

Addendum #1

Purchase of Liquid Aluminum Sulfate in Lake County, Florida

LAKE COUNTY WATER AUTHORITY

December 6, 2018

Items requested regarding RFB # 2019-03:

1st Requestor:

1. Should NuRF expect that they will be the only beneficiary of a constructed manufacturing site, or may the site be used for supplying other customers as well?

The LCWA has asked vendors to consider constructing a manufacturing site in proximity of the NuRF to reduce distance/time of deliveries from existing aluminum sulfate production plants. The LCWA anticipates a site in proximity to the NuRF would assure product because distance and time would be greatly reduced. The LCWA would not have to be the only beneficiary of the plant. Other neighboring municipalities and agencies use aluminum sulfate for water resource projects, but the LCWA would expect its demands to be met first and foremost.

2. Under Pricing Option A, given the variability of the requirements for product by NuRF, is the bidder required to supply all the needs of NuRF, or is there leeway to supply what can be offered as available at the time?

There is no leeway. The LCWA is looking for a sole supplier of the aluminum sulfate in Option A and Option B. The LCWA staff found it very difficult to only be supplied what may be available at the time. We would anticipate a qualified vendor could supply us with our demand if they are interested in this sales opportunity.

In the event the Seller cannot supply the Authority with required amounts of liquid aluminum sulfate, the Seller will arrange for an interim alternate supply and utilize funds provided under a letter of credit to compensate the Authority for prices in excess of the contract price as written in Article 21 of draft contract for Option A and Option B.

3. Are joint bids allowed between two entities to be able to supply all the supply requirements?

No. The LCWA is looking for a sole supplier of the aluminum sulfate. In the event the Seller cannot supply the Authority with required amounts of liquid aluminum sulfate, the Seller will arrange for an interim alternate supply and utilize funds provided under a letter of credit to compensate the Authority for prices in excess of the contract price as written in Article 21 of draft contract for Option A and Option B.

4. Will NuRF allow and/or expect truck deliveries to be made 24/7, or are the set delivery hours?

The Seller will have access to the NuRF 24/7 to make deliveries and will be given access code to the facility.

5. Is the product demand expected to remain consistent throughout the bid term period?

No, the product demand will fluctuate depending on the season and amount of rainfall the central Florida region receives. The St. John's River Water Management District regulates water levels in Lake Apopka. They discharge water accordingly and the LCWA cleans the discharged water before entering our chain of lakes. We can only respond to natural events.

6. If NuRF chooses a vendor for Pricing Option B, what is the intention of NuRF for supply of product prior to the construction of the new manufacturing site?

If any Seller is interested in Option B, they will need to submit a timeline, among other things, for the completed construction of the facility. The LCWA will need aluminum sulfate in the meantime. That can either be supplied through the same vendor or an alternative. The RFB allows responses to both Option A and Option B to see what may be the most advantageous for the LCWA.

7. Does the price adjustment methodology Exhibit D apply to both Options A and Option B, or just one of the pricing Options?

The price adjustment methodology was included with Option A and Option B as a potential process to justify and calculate escalation and de-escalation of product pricing. The RFB allows vendors to submit an alternative price adjustment methodology, but it will have to be agreed on by the LCWA and vendor.

8. On the pages for Previous Similar Experience, can you provide clarification on "Total Value of Change Orders & Contract Adjustments" and what information you are seeking?

The information for "Total Value of Change Orders & Contract Adjustments" is not needed. PREVIOUS SIMILAR EXPERIENCE REFERENCE should now read:

Project Name: _____

Project Description and Location: _____

Description of Services that we performed: _____

Contract Cost: _____ Duration: _____

Client Name: _____

Client Contact Person: _____

Address: _____

Telephone: _____ Fax: _____

We are looking for references who could speak of your services for similar projects and sales opportunities.

9. When will the answers to the questions be released and will all proponents questions and answers be shared?

Deadline for interpretations is December 6, 2018 and final addendum posting will be made by December 11, 2018. All questions and answers will be shared, but no identification with vendors or products is intended or should be inferred.

10. On the previous similar experience sheet, one of the lines states "Total Value of change orders & contract adjustments". Could you explain what is needed in this space?

See #8 above.

11. In the annual agreement, Under Article 3; Paragraph 4 the bid states we are to provide weekly invoices. Is it possible to invoice each shipment as one single invoice? Or is this mandatory?

LCWA staff would prefer to have a weekly lump sum invoice. Individual shipments can be identified as line items, but all cost of shipments should be totaled and billed as a lump sum.

12. In the annual agreement, Under Article 16-Contract time. The agreement states 3 renewal periods however the terms under Option A is for 4 renewal periods. Please clarify which term is correct for option A.

Option A was amended to the following:

Option A

The contract shall be for the purchase, delivery and unloading of Liquid Aluminum Sulfate as set forth in this Invitation to Bid, Draft Contract for Purchase of Goods, Bid Form, Technical Specifications and Safety Measures which comprise the Bid Documents prepared by the Authority. All bids are to be a firm price for a period of one (1) year beginning upon execution of the contract with the option to extend the contract period for a cumulative total of four (4) years. The firm FOB destination price shall include cost for purchase, delivery and unloading of Liquid Aluminum Sulfate at the Apopka-Beauclair Canal Nutrient Reduction Facility located in Lake County.