

December 17, 2013

Amy Hofschneider  
Lee County Procurement Mgt.  
1825 Hendry Street, 3<sup>rd</sup> Floor  
Fort Meyers, FL 33901

Amy,

Thank you for the opportunity to service your Ammonia requirement. Airgas Specialty Products has more than 100 years of experience in the ammonia business, and is a leading national supplier into the industrial ammonia market.

Enclosed you will find our bid submission, along with other required documents in a separate envelope.

We appreciate your business and look forward to working with you.

Please call me if you have any questions or concerns.

Thanks,



Cynthia Thomas  
Contract & Sales Coordinator  
Airgas Specialty Products  
2530 Sever Road Suite 300  
Lawrenceville, GA 30043  
678-985-7332  
[cynthia.thomas@airgas.com](mailto:cynthia.thomas@airgas.com)

LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR  
ANNUAL CONTRACT FOR THE PURCHASE OF  
CHEMICALS FOR UTILITIES WATER AND WASTEWATER PLANTS

DATE SUBMITTED: December 17, 2013

VENDOR NAME: Airgas Specialty Products

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

**NOTE REQUIREMENT: IT IS THE SOLE RESPONSIBILITY OF THE VENDOR TO CHECK LEE COUNTY PROCUREMENT MANAGEMENT WEB SITE FOR ANY PROJECT ADDENDA ISSUED FOR THIS PROJECT. THE COUNTY WILL POST ADDENDA TO THIS WEB PAGE, BUT WILL NOT NOTIFY.**

The undersigned acknowledges receipt of Addenda numbers: \_\_\_\_\_

**GRAND TOTAL (ALL SECTIONS):** \$ 143,000.00

**SECTION 1a: HYDROCHLORIC ACID 31% (muriatic acid)**

Specify Product Name: \_\_\_\_\_

\$ No Bid per 55 gallon drum

Manufacturer: \_\_\_\_\_

**SECTION 1b: HYDROCHLORIC ACID 31% (muriatic acid)**

Specify Product Name: \_\_\_\_\_

\$ No Bid 1 gallon jug, Four (4) one jugs per case

Manufacturer: \_\_\_\_\_

**SECTION 2: ZINC ORTHO-PHOSPHATE**

Specify Product Name: \_\_\_\_\_

\$ No Bid per lb

Minimum Order Quantity: \_\_\_\_\_

**SECTION 3: ANHYDROUS AMMONIA**

Specify Product Name: Anhydrous Ammonia

\$ 1430.00 ea X 100 tons = Total Cost \$ 143,000.00

Manufacturer: Various

Min/max 500 – 2,500 lbs

**SECTION 4: HYDRATED LIME**

Specify Product Name: \_\_\_\_\_

\$ No Bid ea X 50 tons = Total Cost \$ \_\_\_\_\_

Manufacturer: \_\_\_\_\_

Min/max 10 tons

**SECTION 5a: POLYMER**

Specify Product Name: \_\_\_\_\_

\$ No Bid ea X 11,000 lbs = Total Cost \$ \_\_\_\_\_

Manufacturer: \_\_\_\_\_ BASF Corporation, Magnafloc LT 25 or equal  
(Equal- see technical specifications 5H for requirements and testing procedures)

Min/max 1,500 – 2,500 lbs

**SECTION 5b: POLYMER**

Specify Product Name: \_\_\_\_\_

\$ No Bid ea X 12,000 lbs = Total Cost \$ \_\_\_\_\_

Manufacturer: \_\_\_\_\_ BASF Corporation, Magnafloc LT 27 or equal  
(Equal- see technical specifications 5H for requirements and testing procedures)

Min/max 1,500 – 2,500 lbs.

**SECTION 6: QUICKLIME, BULK (Powder to 3/8")**

Specify Product Name: \_\_\_\_\_

\$ No Bid ea X 5,000 tons = Total Cost \$ \_\_\_\_\_

Manufacturer: \_\_\_\_\_

Min/max 25 tons

**SECTION 7a: TRICHLOROISOCYANURIC 3 inch stabilized tablets**

Specify Product Name: \_\_\_\_\_ \$ No Bid /50# pail

Minimum Order Quantity: \_\_\_\_\_

**SECTION 7b: TRICHLOROISOCYANURIC stabilized pool sticks**

Specify Product Name: \_\_\_\_\_ \$ No Bid /50# pail

Minimum Order Quantity: \_\_\_\_\_

**SECTION 8: CALCIUM HYPOCHLORITE, GRANULAR**

Specify Product Name: \_\_\_\_\_

\$ \_\_\_\_\_ ea X 12,000 lbs (100#) pails = Total Cost \$: No Bid

Manufacturer: \_\_\_\_\_

Min/max 1 – 20 pails

**SECTION 9a: FLOCCULANT, CATIONIC POLYACRYLAMIDE EMULSION**

Specify Product Name: \_\_\_\_\_

\$ \_\_\_\_\_ ea X 31,000 lbs (55 gal drums) = Total Cost \$: No Bid

\$ \_\_\_\_\_ ea X 21,000 lbs (230/250 gal totes) = Total Cost \$: No Bid

Manufacturer: \_\_\_\_\_ BASF Corporation Zetag 8848 or approved equal  
(Equal- see technical specifications 9G for requirements and testing procedures)

**SECTION 9b: FLOCCULANT, CATIONIC POLYACRYLAMIDE EMULSION**

Specify Product Name: \_\_\_\_\_

\$ No Bid ea X 56,000 lbs (230/250 gal totes) = Total Cost \$: \_\_\_\_\_

Manufacturer: \_\_\_\_\_ Polydine SE-1080 or approved equal  
(Equal- see technical specifications 9G for requirements and testing procedures)

TO BE STARTED WITHIN 3 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES  NO

Does your firm have a location/office/facility in Lee County?

YES  NO

Address:

\_\_\_\_\_

Bidders should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the bid may be grounds to reject the bid.

Are there any modifications to the bid or specifications?

YES  NO

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the bidder being declared nonresponsive or to have the award of the bid rescinded by the County.

MODIFICATIONS:

Bidder shall submit his/her bid on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Bidder/Bid being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED BIDDER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS BID WITH OTHER BIDDERS AND HAS NOT COLLUDED WITH ANY OTHER BIDDER OR PARTIES TO A BID WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE).**

FIRM NAME Airgas Specialty Products

BY (Printed): Stephen Tullis

BY (Signature): 

TITLE: Director of Contracts

FEDERAL ID # OR S.S.# 20-2529374

ADDRESS: 2530 Sever Road, Suite 300  
Lawrenceville, GA 30043

PHONE NO.: 800-295-2225

FAX NO.: 678-985-7331

CELLULAR PHONE/PAGER NO.: 678-642-9182

DUNS #: 02-4492860

LEE COUNTY LOCAL BUSINESS TAX ACCOUNT NUMBER:  
\_\_\_\_\_

E-MAIL ADDRESS: Stephen.Tullis@airgas.com

DISADVANTAGED BUSINESS ENTERPRISE (DBE): \_\_\_\_\_ Yes  No

**ATTACHMENT A**  
**LOCAL VENDOR PREFERENCE QUESTIONNAIRE**  
**(LEE COUNTY ORDINANCE NO. 08-26)**

Instructions: Please complete either Part A or B whichever is applicable to your firm

**PART A: VENDOR'S PRINCIPAL PLACE OF BUSINESS IS LOCATED WITHIN LEE/COLLIER COUNTY (Only complete Part A if your principal place of business is located within the boundaries of Lee/Collier County)**

1. What is the physical location of your principal place of business that is located within the boundaries of Lee/Collier County, Florida?

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2. What is the size of this facility (i.e. sales area size, warehouse, storage yard, etc.)

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**PART B: VENDOR'S PRINCIPAL PLACE OF BUSINESS IS NOT LOCATED WITHIN LEE/COLLIER COUNTY OR DOES NOT HAVE A PHYSICAL LOCATION WITHIN LEE/COLLIER COUNTY (Please complete this section.)**

1. How many employees are available to service this contract? 6

2. Describe the types, amount and location of equipment you have available to service this contract.

4 AQUA TRAILERS; 1 R-GRADE TRAILER, 1 C-Grade trailer, 1 Bobtruck, 1 field-service trailer, and 10 tractors

LOCAL VENDOR PREFERENCE QUESTIONNAIRE CONTINUED

3. Describe the types, amount and location of material stock that you have available to service this contract.

On average, we stock 450K lbs of Ammonia on site at our Davenport plant.

4. Have you provided goods or services to Lee County on a regular basis for the preceding, consecutive three years?

Yes  No

If yes, please provide your contractual history with Lee County for the past three, consecutive years. Attach additional pages if necessary.

In 2009, we were awarded Quote # IW090193. This quote has been renewed from 2010 to 2012. The current agreement expires 6-28-2014.



AFFIDAVIT CERTIFICATION  
IMMIGRATION LAWS

SOLICITATION NO.: B-140052

PROJECT NAME: Chemicals For Water + Wastewater

LEE COUNTY WILL NOT INTENTIONALLY AWARD COUNTY CONTRACTS TO ANY CONTRACTOR WHO KNOWINGLY EMPLOYS UNAUTHORIZED ALIEN WORKERS, CONSTITUTING A VIOLATION OF THE EMPLOYMENT PROVISIONS CONTAINED IN 8 U.S.C. SECTION 1324 a(e) {SECTION 274A(e) OF THE IMMIGRATION AND NATIONALITY ACT ("INA").

LEE COUNTY MAY CONSIDER THE EMPLOYMENT BY ANY CONTRACTOR OF UNAUTHORIZED ALIENS A VIOLATION OF SECTION 274A(e) OF THE INA. **SUCH VIOLATION BY THE RECIPIENT OF THE EMPLOYMENT PROVISIONS CONTAINED IN SECTION 274A(e) OF THE INA SHALL BE GROUNDS FOR UNILATERAL CANCELLATION OF THE CONTRACT BY LEE COUNTY.**

BIDDER ATTESTS THAT THEY ARE FULLY COMPLIANT WITH ALL APPLICABLE IMMIGRATION LAWS (SPECIFICALLY TO THE 1986 IMMIGRATION ACT AND SUBSEQUENT AMENDMENTS).

Company Name: Airgas Specialty Products  
Stephen Tollis Director of Construction 12/17/13  
Signature Title Date

STATE OF Georgia  
COUNTY OF Fulton

The foregoing instrument was signed and acknowledged before me this 17<sup>th</sup> day of December 20 13, by Stephen Tollis who has produced  
(Print or Type Name)  
personally known as identification.  
(Type of Identification and Number)

Cynthia Thomas  
Notary Public Signature

Cynthia Thomas  
Printed Name of Notary Public

Notary Commission Number/Expiration



The signee of this Affidavit guarantee, as evidenced by the sworn affidavit required herein, the truth and accuracy of this affidavit to interrogatories hereinafter made. **LEE COUNTY RESERVES THE RIGHT TO REQUEST SUPPORTING DOCUMENTATION, AS EVIDENCE OF SERVICES PROVIDED, AT ANY TIME.**

Lee County Procurement Mgmt.  
P.O. Box 398  
Fort Myers, Florida 33902

AIRGAS Specialty Products  
INC

B-140052



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