016 | 7/15/2014-<br>7/14/2017           | 10/1/2017-<br>9/30/2020           | 10/1/2020-<br>9/30/2023                 |
| <b>Vendor</b>   | Harcros                 | American Water<br>Chemicals, Inc. | American Water<br>Chemicals, Inc. | American Water<br>Chemicals, Inc.       |
| <b>Rate</b>     | \$0.57/lb               | \$0.765/lb                        | \$0.815/lb                        | \$0.79/lb (original)<br>\$0.82/lb (new) |

Historical pricing and annual expenditures by fiscal year are shown below. Higher usage in FY 20/21 is due to higher demand during the pandemic.

| <b>Period</b>    | <b>Quantity (lb)</b> | <b>Rate</b> | <b>Total Annual Cost</b>                     |
|------------------|----------------------|-------------|--|
| FY 19/20         | 63,120               | \$0.815/lb  | \$51,443                                     |
| FY 20/21         | 72,000               | \$0.79/lb   | \$56,880                                     |
|                  | 15,460               | \$0.82/lb   | \$12,677                                     |
|                  |                      |             | \$69,557 total                               |
| FY 21/22 to date | 36,520               | \$0.82/lb   | \$29,946 (to date)                           |
| FY 21/22 (est.)  | 26,600               | \$0.82/lb   | \$21,812 (total for year estimated \$51,758) |
| FY 22/23 (est.)  | 64,000               | \$0.82/lb   | \$52,480                                     |

The increased price equates to an estimated increase of \$1,920 per year, based on an average quantity of 64,000 pounds of antiscalant.

**FUNDING/BUDGET AMENDMENT:**

Funding in the amount of \$21,812 for antiscalant comes from the Utilities/Water Production/Chemicals, account number 47121936-035230, in the operating fund. Operating funds are generated by water and sewer sales.

| <b>Account Number</b> | <b>Account Name</b>                  | <b>Amount</b> |
|-----------------------|--------------------------------------|---------------|
| 47121936-035230       | Utilities/Water Production/Chemicals | \$21,812      |

**RECOMMENDATION:**

Staff recommends the Board authorize staff to continue to piggyback the Town of Jupiter contract W2105E for RO Antiscalant with American Water Chemicals, Inc., at the increased rate.