



CITY OF TARPON SPRINGS, FL

Procurement Services

324 East Pine Street
P.O. Box 5004
Tarpon Springs, Florida 34688-5004
(727) 942-5615
Fax (727) 937-1766

MEMORANDUM

TO: Honorable Mayor and Board of Commissioners
THRU: Jay Jackus, CPPO, CPPB, Procurement Services Director 
FROM: Rhonda Simmons, CPM, CPPO, CPPB, Procurement Analyst 
DATE: 03/21/17
SUBJECT: Award File No. 170094-N-RS, Single Source Purchase of Vitec 1400 Scale Inhibitor

RECOMMENDATION:

Award File No. 170094-N-RS, Single Source Purchase of Vitec 1400 Scale Inhibitor to Harn R/O Systems, Inc. in an estimated annual amount of \$65,000.00 for the period of April 22, 2017 to April 21, 2018 for Utilities. Purchase Orders will only be issued against approved budgets.

BACKGROUND:

The purpose of this contract is to purchase Vitec 1400 Scale Inhibitor for use in the City's Reverse Osmosis Water Plant. Vitec 1400 Scale Inhibitor is the scale inhibitor that will be provided by the equipment manufacturer and is recommended for continued use. Use of another scale inhibitor would cause the equipment warranty to be voided. Harn R/O Systems, Inc. is the exclusive distributor of this product for Pinellas County.

FUNDING: 402-4305-536-5200 Water Treatment

Accepted by: _____
City Manager

Attest: _____
City Clerk



Paul Smith
Public Services Director

Public Services Department

Memorandum

Date: March 1, 2017
To: Rhonda Simmons, Procurement Analyst
Through: Paul Smith, Public Services Director *PS*
Raymond Page, Utilities Superintendent
From: Greg Turman, Water Division Manager
Subject: Authorize the single source purchase with vendor HARN R/O Systems, Inc. for the purchase of antiscalant chemical Avista Vitec 1400 for use at the Reverse Osmosis (RO) Water Treatment Facility

Recommendation

Authorize the use of vendor Harn R/O Systems, Inc. as the single source provider for the purchase of Antiscalant chemical Avista Vitec 1400 in the annual estimated amount of \$55,000.00

Background

The R.O. process requires specific chemicals to protect the RO membranes and to ensure the warranty remains valid. The Avista Vitec 1400 as provided by Harn R/O Systems, Inc. uniquely meets this requirement. HARN R/O Systems, Inc. is the exclusive distributor for Avista products for the Pinellas County region. Documentation to this effect has been provided to Procurement Services.

Funding

Funds have been budgeted in account 402-4305-536.5200 in the 2017 Fiscal Budgets.



MEMBRANE WATER TREATMENT SYSTEMS

February 27, 2017

Tarpon Springs WTP
Attn: Greg Turman
1624 L&R Industrial Blvd
Tarpon Springs, FL 34689

Re: Vitec 1400 Scale Inhibitor

Mr. Turman,

The scale inhibitor you are currently using and the one that we advise you to continue to use is Vitec 1400. Vitec 1400 is a proprietary chemical manufactured by Avista Technologies. As described in the accompanying letter, Harn R/O Systems, Inc is the distributor of all Avista Technologies product lines for Pinellas County, FL.

Currently we are providing bulk delivery of Vitec 1400 at a delivered cost of \$0.94/lb. We have confirmed that Avista will allow us to renew your existing contract for an additional year at the same price if this is acceptable to you.

The membrane warranty for the FilmTec membranes that are installed in the R/O trains requires that scale inhibitor be used as a pretreatment chemical. Any damage to the membranes that can be attributed to the use of an improper scale inhibitor is not covered by the membrane manufacturer's warranty.

In addition to your membrane warranty, Harn R/O Systems also provided a warranty on the equipment we supplied. As such, it is not in our interest to recommend a product that we do not have complete faith in. We have years of experience working with Avista Technologies and stand behind the effectiveness of their products. Since all scale inhibitors are proprietary chemicals we are at the mercy of the chemical supplier to recommend a product that is suitable for each individual application. Based on this fact, we will not formally recommend any products from other manufacturers for our installations. Also, if you choose to utilize a scale inhibitor from another manufacturer and incur damage to equipment we supplied it will not be covered under our equipment warranty.

The Tarpon Springs R/O plant is a unique application due to the changes in feed water quality that have already occurred during this first year of operation and that are expected to continue to occur in the future. It is our hope that we can maintain a relationship with the City so that we can continue to assist you with the operation and performance of the plant.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ronald J. Castle II', is written over the typed name.

Ronald J Castle II
Process Design Manager
Harn R/O Systems



Creative Chemistry. Smart Solutions.

February 27, 2017

Mr. Ron Castle
Harn R/O Systems Inc.
310 Center Court
Venice, FL 34285

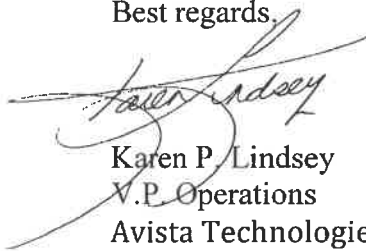
Dear Ron,

This letter will provide confirmation that Harn R/O Systems Inc. is the exclusive distributor of Avista Technologies, Inc. specialty chemicals for the region of Pinellas County, Florida.

The represented product line would include Vitec[®] 1400, and all specialty chemical formulations sold under the trade names: Vitec[®], AvistaClean[®], RoClean[®], Rocide[®] and Roquest[®].

If you have any questions, please don't hesitate to contact me.

Best regards,



Karen P. Lindsey
V.P. Operations
Avista Technologies, Inc.

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