



City Council Report

Date: October 17, 2022
To: City Council
Through: Michael Kennington, Deputy City Manager/Chief Financial Officer
From: Edward Quedens, Business Services Director
Kristy Garcia, Procurement Administrator
Subject: Six-Year Term Contract with Four Years of Renewal Options for Liquid Argon Gas and Tank Rental for the Water Resources Department (Single Proposal Response) **(Citywide)**

Recommendation

Council is requested to approve the award as recommended.

A committee representing the Water Resources Department and Purchasing evaluated the single response. The evaluation committee recommends awarding the contract to the sole responsive respondent from Air Products and Chemicals, Inc. at \$50,000 annually, with an annual increase allowance of up to 5% or the adjusted Consumer Price Index.

Background / Discussion

This contract will provide liquid argon gas delivery and mini bulk tank rental services.

Argon gas is used to operate the two metals analyzers in the Water Resources Compliance Lab. If the department is unable to procure argon gas, the Compliance Lab would not be able to analyze for metals in Water and Wastewater samples. These required tests would still need to be performed and the samples would be sent to an outside laboratory, which is significantly more costly.

The City sent Request for Proposals (RFP) to approximately 24 vendors and one response was received from Air Products and Chemicals, Inc. It is likely that more respondents did not participate due to the cost and expense related to the installation of a new Argon Tank. Removing and replacing the tank is difficult.

Since only one response was received the City was not able to perform a comparative analysis. The evaluation committee deemed the offeror's response as responsive to the requirements of the RFP.

Air Products and Chemicals, Inc. provides like or the same services to other government agencies. Water Resources has confirmed that the pricing offered by Air Products and Chemicals, Inc. is fair and reasonable.

Based on the evaluation results, the committee recommends award to the sole responsive respondent.

Purchase Information

Action: Award

Procurement Type: Request for Proposals

Contract Number: 2022245

Local Consideration: Policy did not apply to this procurement method

Protests Received: None

Initial Contract Term: Six Years

Possible Renewals: Up to a maximum of four years subject to Administrative review and approval

Funding Source: Water and Wastewater Enterprise Fund – Operations and Maintenance, and Greenfield Joint Venture Fund – Operations and Maintenance

Single Proposal Response

Air Products and Chemicals, Inc. - Allentown, PA