

# Welcome to the

# Awards Meeting

**May 4, 2023, 10:00 AM EST**

You have been joined to the meeting with your **audio muted** by default.

At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on [JEA.com](http://JEA.com), public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting to be read during the public comment portion of the meeting.

Please contact **Victoria Holloway** by telephone at **(904) 651-7171** or by email at [hollvl@jea.com](mailto:hollvl@jea.com) if you experience any technical difficulties during the meeting.

**JEA Awards Agenda**  
**May 04, 2023**  
**225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor**

[Teams Meeting Info](#)

**Consent Agenda 05/04/2023**

The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief. The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for **Formal Purchases** as defined by **Section 3-101 of the JEA Procurement Code**. Please refer to JEA's Procurement Code, if you wish to protest any of these items.

| Award # | Type of Award     | Solicitation # & Short Description/Title   | VP                    | Awardee  | Funding Source | Award Amount                                       | Original Award Amount | New Not-to-Exceed                                  | Amendments  | Term  | JSEB Participation (Y/N) If Y, then list company name(s) |
|---------|-------------------|--|-----------------------|--|----------------|--|-----------------------|--|---|---|--|
| 1       | Minutes           | Minutes from 04/27/2023 Meeting  | N/A                   | N/A  | N/A            | N/A  | N/A                   | N/A  | N/A   | N/A   | N/A  |
| 2       | Renewal           | 134-18 Delivery of A-3 Fill Dirt for JEA   | Vu/Water & Wastewater | Marietta Sand Corporation  | Capital, O&M   | \$454,603.32                                       | \$722,970.00          | \$1,725,034.32                                     | 05/31/2022 - \$72,267.00<br>06/30/2022 - \$359,700.00<br>11/10/2022 - \$115,494.00    | Five (5) Years w/One (1) – 1 Yr. Renewal<br>Start: 10/01/2018<br>End: 09/30/2024<br>No Renewals Remaining       | N/A  |
|         |                   | Last Award Approval: 06/30/2022<br>This vendor is responsible for the supply of all A-3 sand and fill dirt for JEA completed maintenance and construction projects. This renewal request funds the current contract and the proposed renewal. The vendor has not received a price increase since the last award, and may request to receive an increase based on the U.S. Bureau of Labor Statistics trucking and fuel indices in October 2023. If the additional increase exceeds the administrative threshold of 10%, this project will be brought back to Awards for approval.  |                       |  |                |  |                       |  |   |   |  |
| 3       | Contract Increase | 102-19 Bulk Ferric Chloride Supply   | Vu/Wastewater         | PVS Technologies, Inc.   | O&M            | \$435,441.68                                       | \$1,242,460.00        | \$2,884,227.01                                     | 09/30/2021 - \$983,708.49<br>03/27/2023 - \$222,616.84                                | Two (2) Years w/Two (2) - One (1) Yr. Renewals<br>Start: 11/01/2019<br>End: 10/31/2023<br>No Renewals Remaining | N/A  |
|         |                   | Last Award Approval: 09/30/2021<br>Ferric chloride is used for struvite control in JEA's wastewater treatment process. On 08/22/2022, JEA administratively approved a contract renewal and a price increase. JEA is using more ferric chloride than previously estimated due to an increase in influent phosphorus. JEA was using 700 gallons per day of ferric chloride at the start of the contract, and the usage has increased to 1400 gallons per day. An administrative increase was completed on 03/27/2023; however, more funds are projected to be needed. This contract increase will provide funding through the end of the contract at the current usage rate. The price is fixed through the end of the contract. The rebidding process has been initiated and the plan is for this to be advertised no later than June 2023.                           |                       |  |                |  |                       |  |   |   |  |
| 4       | Renewal           | 075-18 Sewage Pump Lift Station Wet Well Cleaning and Hauling  | Vu/Wastewater         | Wind River Environmental of Florida, LLC (dba Metro Rooter, CES) | O&M            | \$192,126.80                                       | \$774,375.00          | \$1,043,939.30                                     | 11/08/2022 - \$77,437.50  | Five (5) Years w/One (1) – 1 Yr. Renewal<br>Start: 06/29/2018<br>End: 06/28/2024<br>No Renewals Remaining       | N/A  |
|         |                   | Last Award Approval: 09/03/2020<br>The scope of work for this contract is to remove and dispose of sand, grit, grease, and other debris from JEA wastewater pump stations. Metro Rooter, CES has performed well and JEA is proposing to issue the one year renewal allowed by the contract. The unit prices have been increased by CPI in June 2021 and June 2022. This proposed award will fund the contract through the end of the term and the renewal period. The vendor may request an increase in unit prices up to the CPI increase in June of 2023.  |                       |  |                |  |                       |  |   |   |  |
| 5       | RFQ               | 1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  | Vu/Water & Wastewater | Jo-Kell Inc.<br>World Electric Supply<br>W.W. Grainger           | Capital, O&M   | \$4,615,470.62<br>\$9,242,419.85<br>\$1,545,946.58 | N/A                   | \$4,615,470.62<br>\$9,242,419.85<br>\$1,545,946.58 | N/A   | Five (5) Years w/One (1) – 1 Yr. Renewal<br>Start: 05/15/2023<br>End: 05/14/2028                                | N/A  |
|         |                   | Advertiser: 02/14/2023<br>Bids Opened: 03/14/2023<br>Six (6) Bids Received<br>The scope of work for these contracts include providing consumable materials that are not held in stock in the JEA storeroom. These contracts replace P-Card spend that previously happened for these materials. The three proposed awardees are the incumbent MRO providers. The current historical spend with the three proposed awardees is the basis for the award amounts. The three bidders without a historical basis for award (Ferguson Waterworks, HD Supply Facilities Maintenance Ltd, Johnstone Supply) will be awarded informal contracts for under \$300,000.00. If these informal contracts exceed the informal threshold the contracts will be brought before the Awards Committee for approval. This will allow JEA to determine the spend rate for future analysis. |                       |  |                |  |                       |  |   |   |  |
| 6       | Contract Increase | 123-18 Grit, Waste & Sludge Disposal Management Services for the Buckman Water Reclamation Facility (WRF)  | Vu/Wastewater         | Biosolids Distribution Services, LLC                             | Capital, O&M   | \$1,161,769.78                                     | \$2,540,000.00        | \$5,690,120.38                                     | 06/30/2021 - \$1,215,573.00<br>11/17/2022 - \$361,109.37<br>02/09/2023 - \$411,668.23 | Five Years w/ One (1) – 1 Yr. Renewal<br>Contract Start Date: 10/30/2018<br>Contract End Date: 10/29/2023       | N/A  |
|         |                   | Last Award Approval: 11/17/2022<br>This contract increase is needed to fund biosolid removal through FY23. The biosolids dryer at Buckman WRF is currently out of service resulting in using these services more than originally forecasted. Prices were fixed for the first three years of the contract with a Consumer Price Index adjustment in years four and five. The basis for the increase is historical spend and the Capital component has been added due to the dryer being out of commission. We are anticipating the need to be \$250,000.00 per month for the remaining six (6) months of the contract. These services will be re-bid prior to this contract end date.   |                       |  |                |  |                       |  |   |   |  |

| Award #                          | Type of Award   | Solicitation # & Short Description/Title | VP | Awardee | Funding Source | Award Amount | Original Award Amount | New Not-to-Exceed | Amendments | Term | JSEB Participation (Y/N) If Y, then list company name(s) |
|----------------------------------|---|--|----|---------|----------------|--------------|-----------------------|-------------------|------------|------|--|
| <b>Consent Agenda Action</b>     |   |  |    |         |                |              |                       |                   |            |      |  |
| Committee Members in Attendance  | Names <u>Ted Phillips</u> , <u>Mark Stultz for Laura Schepis</u> , <u>Tony Long for David Emanuel</u> |  |    |         |                |              |                       |                   |            |      |  |
| Motion by:                       |   |  |    |         |                |              |                       |                   |            |      |  |
| Second By:                       |   |  |    |         |                |              |                       |                   |            |      |  |
| Committee Decision               |   |  |    |         |                |              |                       |                   |            |      |  |
| <b>Consent Agenda Signatures</b> |   |  |    |         |                |              |                       |                   |            |      |  |
| Budget                           | Name/Title  | _____                                    |    |         |                |              |                       |                   |            |      |  |
| Awards Chairman                  | Name/Title  | _____                                    |    |         |                |              |                       |                   |            |      |  |
| Procurement                      | Name/Title  | _____                                    |    |         |                |              |                       |                   |            |      |  |
| Legal                            | Name/Title  | _____                                    |    |         |                |              |                       |                   |            |      |  |



## Formal Bid and Award System

Award #5 June 30, 2022

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Schoettler, Kyle C. - Mgr W/WW System Operations & Customer Response  
**Requestor Phone:** (904) 524-3989  
**Project Title:** Delivery of A-3 Fill Dirt for JEA  
**Project Number:** 8007249, 8007563, 8007447, 8007548  
**Project Location:** JEA  
**Funds:** Capital and O&M  
**Budget Estimate:** \$359,700.00

**Scope of Work:**

JEA is seeking a vendor to provide and deliver A-3 fill dirt/sand at the quoted rate per yard based on 18-20 cubic yard loads. JEA uses A-3 fill dirt during the restoration and maintenance repairs at various locations throughout the JEA territory. The majority of the deliveries will be to Pearl Street Service Center.

The material provided within this contract is utilized by all JEA Construction and Maintenance teams: Water/Wastewater, Electric and Meter Services. The material is used to meet County and DOT specifications for excavation backfill.

**JEA IFB/RFP/State/City/GSA#:** 134-18  
**Purchasing Agent:** Brown, Darriel  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                      | Contact Name | Email                 | Address                                 | Phone          | Amount       |
|---------------------------|--------------|-----------------------|---|----------------|--------------|
| MARIETTA SAND CORPORATION | Dawn Motes   | dawn@mariettasand.com | 377 Agmac Ave.<br>Jacksonville FL 32254 | (904) 781-7304 | \$359,700.00 |

**Amount of Original Award:** \$722,970.00  
**Date of Original Award:** 09/13/2018  
**Contract Increase Amount:** \$359,700.00

**List of Previous Increases:**

| CPA    | Amount      | Date       |
|--------|-------------|------------|
| 176839 | \$72,267.00 | 05/31/2022 |

**New Not-To-Exceed Amount:** \$1,154,937.00  
**Length of Contract/PO Term:** Five (5) Years w/One (1) – 1 Yr. Renewal  
**Begin Date:** 10/01/2018  
**End Date:** 09/30/2023  
**Renewal Options:** YES – One (1) – 1 Yr. Renewal  
**JSEB Requirement:** N/A - Optional  
**Comments on JSEB Requirements:** N/A





## Formal Bid and Award System

Award #5

September 30, 2021

**Type of Award Request:** RENEWAL/CONTRACT INCREASE  
**Request #:** 165  
**Requestor Name:** Smith, Thaliah  
**Requestor Phone:** (904) 665-8319  
**Project Title:** Bulk Ferric Chloride Supply  
**Project Number:** 30140 (O&M Budget Details Lines 483, 487), 30134 (O&M Budget Details Lines 423)  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$983,708.49

### Scope of Work:

JEA requires the services of a Supplier to provide Ferric Chloride ( $\text{FeCl}_3$ ) and/or Ferric Sulfate ( $\text{Fe}_2(\text{SO}_4)_3$ ) which is used for struvite control in our wastewater treatment process. The product will be delivered by the supplier in a bulk shipment via tanker to JEA Buckman Residuals Management Facility.

**JEA IFB/RFP/State/City/GSA#:** 102-19  
**Purchasing Agent:** King, David  
**Is this a Ratification?:** NO

### RECOMMENDED AWARDEE(S):

| Name                   | Contact Name  | Email                  | Address                              | Phone          | Amount       |
|------------------------|---------------|------------------------|--------------------------------------|----------------|--------------|
| PVS TECHNOLOGIES, INC. | Roshonda Gray | rgray@pvschemicals.com | 10900 Harper Ave., Detroit, MI 48213 | (313) 571-1100 | \$983,708.49 |

**Amount of Original Award:** \$1,242,460.00  
**Date of Original Award:** 10/31/2019  
**Change Order Amount:** \$983,708.49  
**New Not-To-Exceed Amount:** \$2,226,168.49  
**Award Amount for FY22:** \$904,303.15  
**Length of Contract/PO Term:** Two (2) Years w/Two (2) – One (1) Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 11/01/2019  
**End Date (mm/dd/yyyy):** 10/31/2022  
**Renewal Options:** Yes - One (1) Yr. Renewal  
**JSEB Requirement:** N/A - Optional

### Background/Recommendations:

Originally approved by Awards Committee on 10/31/2019 in the amount of \$1,242,460.00 to PVS Technologies, Inc. to provide Ferric Chloride ( $\text{FeCl}_3$ ). A copy of the original award is attached as backup.

JEA needs to add funds to the contract for Ferric Chloride in order to address increased usage of this wastewater treatment chemical. The increase usage is due to an increase in influent phosphorus, leading to the formation of struvite. Additionally, JEA will be renewing the contract for a one-year term. The renewal will include a price increase of approx. 3.76% due to increased raw material and transportation costs. PVS held the price fixed for the two-year term of the contract. When compared to the most recent Consumer Price Index (CPI) of 4.2% the increase is deemed reasonable. The contract increase is calculated as follows:

|                      |                            |
|----------------------|----------------------------|
| Original usage rate: | 1,150 gals/day             |
| New usage rate:      | 1,700 gals/day             |
| Original price:      | \$1.48/gal (\$665/dry ton) |
| New price:           | \$1.54/gal (\$690/dry ton) |

Spend until end of current contract term (10/1/2021 through 10/31/2021, 1 months):  
 \$77,996.00 (1,700 gals/day x 31 days x \$1.48/gal)

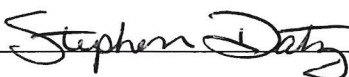
Spend for additional year (11/1/2021 through 10/31/2022):  
 \$952,864.06 (1,700 gals/day x 365 days x \$1.48/gal x 690/665)

Total increase requested:  
 +\$77,996.00 (remaining contract term: 10/1/2021 through 10/31/2021)  
 -\$47,151.57 (remaining funds in current contract)  
 +\$952,864.06 (new one year renewal term: 11/1/2021 through 10/31/2022)  
\$983,708.49

Request approval to award a one (1) year renewal with a contract increase to PVS Technologies, Inc. to provide Ferric Chloride in the amount of \$983,708.49, for a new not-to-exceed amount of \$2,226,168.49, subject to the availability of lawfully appropriated funds.

**Manager:** Ruiz, Melinda M. - Mgr Business Operations  
**Director:** Smith, Carole F. - Dir W/WW Asset Mgmt & Performance  
**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

|   |                   |
|---|-------------------|
|  | <u>9/30/21</u>    |
| <b>Chairman, Awards Committee</b>   | <b>Date</b>       |
|  | <u>09/30/2021</u> |
| <b>Budget Representative</b>  | <b>Date</b>       |

**Formal Bid and Award System**

Award #3 October 31, 2019

**Type of Award Request:** INVITATION TO NEGOTIATE (ITN)  
**Requestor Name:** Blackley, Peter J.  
**Requestor Phone:** (904) 665-8377  
**Project Title:** Bulk Ferric Chloride Supply  
**Project Number:** 30140 (lines 977, 991)  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** \$1,225,670.00

**Scope of Work:**

JEA requires the services of a Supplier(s) to provide Ferric Chloride ( $\text{FeCl}_3$ ) and/or Ferric Sulfate ( $\text{Fe}_2(\text{SO}_4)_3$ ) which is used for struvite control in our wastewater treatment process. The product will be delivered by the supplier in a bulk shipment via tanker to JEA Buckman Residuals Management Facility.

This project will positively affect the following JEA Measure of Value:

- **Community/Environmental:** Ferric chloride has been shown to reduce the amount of hydrogen sulfide in the biogas (methane) produced the Buckman Water Reclamation Facility (WRF). The biogas, when combusted in Buckman's flare, results in emissions of sulfur dioxide to the environment. Sulfur dioxide is a regulated and controlled emission under JEA's United States Environmental Protection Agency (USEPA) Title V Air Operating permit, reportable annually in tons of sulfur dioxide released. Use of ferric chloride during the pilot program has reduced hydrogen sulfide to record low levels and decreased sulfur dioxide emissions by over 99%.
- **Financial:** Reduced hydrogen sulfide content results in a higher quality gas and increases its commercial value, and decreases future capital and O&M costs by reducing the size of equipment needed to scrub the gas prior to use or sale. It also reduces damage caused by hydrogen sulfide to equipment, tanks and structures. Hydrogen sulfide is particularly aggressive in the destruction of concrete and ferrous metals. Ferric chloride, through binding with phosphorus in wastewater, eliminates free phosphorus that when released in the Buckman WRF anaerobic digestion process combines with other constituents to form struvite, a hard mineral deposit that occurs throughout the piping and process machinery that is difficult and costly to remove. The associated downtime and loss of production time and capacity is even more costly.

**JEA IFB/RFP/State/City/GSA#:** 102-19  
**Purchasing Agent:** Kruck, Daniel R.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                   | Contact Name  | Email                  | Address                              | Phone          | Amount         |
|------------------------|---------------|------------------------|--------------------------------------|----------------|----------------|
| PVS TECHNOLOGIES, INC. | Roshonda Gray | rgray@pvschemicals.com | 10900 Harper Ave, Detroit, MI, 48213 | (313) 571-1100 | \$1,242,460.00 |

**Amount for entire term of Contract/PO:** \$1,242,460.00  
**Award Amount for remainder of this FY:** \$569,460.83  
**Length of Contract/PO Term:** Two (2) Years w/Two (2) – One (1) Yr. Renewals  
**Begin Date (mm/dd/yyyy):** 11/01/2019



**End Date (mm/dd/yyyy):**

10/31/2021

**Renewal Options:**

Yes – Two (2) – 1 Yr. Renewals

**JSEB Requirement:**

N/A - Optional

**BIDDERS:**

| Name                         | Description                      | First Round    | BAFO           | Rank |
|------------------------------|----------------------------------|----------------|----------------|------|
| PVS TECHNOLOGIES, INC.       | Ferric Chloride (Basis of Award) | \$1,863,690.00 | \$1,863,690.00 | 1    |
|                              | Ferric Sulfate (Alternate)       | No Bid         | No Bid         |      |
| KEMIRA WATER SOLUTIONS, INC. | Ferric Chloride (Basis of Award) | No Bid         | No Bid         | 2    |
|                              | Ferric Sulfate (Alternate)       | \$1,538,299.80 | \$1,538,299.80 |      |
| CHEMTRADE CHEMICAL US LLC    | Ferric Chloride (Basis of Award) | No Bid         | No Bid         | 3    |
|                              | Ferric Sulfate (Alternate)       | \$3,522,483.60 | \$3,522,483.60 |      |

**Background/Recommendations:**

Advertised on 07/16/2019. Two (2) companies attended the optional pre-response meeting held on 07/26/2019. At response opening on 08/20/2019, JEA received three (3) Responses. JEA stated the basis of award would be pricing for ferric chloride, which is currently being used to control struvite scaling. In addition to pricing for ferric chloride, JEA requested pricing of ferric sulfate, an alternate chemical that is being considered for use. However, ferric sulfate must be injected at a different location to limit additional hydrogen sulfide generation. In addition, JEA will need good mixing of the ferric sulfate with sludge and the right chemistry conditions. Capital improvements, which are estimated to be \$100,000, would be needed in order to inject ferric sulfate. A pilot study of ferric sulfate will also need to be conducted to determine its effectiveness and detrimental effects, if any.

PVS Technologies was the only Respondent that provided pricing for ferric chloride. Kemira Water Solutions, Inc. and Chemtrade Chemical US LLC only provided pricing for ferric sulfate. All three companies were short-listed to and invited to submit Best and Final Offers (BAFO) to increase the competition. During the BAFO round, PVS Technologies, Inc. was still the only company to provide pricing for ferric chloride. JEA evaluated the companies on price, and PVS Technologies, Inc. is deemed the lowest responsive and responsible Respondent. A copy of the Response Form and Workbook are attached as backup.

In consideration of the lower costs for the ferric sulfate option, JEA has reduced the term of this contract to two (2) years while the pilot study for ferric sulfate is completed. The difference between the BAFO total and the award total is due to the reduction in length of the contract.

PVS Technologies Inc. is the only bulk manufacturer of ferric chloride in this region, thus, reducing competition for this solicitation. JEA currently buys ferric chloride from PVS Technologies Inc. as part of the recent trial to reduce hydrogen sulfide and control struvite formation. The award estimate was based on the current pricing from the pilot program. The unit price is 1.4% higher than current pricing from the pilot program, resulting in a cost increase of \$8,395.00 over the term of the contract. The unit prices may be increased annually with industry documentation support; however, in no event will the annual price adjustment exceed five percent (5%).





## Formal Bid and Award System

Award #6 September 3, 2020

**Type of Award Request:** ASSIGNMENT  
**Requestor Name:** Smith, Thaliah  
**Requestor Phone:** (904) 665-8165  
**Project Title:** Sewage Pump Lift Station Wet Well Cleaning and Hauling  
**Project Number:** Various  
**Project Location:** JEA  
**Funds:** O&M  
**Budget Estimate:** N/A

### Scope of Work:

The purpose of this Invitation to Negotiate is to solicit pricing and select a vendor that can provide industrial services to remove and dispose of sand, grit, grease, and other entrained debris from various Class I, II, III wastewater influent pump station wet wells and disposal services at the lowest cost to JEA.

Removed debris from Class I, II and III lift stations shall be removed and deposited at the JEA Buckman, Water Reclamation Facility.

**JEA IFB/RFP/State/City/GSA#:** 075-18  
**CPA #:** 175397  
**Purchasing Agent:** Kruck, Daniel  
**Is this a Ratification?:** No

### RECOMMENDED AWARDEES:

| Name  | Vendor Contact | Email  | Address                                    | Phone          | Amount |
|---|----------------|--|--|----------------|--------|
| WIND RIVER ENVIRONMENTAL (dba METRO ROOTER) | Cindy Flowers  | <a href="mailto:cflowers@wrenvironmental.com">cflowers@wrenvironmental.com</a> | 8892 Normandy Blvd, Jacksonville, FL 32221 | (904) 695-1911 | \$0.00 |

**Amount of Original Award:** \$429,225.00  
**Date of Original Award:** 06/28/2018  
**Assignment Adjustment Amount:** \$0.00  
**New Not-To-Exceed Amount:** \$429,225.00  
**Length of Contract/PO Term:** Five (5) Years w/One (1) – 1 Yr. Renewal  
**Begin Date (mm/dd/yyyy):** 08/06/2018  
**End Date (mm/dd/yyyy):** 08/05/2023  
**Renewal Options:** YES - One (1) – 1 Yr. Renewals  
**JSEB Requirement:** N/A - Optional

### Background/Recommendation:


Originally bid and approved by the Awards Committee on 06/28/2018 to Accurate Utility Services, Inc. in the amount of \$429,225.00. The original award item is attached for reference.

JEA was notified that Accurate Utility Services, Inc. was purchased by Wind River Environmental. Assignment of a contract must now be approved by the Awards Committee if the Awards Committee originally approved the award of the contract or an increase in the maximum indebtedness under the contract. All assignments should be evidenced by an Assignment and Assumption Agreement drafted through the Office of General Counsel per the Office of General Counsel.

Request approval to reassign the JEA Accurate Utility Services, Inc. Contract Purchase Agreement 175397 to Wind River Environmental (dba Metro Rooter) for the Sewage Pump Lift Station Wet Well Cleaning and Hauling, subject to the execution of an Assignment and Assumption Agreement and the availability of lawfully appropriated funds.

**Director:** Sgambettera, John J – Mgr Wastewater Treatment and Reuse - South Grid  
**Chief:** Vu, Hai X. – Interim GM Water Wastewater Systems

**APPROVALS:**

 \_\_\_\_\_ 09/03/2020

**Chairman, Awards Committee** **Date**

\_\_\_\_\_  
**Budget Representative** **Date**

1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form

COMPANY NAME: Jo-Kell Inc

BUSINESS ADDRESS: 628 Innovation Dr

CITY, STATE, ZIP CODE: Chesapeake Va 23320

TELEPHONE: 904-260-8420

E-MAIL: Kellie.Commodore@jokell.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: \_\_\_\_\_

SIGNATURE OF AUTHORIZED REPRESENTATIVE: 

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: KRISTIN PARKINSON, COO

**MINIMUM QUALIFICATIONS:**

The Respondent shall meet the following minimum requirements to submit a response to this RFQ. A Respondent not meeting all of the following criteria will have their Response rejected:

- The Respondent acknowledges Company agrees to JEA’s Contract commercial terms contained within this Request for Qualification (the “Contract Terms”).
- The Respondent must acknowledge that the Company provides online ordering and material delivery services.
- The Respondent acknowledges that the Company’s price list and rates are discounted a minimum of five percent (5%) from retail or list pricing and can provide cost savings metrics on actual spend at least quarterly.

**SELECT PRICING STRUCTURE PROVIDED TO JEA**

\_\_\_\_\_% off list pricing (e.g., Company is providing JEA a specific price list, which JEA personnel can view and compare against online Company publicly listed pricing)

JEA Specific price list with a \_\_\_\_\_ % standard discount. (e.g., Company does not have a publicly published price list, however, can provide JEA a discount off list or retail).

Pricing based on “piggybacking” on contracts of the City of Jacksonville or its independent agencies, political subdivisions, other city and state or governmental agencies, school board districts, community colleges, federal agencies, Governmental Entities, or public colleges or universities, provided that the contracts of such other entities were competitively procured and the terms and conditions of JEA’s Contract are at least as favorable as the terms and conditions of the contract on which JEA is piggybacking.

Other, Describe below **JEA customer specific pricing negotiated directly with manufacturer.**

If JEA price lists are provided, attach to this response. If available in Excel, please provide with response.

1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form

---

**1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form**

**LOCATIONS AND CONTACTS PROVIDED TO JEA**

OUTSIDE SALES REPRESENTATIVES: Mike DeRocher

PHONE: 904-629-5080

EMAIL: Mike.DeRocher@jokell.com

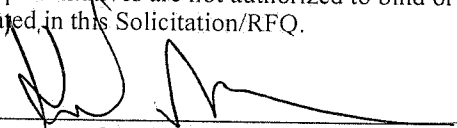
**LOCATIONS AND INSIDE SALES CONTACTS PROVIDED TO JEA**

| LOCATION                                     | INSIDE SALES NAME | PHONE        | EMAIL                   |
|--|-------------------|--------------|-------------------------|
| 5795 Mining Terrace<br>Jacksonville Fl 32257 | Marga Cruz        | 904-672-1330 | Marga.Cruz@jokell.com   |
| 5795 Mining Terrace<br>Jacksonville Fl 32257 | Belita Welch      | 904-672-1321 | Belita.Welch@jokell.com |
|  |                   |              |                         |
|  |                   |              |                         |

**I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".**

**Respondent's Certification**

By submitting this form, the Respondent certifies that it has read and reviewed all of the documents pertaining to this Solicitation/RFQ and agrees to abide by the terms and conditions set forth herein, that the person signing below is an authorized representative of the Respondent's company, that the company is legally authorized to do business in the State of Florida, and that the company maintains in active status an appropriate license for the work. Additionally, Respondent agrees to the terms and conditions set forth in this Solicitation/RFQ, and a JEA Representative is not authorized to bind or obligate JEA to contractual terms and conditions other than those stated in this Solicitation/RFQ.

 Signature of Authorize Officer of Respondent's Company or Agent      3/14/23 Date

1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form

Kristin Parkinson COO  
Printed Name & Title

904 260 8470  
Phone Number





Building Community\*

Procurement Department Bid Office  
Customer Center - 1<sup>st</sup> Floor, Room 002  
21 W. Church Street  
Jacksonville, Florida 32202

February 21, 2023

ADDENDUM NUMBER: One (1)  
TITLE: Maintenance, Repair and Overhaul (MRO) Material Blankets  
JEA IFB NUMBER: 1411058846  
BID DUE DATE: March 7, 2023  
TIME OF RECEIPT: 12:00 PM  
TIME OF OPENING: 02:00 PM

**THIS ADDENDUM IS FOR THE PURPOSE OF MAKING THE FOLLOWING CHANGES OR CLARIFICATIONS:**

JEA is adding the document titled **1411058846 Addendum 1 Appendix B - Response Form** to provide an additional option (“piggybacking”) for selecting a pricing structure; the added checkbox is specified below:

**SELECT PRICING STRUCTURE PROVIDED TO JEA**

- Pricing based on “piggybacking” on contracts of the City of Jacksonville or its independent agencies, political subdivisions, other city and state or governmental agencies, school board districts, community colleges, federal agencies, Governmental Entities, or public colleges or universities, provided that the contracts of such other entities were competitively procured and the terms and conditions of JEA’s Contract are at least as favorable as the terms and conditions of the contract on which JEA is piggybacking.

1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form

COMPANY NAME: World Electric Supply  
BUSINESS ADDRESS: 569 SURET CANE  
CITY, STATE, ZIP CODE: Jacksonville, FL 32254  
TELEPHONE: 904 378 4000  
E-MAIL: Allen.Randerson@worldelectricsupply.com  
PRINT NAME OF AUTHORIZED REPRESENTATIVE: LEE TILKA  
SIGNATURE OF AUTHORIZED REPRESENTATIVE: [Signature]  
NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: BRANCH MANAGER

MINIMUM QUALIFICATIONS:

The Respondent shall meet the following minimum requirements to submit a response to this RFQ. A Respondent not meeting all of the following criteria will have their Response rejected:

- The Respondent acknowledges Company agrees to JEA’s Contract commercial terms contained within this Request for Qualification (the “Contract Terms”).
- The Respondent must acknowledge that the Company provides online ordering and material delivery services.
- The Respondent acknowledges that the Company’s price list and rates are discounted a minimum of five percent (5%) from retail or list pricing and can provide cost savings metrics on actual spend at least quarterly.

---

SELECT PRICING STRUCTURE PROVIDED TO JEA

- 10 % off list pricing (e.g., Company is providing JEA a specific price list, which JEA personnel can view and compare against online Company publicly listed pricing)
- JEA Specific price list with a \_\_\_\_\_ % standard discount. (e.g., Company does not have a publicly published price list, however, can provide JEA a discount off list or retail).
- Pricing based on “piggybacking” on contracts of the City of Jacksonville or its independent agencies, political subdivisions, other city and state or governmental agencies, school board districts, community colleges, federal agencies, Governmental Entities, or public colleges or universities, provided that the contracts of such other entities were competitively procured and the terms and conditions of JEA’s Contract are at least as favorable as the terms and conditions of the contract on which JEA is piggybacking.
- Other, Describe below
- If JEA price lists are provided, attach to this response. If available in Excel, please provide with response.
-

**1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form**

**LOCATIONS AND CONTACTS PROVIDED TO JEA**

OUTSIDE SALES REPRESENTATIVES: Allen Rantersan  
 PHONE: 904-673-8494  
 EMAIL: Allen.Rantersan@WorldElectricSupply.com

**LOCATIONS AND INSIDE SALES CONTACTS PROVIDED TO JEA**

| LOCATION | INSIDE SALES NAME | PHONE        | EMAIL                                |
|----------|-------------------|--------------|--------------------------------------|
| Jax      | Carl Richard      | 904 378 4013 | Carl.Richard@WorldElectricSupply.com |
|          |                   |              |                                      |
|          |                   |              |                                      |
|          |                   |              |                                      |

I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

**Respondent's Certification**

By submitting this form, the Respondent certifies that the it has read and reviewed all of the documents pertaining to this Solicitation/RFQ and agrees to abide by the terms and conditions set forth herein, that the person signing below is an authorized representative of the Respondent's company, that the company is legally authorized to do business in the State of Florida, and that the company maintains in active status an appropriate license for the work. Additionally, Respondent agrees to the terms and conditions set forth in this Solicitation/RFQ, and a JEA Representatives are not authorized to bind or obligate JEA to contractual terms and conditions other than those stated in this Solicitation/RFQ.

*Su Jelka*

Signature of Authorize Officer of Respondent's Company or Agent

3/7/23

Date

LEETICKA / Branch Manager  
 Printed Name & Title

904 - 378 - 4000  
 Phone Number

**1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form**

COMPANY NAME: W.W. Grainger

BUSINESS ADDRESS: 8450 Philips Highway

CITY, STATE, ZIP CODE: Jacksonville, FL 32257

TELEPHONE: 1-800-Grainger

E-MAIL: customersupport@grainger.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: \_\_\_\_\_

SIGNATURE OF AUTHORIZED REPRESENTATIVE: \_\_\_\_\_

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: Account Manager

**MINIMUM QUALIFICATIONS:**

The Respondent shall meet the following minimum requirements to submit a response to this RFQ. A Respondent not meeting all of the following criteria will have their Response rejected:

- The Respondent acknowledges Company agrees to JEA’s Contract commercial terms contained within this Request for Qualification (the “Contract Terms”).
- The Respondent must acknowledge that the Company provides online ordering and material delivery services.
- The Respondent acknowledges that the Company’s price list and rates are discounted a minimum of five percent (5%) from retail or list pricing and can provide cost savings metrics on actual spend at least quarterly.

---

**SELECT PRICING STRUCTURE PROVIDED TO JEA**

- \_\_\_\_\_% off list pricing (e.g., Company is providing JEA a specific price list, which JEA personnel can view and compare against online Company publicly listed pricing)
- JEA Specific price list with a \_\_\_\_\_ % standard discount. (e.g., Company does not have a publicly published price list, however, can provide JEA a discount off list or retail).
- Pricing based on “piggybacking” on contracts of the City of Jacksonville or its independent agencies, political subdivisions, other city and state or governmental agencies, school board districts, community colleges, federal agencies, Governmental Entities, or public colleges or universities, provided that the contracts of such other entities were competitively procured and the terms and conditions of JEA’s Contract are at least as favorable as the terms and conditions of the contract on which JEA is piggybacking.
- Other, Describe below
- If JEA price lists are provided, attach to this response. If available in Excel, please provide with response.
-

**1411058846 Maintenance, Repair and Overhaul (MRO) Material Blankets  
Appendix B – Response Form**

**LOCATIONS AND CONTACTS PROVIDED TO JEA**

OUTSIDE SALES REPRESENTATIVES: \_\_\_\_\_ Celeste Ayers \_\_\_\_\_

PHONE: \_\_\_\_\_ 904-445-7803 \_\_\_\_\_

EMAIL: \_\_\_\_\_ celeste.ayers@grainger.com \_\_\_\_\_

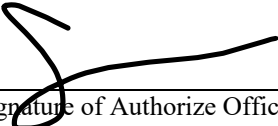
**LOCATIONS AND INSIDE SALES CONTACTS PROVIDED TO JEA**

| LOCATION | INSIDE SALES NAME | PHONE | EMAIL |
|----------|-------------------|-------|-------|
|          |                   |       |       |
|          |                   |       |       |
|          |                   |       |       |
|          |                   |       |       |

**I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public “as-is”.**

**Respondent's Certification**

By submitting this form, the Respondent certifies that the it has read and reviewed all of the documents pertaining to this Solicitation/RFQ and agrees to abide by the terms and conditions set forth herein, that the person signing below is an authorized representative of the Respondent’s company, that the company is legally authorized to do business in the State of Florida, and that the company maintains in active status an appropriate license for the work. Additionally, Respondent agrees to the terms and conditions set forth in this Solicitation/RFQ, and a JEA Representatives are not authorized to bind or obligate JEA to contractual terms and conditions other than those stated in this Solicitation/RFQ.

  
 \_\_\_\_\_  
 Signature of Authorize Officer of Respondent’s Company or Agent

5/1/23 \_\_\_\_\_  
 Date

\_\_\_\_\_  
 Celeste M Ayers  
 \_\_\_\_\_  
 Printed Name & Title

\_\_\_\_\_  
 904/382-2806  
 \_\_\_\_\_  
 Phone Number



## Formal Bid and Award System

Award #9 November 17, 2022

**Type of Award Request:** CONTRACT INCREASE  
**Requestor Name:** Gonzalez Vargas, Freddy  
**Requestor Phone:** (904) 665-8885  
**Project Title:** Grit, Waste & Sludge Disposal Management Services for the Buckman Water Reclamation Facility (WRF)  
**Project Number:** 30140 and 711-53/8007131  
**Project Location:** JEA Buckman WRF  
**Funds:** O&M and Capital  
**Award Estimate:** \$1,264,984.43

**Scope of Work:**

JEA requires the services of a Contractor for transportation and disposal of bar screened waste, grit, sand and unclassified sludge cake and occasionally pellets (waste materials) from the Buckman WRF, located at 2400 Talleyrand Avenue, Jacksonville, Florida, 32206. Currently all waste materials are loaded out on a large concrete pad at the Buckman WRF, mixed and then loaded into trucks for landfilling. Pickups will be on a frequency determined by Buckman WRF plant personnel and coordinated between plant personnel and the awarded Contractor to transport and dispose of grit, sand and sludge cake material.

**JEA IFB/RFP/State/City/GSA#:** 123-18  
**Purchasing Agent:** Rix, Lynn W.  
**Is this a Ratification?:** NO

**RECOMMENDED AWARDEE(S):**

| Name                                 | Contact Name   | Address                                 | Original Award | Previous Increases | This Increase | New NTE        |
|--------------------------------------|----------------|---|----------------|--------------------|---------------|----------------|
| BIOSOLIDS DISTRIBUTION SERVICES, LLC | Laurie Strelow | 8025 Associate Blvd., Sebring, FL 33871 | \$2,540,000.00 | \$1,215,573.00     | \$361,109.37  | \$4,116,682.37 |
| H&H LIQUID SLUDGE DISPOSAL, INC.     | Rick Hacht     | PO Box 390, Branford, FL 32008          | \$1,762,500.00 | \$176,250.00       | \$903,875.06  | \$2,842,625.06 |

**Amount of Original Award:** \$4,302,500.00  
**Date of Original Award:** 10/25/2018  
**Contract Increase Amount:** \$1,264,984.43

**List of Previous Change Order/Amendments:**

| CPA #  | Company                              | Amount         | Date       | Reason                                       |
|--------|--------------------------------------|----------------|------------|--|
| 198047 | BIOSOLIDS DISTRIBUTION SERVICES, LLC | \$1,215,573.00 | 06/03/2021 | Emergency services due to equipment failures |

|        |   |              |            |   |
|--------|---|--------------|------------|---|
| 178010 | H&H LIQUID<br>SLUDGE<br>DISPOSAL,<br>INC. | \$176,250.00 | 10/27/2022 | Increased hauling due to dryer at<br>Buckman WRF being out of service |
|--------|---|--------------|------------|---|

**New Not-To-Exceed Amount:** \$6,959,307.43  
**Length of Contract/PO Term:** Five Years w/ One (1) – 1 Yr. Renewal  
**Begin Date:** 10/30/2018  
**End Date:** 10/29/2023  
**JSEB Requirement:** N/A

**Background/Recommendations:**

Originally approved by Awards Committee on 10/25/2018 in the amount of \$4,302,500.00 to Biosolids Distribution Services, LLC and H&H Liquid Sludge Disposal, Inc. The Awards Committee approved a contract increase on 06/03/2021 to Biosolids Distribution Services, LLC due to equipment failures requiring emergency dewatering and sludge hauling services in the amount of \$1,215,573.00. Copies of the previous awards are attached for reference.

This contract increase is needed to fund biosolid removal through FY23. The biosolids dryer at Buckman WRF is currently out of service resulting in using these services more than originally forecasted. Prices were fixed for the first three years of the contract with a Consumer Price Index adjustment in years four and five. The basis for the increase is historical spend and the Capital component has been added due to the dryer being out of commission.

Request approval to award a contract increase to Biosolids Distribution Services, LLC (\$361,109.37) and H & H Liquid Sludge Disposal, Inc. (\$903,875.06) for Grit, Waste and Sludge Disposal Management Services for the Buckman Water Reclamation Facility (WRF) in the amount of \$1,264,984.43, for a new not-to-exceed amount of \$6,959,307.43, subject to the availability of lawfully appropriated funds.

**Director:** Sgambettera, John J. – Dir WW & Reuse Treatment  
**VP:** Vu, Hai X. - VP Water Wastewater Systems

**APPROVALS:**

Stephen Datz 11/17/2022

**Chairman, Awards Committee** **Date**

Stephanie M. Dealy 11/17/2022

**Budget Representative** **Date**