



el paso
WATER

PUBLIC SERVICE BOARD MEETING

AGENDA ITEM

REGULAR MEETING

Wednesday, September 9, 2026

SUBJECT

Award Bid Number 12-26 Liquid Ferric Chloride

BACKGROUND

Liquid ferric chloride is used for the coagulation of suspended matter in water production throughout the water treatment plants.

PRIOR PSB ACTION

- On October 12, 2022, the Public Service Board awarded Bid Number 80-22 Liquid Ferric Chloride, to Kemira Water Solutions, Inc., the sole, responsive, responsible bidder, in the estimated annual amount of \$1,465,230 for a term of one year with the option for two one-year extensions, provided that funding is available in the approved budget.

UTILITY KPI ALIGNMENT

Total Water Supply

EVALUATION PROCESS

On June 10, 2026, EPWater received three proposals in response to Bid No. 12-26, Liquid Ferric Chloride, from Kemira Water Solutions, Inc., Pencco, Inc., and Univar Solutions, Inc.

An EPWater evaluation committee reviewed and evaluated all proposals in accordance with the criteria established in the solicitation. The committee determined that Kemira Water Solutions, Inc. and Pencco, Inc submitted the highest-ranked proposals meeting all requirements of the solicitation.

The evaluation committee recommends awarding contracts to the two highest offerors to provide Liquid Ferric Chloride on an as-needed basis. Awarding multiple contracts will provide operational flexibility, enhance service reliability, and help ensure a continuous and readily available supply of Liquid Ferric Chloride for EPWater's water treatment plants.

This procurement was conducted in accordance with the requirements of Rules and Regulations No. 18 Governing Certain EPWater Procurements Necessary to Preserve or Protect the Public Health or Safety.

FINANCIAL IMPLICATIONS

This expenditure is part the approved budget.

PROPOSED ACTION REQUESTED

Consider and award RFP No. 12-26, Liquid Ferric Chloride, to the two highest ranked proposers Kemira Water Solutions, Inc., and Pencco, Inc. for the purchase of liquid ferric chloride on an as-needed basis for an estimated annual amount of \$1,046,214 for Kemira Water Solutions, Inc., and for an estimated annual amount of \$1,219,920 for Pencco, Inc. The contract term for each vendor is for a term of one year with four one-year options to extend; and that the Public Service Board makes the following findings:

1. That the Texas public health or safety bidding exemption applies to RFP No. 12-26;
2. That multiple vendors are required to ensure continuity of utility services; and
3. That the public notice requirements under Rules and Regulations No. 18 have been satisfied.

SUPPORTING DOCUMENTATION PROVIDED

- Final Evaluation and Ranking Score Sheet

EXHIBIT 3 - COMMITTEE SCORE SHEET

SOLICITATION TITLE: LIQUID FERRIC CHLORIDE

SOLICITATION NO: RFP12-26

	MAX POINTS	Pencco, INC	Univar Sloutions USE, INC	Kemira Water Solutions, INC
1 Cost	40	34	24	40
		\$1,219,920.00	\$1,769,547.00	\$1,046,214.00
2 Experience and Qualifications	35	26	30	35
3 Responsibility & Reliability	25	25	25	25
MAX POINT	100	85	79	100
FINAL RANKING:		2	3	1

Art Ruiz 7/27/2026

Art Ruiz, Utility Chief Plant Manager Date

Veronica Garcia 07/27/2026

Veronica Garcia, Senior Purchasing Agent Date