

BID2020-53 FURNISH AND DELIVERY OF ZINC ORTHOPHOSPHATE FOR A PERIOD OF ONE (1) YEAR WITH AN OPTION TO EXTEND ONE (1) YEAR FOR THE CITY OF TRENTON, DEPARTMENT OF WATER AND SEWER BID OPENED 8/4/2020 AT 11:00AM

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| BID2020-53 FURNISH AND DELIVERY OF ZINC ORTHOPHOSPHATE FOR A PERIOD OF ONE (1) YEAR WITH AN OPTION TO EXTEND ONE (1) YEAR FOR THE CITY OF TRENTON, DEPARTMENT OF WATER AND SEWER |  |  |  |
| NUMBER OF RESPONDENTS:   | 3  |  |  |
| NAME OF BIDDER   | SHANNON CHEMICAL CORPORATION   | GEORGE S. COYNE CHEMICAL CO., INC.   | CARUS LLC FKA CARUS CORPORATOIN                          |
| ADDRESS  | P.O. BOX 376   | 3015 STATE ROAD  | 315 FIFTH STREET   |
| CITY, STATE, ZIP   | MALVERN, PA 19355  | CROYDON, PA 19021  | PERU, IL 61354   |
| CONTACT NAME   | DANIEL C. FLYNN  | CAROLYN MAIR-BASIURA   | SAMANTHA PUMO  |
| TELEPHONE  | 610-363-9090   | 215-785-3000   | 1-800-435-6856   |
| FAX  | 610-524-6050   | 215-785-1585   | 815-224-6697   |
| E-MAIL   | <a href="mailto:DCFLYNN@SHANNONCHEM.COM">DCFLYNN@SHANNONCHEM.COM</a> | <a href="mailto:BIDADMINISTRATION@COYNECHEMICAL.COM">BIDADMINISTRATION@COYNECHEMICAL.COM</a> | <a href="mailto:BIDS@CARUSLLC.COM">BIDS@CARUSLLC.COM</a> |
| STATEMENT OF OWNERSHIP DISCLOSURE  | INCLUDED   | INCLUDED   | INCLUDED   |
| DISCLOSURE OF INVESTED ACTIVITIES IN IRAN  | INCLUDED   | INCLUDED   | INCLUDED   |
| ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA  | N/A  | N/A  | N/A  |
| REQUIRED EVIDENCE AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE   | INCLUDED   | INCLUDED   | INCLUDED   |
| NON-COLLUSION AFFIDAVIT  | INCLUDED   | INCLUDED   | INCLUDED   |
| AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE   | INCLUDED   | INCLUDED   | INCLUDED   |
| NJ BUSINESS REGISTRATION CERTIFICATE FOR CONTRACTOR  | INCLUDED   | INCLUDED   | INCLUDED   |
| EIC  | CERT.#11490 EXP. 09/15/2027  | CERT.#5742 EXP. 10/15/2021   | <b>REQUIRED PRIOR TO AWARD</b>                           |
| MANDATORY EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A   | INCLUDED   | INCLUDED   | INCLUDED   |
| DEBARMENT NOTICED  | INCLUDED   | INCLUDED   | INCLUDED   |
| ETHICS COMPLAINT DISCLOSURE  | INCLUDED   | INCLUDED   | INCLUDED   |
| CERTIFICATE OF INSURANCE   | <b>REQUIRED PRIOR TO AWARD</b>                                       | <b>REQUIRED PRIOR TO AWARD</b>   | <b>REQUIRED PRIOR TO AWARD</b>                           |
| CITY OF TRENTON RESIDENT EMPLOYMENT POLICY   | INCLUDED   | INCLUDED   | INCLUDED   |
| 60-DAY EXTENSION COMPLIANCE  | YES  | YES  | YES  |
| COMPLIANCE WITH EMERGENCY SERVICES   | YES  | YES  | YES  |
| THREE (3) REFERENCES   | N/A  | N/A  | INCLUDED   |
| W-9  | INCLUDED   | N/A  | N/A  |
| UNIT PRICE PER TON   | <b>\$843.43/TON</b>  | <b>\$865.7186/TON</b>  | <b>\$960.00/TON</b>                                      |
| TOTAL BASE PRICE FOR YEAR ONE (1)  | <b>\$92,777.30 (BASED OFF 110 TONS)</b>                              | <b>\$95,229.05 (MINIMUM 2,000 GALS/DELIVERY)</b>   | <b>\$105,600.00</b>                                      |
| OPTION TO EXTEND ONE (1) YEAR  |  |  |  |
| OPTION TO EXTEND ONE (1) YEAR UNIT PRICE PER TON   | <b>\$867.67/TON</b>  | <b>\$897.5298/TON</b>  | <b>\$1,000.00/TON</b>                                    |
| OPTION TO EXTEND ONE (1) YEAR TOTAL BID PRICE  | <b>\$95,443.70 (BASED OFF 110 TONS)</b>                              | <b>\$98,728.28 (MINIMUM 2,000 GALS/DELIVERY)</b>   | <b>\$110,000.00</b>                                      |
| EXCEPTIONS (IF ANY)  | NONE   | YES SEE ATTACHED   | NONE   |
| FATAL FLAW   | NONE   | NONE   | NONE   |

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**PROPOSAL  
TO  
TRENTON WATER WORKS  
FOR  
Zinc Orthophosphate  
FY 2021**

The undersigned proposes to furnish and deliver to Trenton Water Works, Water Filtration Plant, John Fitch Parkway, Trenton, New Jersey, Zinc Orthophosphate as per the attached specifications.

| Quantity       | Description  | Unit Price<br>Per ton | Total Bid Price     |
|----------------|--|-----------------------|---------------------|
| 20,000 gallons | 34-30% Zinc<br>Orthophosphate per<br>attached specifications | \$ <u>843.43/ton</u>  | <u>\$92,777.30*</u> |
| Manufacturer:  | Shannon Chemical<br>Corporation                              |                       | *Based off 110 Tons |
|                | Daniel C. Flynn  |                       |                     |
|                | Respectfully Submitted                                       |                       |                     |

DCJ

(Signature)

Shannon Chemical Corporation

(Company)

Person to Contact: Daniel C. Flynn

Telephone Number: 610-363-9090

PRICES SHALL BE FIRM FOR THE LENGTH OF THIS CONTRACT

**PROPOSAL  
TO  
TRENTON WATER WORKS  
FOR  
Zinc Orthophosphate  
FY 2022**

The undersigned proposes to furnish and deliver to Trenton Water Works, Water Filtration Plant, John Fitch Parkway, Trenton, New Jersey, Zinc Orthophosphate as per the attached specifications.

| Quantity       | Description  | Unit Price<br>Per ton | Total Bid Price      |
|----------------|--|-----------------------|----------------------|
| 20,000 gallons | 34-30% Zinc<br>Orthophosphate per<br>attached specifications | \$ <u>867.67 /ton</u> | \$ <u>95,443.70*</u> |
| Manufacturer:  | Shannon Chemical<br>Corporation                              |                       | *Based off 110 Tons  |

Daniel C. Flynn

Respectfully Submitted

DCN-

(Signature)

Shannon Chemical Corporation

(Company)

Person to Contact: Daniel C. Flynn

Telephone Number: 610-363-9090

PRICES SHALL BE FIRM FOR THE LENGTH OF THIS CONTRACT

PROPOSAL  
TO  
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FOR  
Zinc Orthophosphate  
FY 2021



The undersigned proposes to furnish and deliver to Trenton Water Works, Water Filtration Plant, John Fitch Parkway, Trenton, New Jersey, Zinc Orthophosphate as per the attached specifications.

| Quantity       | Description  | Unit Price<br>Per ton | Total Bid Price |
|----------------|--|-----------------------|-----------------|
| 20,000 gallons | 34-30% Zinc<br>Orthophosphate per<br>attached specifications | \$ 865.7186           | \$ 95,229.05    |

Minimum 2,000 gals/delivery

Donald C. Helwig, Vice President/CFO  
Respectfully Submitted



(Signature)

George S. Coyne Chemical Co., Inc.  
(Company)

Person to Contact: Carolyn Mair-Basiura, Bid/Contract Administration Manager

Telephone Number: 215-785-3000

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**PROPOSAL  
TO  
TRENTON WATER WORKS  
FOR  
Zinc Orthophosphate  
FY 2022**

The undersigned proposes to furnish and deliver to Trenton Water Works, Water Filtration Plant, John Fitch Parkway, Trenton, New Jersey, Zinc Orthophosphate as per the attached specifications.

| Quantity                    | Description  | Unit Price<br>Per ton | Total Bid Price |
|-----------------------------|--|-----------------------|-----------------|
| 20,000 gallons              | 34-30% Zinc<br>Orthophosphate per<br>attached specifications | \$ 897.5298           | \$ 98,728.28    |
| Minimum 2,000 gals/delivery |  |                       |                 |

Donald C. Helwig, Vice President/CFO

Respectfully Submitted

  
(Signature)

George S. Coyne Chemical Co., Inc.

(Company)

Person to Contact: Carolyn Mair-Basiura, Bid/Contract Administration Manager

Telephone Number: 215-785-3000

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**EXCEPTIONS  
(IF NONE, PLEASE NOTE)**

Coyne intends to use its own carriers, however, due to driver/equipment shortage, it may be necessary to use common carriers from time to time. Certified wash out slips will be provided should this need arise, making the trailer NSF compliant. Delivery will be in 3-7 business days ARO.

BID2020-54 FURNISH AND DELIVERY OF ZINC ORTHOPHOSPHATE

GEORGE S. COYNE CHEMICAL CO. INC.  
3015 State Road  
Croydon, PA 19021-6997  
Phone: 215-785-3000 Fax: 215-785-1585

PROPOSAL  
TO  
TRENTON WATER WORKS

3

FOR

Zinc Orthophosphate  
FY 2021

The undersigned proposes to furnish and deliver to Trenton Water Works, Water Filtration Plant, John Fitch Parkway, Trenton, New Jersey, Zinc Orthophosphate as per the attached specifications.

| Quantity       | Description  | Unit Price           | Total Bid Price |
|----------------|--|----------------------|-----------------|
| 20,000 gallons | Per Specifications - 34% - 41.1%<br>34-30% Zinc<br>Orthophosphate per<br>attached specifications | Per ton<br>\$ 960.00 | \$ 105,600.00   |

Barbie Smith/Inside Sales Manager

Respectfully Submitted

Barbie Smith  
(Signature)

Carus LLC (f/k/a Carus Corporation)

(Company)

Person to Contact: Samantha Pumo/Bid Specialist

Telephone Number: 800-435-6856

PRICES SHALL BE FIRM FOR THE LENGTH OF THIS CONTRACT

**PROPOSAL  
TO  
TRENTON WATER WORKS  
FOR  
Zinc Orthophosphate  
FY 2022**

The undersigned proposes to furnish and deliver to Trenton Water Works, Water Filtration Plant, John Fitch Parkway, Trenton, New Jersey, Zinc Orthophosphate as per the attached specifications.

| Quantity       | Description  | Unit Price             | Total Bid Price |
|----------------|--|------------------------|-----------------|
| 20,000 gallons | Per Specifications - 34% - 41.1%<br>34-30% Zinc<br>Orthophosphate per<br>attached specifications | Per ton<br>\$ 1,000.00 | \$ 110,000.00   |

Barbie Smith/Inside Sales Manager

Respectfully Submitted

Barbie Smith  
(Signature)

Carus LLC (f/k/a Carus Corporation)

(Company)

Person to Contact: Samantha Pumo/Bid Specialist

Telephone Number: 800-435-6856

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