



Calcium Chloride Solution Sealed Bid (Bid-253) Town of Salem

May 2009

SALEM PURCHASING DEPARTMENT

Stephen Artemis, Purchasing Coordinator
603-890-2090 fax 603-890-2091
sartemis@ci.salem.nh.us

Mr. Jonathan Sistare, Town Manager

Prepared for and in coordination with the
Public Works Department
Dave Wholley, Operations Manager
603-890-2159 fax 603-890-3882
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**COMPETITIVE SEALED BIDS FOR
Calcium Chloride Solution
MAY 2009**

It is the intent of the Town of Salem, New Hampshire to engage the services of a qualified firm to provide the town with the following product(s) or services to be purchased. "Calcium Chloride"

Sealed bids must be received no later than May 14th 2009 before 11:00am from interested firms, to be eligible for consideration by the town. Each bid will be submitted in a sealed envelope which is clearly marked "**Bid-253 "Calcium Chloride"**"

All sealed bids received will be considered confidential and not available for public review until after the bid opening on May 14th 2009 at 11:00am.

Sealed bids and all correspondence relating to this ITB shall be submitted to:

STEPHEN ARTEMIS
Purchasing Coordinator
Town of Salem
33 Geremonty Drive
Salem NH 03079

Qualified Firms requiring additional information or clarification relative to the contents of the bid may direct inquiries to Stephen Artemis, Purchasing Coordinator at 603-890-2090 or sartemis@ci.salem.nh.us. Bid documents may be picked up at the office of the Purchasing Coordinator at the above address during regular business hours: Monday to Friday 8:30 am to 5:00 pm. Please visit our website to download a copy of this Bid-253 www.townofsalemnh.org Finance-Purchasing /bids-proposals. Copies will not be faxed.

(1) One original and (1) One copy is required and must be received at the above address no later than 05/14/2009 before 11:00 AM, late bids will not be considered.

The Town reserves the right to reject any or all bids/proposals or any part thereof, to waive any informality or information in the bids/proposals, and to accept the bid /proposal considered to be in the best interest of the Town. The Town also reserves the right to conduct reasonable negotiations with low bidders and sole bidders. Failure to submit all information may declare a bid/proposal as non-responsive subject for disqualification.



Town of Salem, New Hampshire

**Purchasing Department
33 Geremonty Drive
Salem, New Hampshire 03079**

Notice To Qualified Firms

*Do not alter bid documents in any way.

If you wish to offer comments, additional information or alternate bids, please do below or on a separate sheet and attach it to the bid sheet.

- _____
- _____
- _____
- _____

The purpose of the attached specifications is to define minimum requirements only. They are not meant to be restrictive. All manufacturers meeting or surpassing these minimum specifications are invited to submit a bid/proposal.

Please don't hesitate to call me if you need any additional information.
Stephen Artemis, Purchasing Coordinator (603) 890-2090

For specification information please contact
Dave Wholley, Operations Manager (603) 890-2159

The Town of Salem reserves the right to reject any and all sealed bids/proposals that it deems non-conforming to the specifications enclosed. All information must be filled out correctly for consideration.

DO NOT FAX BIDS, THEY WILL NOT BE ACCEPTED.



Town of Salem, New Hampshire

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33 Geremonty Drive
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Specifications Exception Form

In the interest of fairness and sound business practice, it is mandatory that you state any exceptions taken by you to our specifications.

It should not be the responsibility of the Town of Salem to ferret out information concerning the materials, which you intend to furnish.

If your bid/proposal does not meet all our specifications you must state it in the space provided below.

Bids/proposals on equipment, vehicles, computers, supplies, services and materials not meeting specifications may be considered by the Town, however, all deviations must be listed above.

If your bid does not meet our specifications, and your exceptions are not listed above or in space provided, the Town of Salem may claim forfeiture on your bid, if submitted.

Signed _____
I DO meet specifications

Signed _____
I DO NOT meet specifications as listed in this bid, exceptions are in space provided.

Failure to submit this form with your Bid/Proposal response may result in your Bid/Proposal being rejected as unresponsive.



Town of Salem, New Hampshire

**Purchasing Department
33 Geremonty Drive
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Form for General Bid

In compliance with all specifications enclosed the Bidder hereby proposes to supply the listed materials, services supplies in strict accordance with the specifications provided. The contract will last (1) year from the date of award.

The Proposal must meet or exceed the specifications listed.
Please provide pricing in the spaces below.

CALCIUM CHLORIDE

Approximately 6000 gallons of 32% solution of calcium chloride to be delivered and stored in tank at the Public Works facility. Approximately 6000 gallons of 35% solution to be applied to several roads, as directed by Public Works.

Cost per gallon 32% stored	\$ _____
Cost per gallon 35% applied	\$ _____
Cost per gallon w/anti-corrosion additive	\$ _____

The undersigned declares the materials and methods to be used conform to the attached specifications.

NOTE

A detailed description of material to be used, preparation and application process of the Calcium Chloride is to be provided along with your bid. It is the responsibility of the lowest responsible bidder to determine the type and size of the tanker truck used for application.

- Proposal Submitted by (Company Name) _____
- Title _____ Authorized Signature _____
- Printed Name _____ Contact Phone _____
- Address _____ Date _____
- Email _____



Town of Salem, New Hampshire

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Specifications/Scope of Work

**COMMERCIAL ITEM DESCRIPTION
FOR
CALCIUM CHLORIDE SOLUTION
STABILIZATION AND DUST CONTROL**

Salient Characteristics:

The product shall be a 35% solution of calcium chloride in water. The solution shall conform to the following requirements as to the chemical composition:

- Calcium chloride.....32-35% +/- 1%**
- Total alkali chlorides.....2% maximum
(as of sodium chloride)**
- Magnesium chloride.....0.01% maximum**

The product shall be provided by the manufacturer in a true solution and shall not be reconstituted from flake calcium chloride.

Test Procedures:

Sampling, examining and testing shall be one in accordance with ASTM methods D345 and E449. The calcium chloride shall be rejected if it fails to conform to any of the requirements of the salient characteristics.

Certification:

The contractor shall certify that the product offered meets the salient characteristics of this description, conforms to the producer's own drawings, specification, standards and quality assurances practices, and is the same product offered for sale in the commercial marketplace.

Packaging and Packing:

The product shall be packed in a manner which will ensure arrival at destination in a satisfactory condition.

The product shall be delivered in bulk in tank trucks. Delivery shall be in load lots of 1,500 gallons or more and shall be made within 48 hours of request for delivery. Each delivery truck shall be equipped with pumps and hand

hoses for the unloading and spraying of liquid calcium chloride as required. The distributor for spraying calcium chloride shall be capable for applying liquid calcium chloride in accurately measured quantities at any rate between

0.1 to 2.0 gallons per square yard of roadway surface, at any length of spray bar up to sixteen feet. The distributor shall be capable of maintaining a uniform rate of distribution of material regardless of change in grade, width or direction of the road. The distributor shall be equipped with a tachometer, volume and measuring device and shall be equipped with a power unit for the pump so that application is by pressure, not gravity. The spray nozzles and pressure systems shall provide a sufficient and uniform fan-shaped spray of material throughout the entire length of the spray bar at all times while operating, and shall be adjustable laterally and vertically. The spray shall completely cover the roadway surface receiving the treatment. An approved liquid meter or scale ticket will be used to accurately determine the amounts of calcium chloride delivered.

Product Identification:

Any sample of calcium chloride that meets the salient characteristics of this description and has been deemed acceptable, shall be retained for spectrophotometer analysis so as to ensure that the properties of the sample and the product supplied are consistent.

It is the intent of the Town of Salem, New Hampshire to purchase the following products. The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the Departments actual requirements.

Approximately 6000 gallons of 32% solution of calcium chloride stored at 21 cross street DPW.

Approximately 6000 gallons of 35% solution of calcium chloride applied to roadways.

If during the contract period the successful vendor fails to supply the Town of Salem, New Hampshire with these products, the Town of Salem will purchase these products on the open market and the vendor will compensate the Town of Salem with the difference between the bid price and the price incurred on the open market.

Agreed to by _____

By (title) _____
Authorized company personnel

Date: _____



Town of Salem, New Hampshire

**Purchasing Department
33 Geremonty Drive
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Form of Agreement

THIS AGREEMENT, Made this _____ day of _____, 20__ by and between the Town of Salem, NH and (Contractor's Name) _____ agrees to all of the specifications within this bid/proposal.

The CONTRACTOR will furnish all of the documents, materials, products, supplies, tools, equipment, labor and any other services necessary for the application to meet or exceed all requirements stated in the specifications.

The CONTRACTOR will supply products/services after the bid/proposal is formally awarded and the prices proposed in the form for general bid will remain firm for (1) year from the date of award.

Bid/Proposal Award

If during the contract period the successful vendor fails to supply the Town of Salem, New Hampshire with the products/service (s). The Town of Salem, will purchase this product/service(s) on the open market and the vendor will compensate the Town of Salem, New Hampshire with the difference between the bid price and the price incurred on the open market. If at any time the Vendor fails to provide proper services /materials (s) during the contract period, the Town of Salem, NH will have the option to terminate the contract at any time without notice. If contract is in good standing and it needs to be cancelled by either party, a thirty (30) days written notice by registered mail addressed to the other party will be required. The Undersigned hereby agrees to abide by the terms and conditions stated in this form of agreement.

Title _____
Signature _____
Company _____



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Insurance Requirements

A current Insurance certificate must be provided prior to commencing any work on this project, in the following amounts:

Comprehensive General Liability Combined single limit	\$ 1,000,000.00
Workmen's Compensation & Employers Legal Liability	\$ 500,000 per accident

The Contractor shall procure and maintain for the duration of this project Workmen's Compensation Insurance as required by State Law for all of his employees that are engaging in any work at the site of the project whether direct employees or subcontracting associates.

Non-Collusion Statement

The Undersigned certifies under penalties of perjury that this bid in all respects is bonafide, fair and made without collusion or fraud with any other person. As used in this paragraph, the "PERSON" shall mean any natural person, joint venture, partnership, corporation or other business or legal entity.

Title _____
Signature _____
Company _____



Town of Salem, New Hampshire

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No Bid Questionnaire

Reference: Sealed Bid-253

If you choose not to bid, please complete the questionnaire below and return it with your response by the bid opening date. Your assistance in helping us to analyze no bid rationale is very much appreciated. Thank You.

* * * * No Bid Questionnaire * * * *

A no bid is submitted in reply to the Town of Salem, NH invitation for bids for (enter requirement description):

_____ Dated _____, for the following reasons:

- _____ Item not supplied by our company.
- _____ Bid Specification (Give reason(s) e.g., too restricted, not clear etc.)
- _____ Profit Margin too low
- _____ Past experience with the Town of Salem (give specific's e.g. payment delay, bid process, admin problems, etc. _____)
- _____ Insufficient time allowed to prepare and respond to bid request.
- _____ Bid requirements too large ____ or too small ____ for our company.
- _____ Priority of other business opportunities limits time.
- _____ Other reason(s) Please Specify: _____
- _____
- _____

Company Name _____
Address _____
Phone _____

(Signature)

(Name & Title)

General Terms and Conditions

Preparation of Bids/Proposals. Proposals shall be submitted on the forms provided and must be signed by the Bidder or his authorized representative. The person signing the proposal shall initial any corrections to entries made on the attached forms.

Vendors must provide pricing on all items appearing on the bid forms unless specific directions in the advertisement, on the bid form or in the special provisions allowed for partial bids. Failure to provide pricing on all items may disqualify the bid. Alternative bids will be considered, unless otherwise stated, only if the alternate is described completely, including, but not limited to, sample, if requested and specifications sufficient so that a comparison to the request can be made.

Any questions or inquiries must be submitted in writing, and must be received by the Purchasing Department no later than seven (7) calendar days before the Request for Proposal due date to be considered. Any changes to the Request for Proposal will be provided to all bidders of record.

The name of manufacturer, trade name, or catalog number mentioned in this request for bid description is for the purpose of designating a minimum standard of quality and type. Such references are not intended to be restrictive, although specified color, type of material and specified measurements may be mandatory.

Proposals will be considered for any brand that meets or exceeds the quality of the specifications listed. On all such proposals, the bidder shall specify the product they are proposing and shall supply sufficient data to enable a comparison to be made with the particular brand or manufacturer specified. Failure to submit the above may be sufficient grounds for rejection of the proposal.

Submitting Bids/Proposals. Proposals must be submitted as directed in the Notice to Qualified Firms, and on the forms provided unless otherwise specified. Proposals must be typewritten or printed in ink. Proposals must be mailed or delivered in person. Proposals that are faxed or emailed will not be accepted.

Withdrawal of Bids/Proposals. Proposals may be withdrawn prior to the opening date and time upon written request of the Proposer. Negligence on the part of the Proposer in preparing his/her proposal shall not constitute a right to withdraw a proposal subsequent to the proposal opening.

Award of Contract. It is the policy of the Town of Salem, NH that contracts are awarded only to responsible bidders. In order to qualify as responsible, a prospective vendor must meet the following standards as they relate to this request:

- A. Have adequate financial resources for performance or have the ability to obtain such resources as required during performance.
- B. Have the necessary experience, organization, technical and professional qualifications, skills and facilities.

- C. Be able to comply with the proposed or required time of completion or performance schedule; and
- D. Have a demonstrated satisfactory record of performance.
- E. Adhere to the specifications of this bid and provide all documentation required of this bid.

The contract will be awarded to a responsive & responsible bidder based on the qualifications and experience of the bidder, the quality of the equipment/product /materials/services to be provided and the support that the bidder offers during the duration of the supply terms.

Pricing. Unless otherwise specified all prices listed are firm for the term of the contract. All prices should include all labor and material costs, and any discounts offered.

Payment. Payment will be made net 30 days from the date of the invoice. Invoices submitted after 90 days will require proof of service, delivery of materials, supplies, equipment or work performed. Failure to provide proof of service on invoices submitted past 90 days will result in a review to determine whether payment will be issued.

Delivery. Deliveries are to be made only to the department or division indicated on the order and in accordance with accepted commercial practices, without extra charge for packing or containers.

Guarantees & Warranty. All parts and labor related to agreements must be guaranteed and include a warranty. If any work is unable to be guaranteed, the contractor must inform the Town, in writing, prior to the delivery of an item or any work being performed.

Force Majeure. Neither party shall be liable for any inability to perform its' obligations under any subsequent agreement due to war, riot, insurrection, civil commotion, fire, flood, earthquake, storm or any other act of God.



Town of Salem, New Hampshire

***Purchasing Department
33 Geremonty Drive
Salem, New Hampshire 03079
(603) 890-2090 FAX (603) 890-2091***

INDEMNIFICATION AGREEMENT

The successful vendor agrees to indemnify, investigate, protect, defend and save harmless the Town of Salem, NH, it's officials, officers, agents and employees from any and all claims and losses accruing or resulting to any and all contractors, subcontractors, suppliers, laborers and any other person, firm or corporation furnishing or supplying work, services, materials, equipment or supplies in connection with the performance of this contract and from any and all claims and losses accruing or resulting to any person, firm or corporation which may be injured or damaged by the vendor in the performance of this contract. In any case, the forgoing provisions concerning indemnification shall not be construed to indemnify the Town for damage arising out of bodily injury to persons or damage to property caused by or resulting from the sole negligence of the Town or its employees. This indemnification shall survive the expiration or early termination of this contract.

- Company _____
- Taxpayer Identification Number _____
- Authorized Signature _____
- Contact Phone _____
- Address _____
- Date _____

