



# Bid Waiver Form

Revised 01/2022

<b>Short Description of Goods/Services</b>	Fertilizer for Biological Desulfurization System at RNG Plant	<b>Total Cost</b>	\$53,500 3 Years
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<b>Vendor Name</b>	CHEMTRON SUPPLY CORPORATION INC	<b>MUNIS #</b>	31444	<b>Req #</b>	
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<b>Purchasing Officer</b>	Pete Patten	<b>Date</b>	12/6/2022
<b>Department</b>	Waste & Renewables	<b>Email</b>	carlson.lindsey@countyofdane.com
<b>Name</b>	Lindsey Carlson	<b>Phone</b>	608-405-2036

**\*A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL\***

**Provide a detailed description of the goods/services intended to be purchased:**

Chemtron Supply Corporation provides the Department of Waste & Renewables (W&R) with remote support and supply of proprietary fertilizer required to operate the Biological Desulfurization system at the Renewable Natural Gas (RNG) Plant.

The attached quote outlines the cost of the supply of (up to) QTY (5) 250-gallon totes of "Thiobacillus Complete" per year for up to 3 years, including shipping.

In summary:

-Cost of supply of 250-gallon totes for 3 years =  
QTY (5) totes/year \* 3 years \* \$3,363.50/tote =  
~\$50,500

-Cost of Shipping for 3 years = ~\$500/delivery \* up to 2 deliveries/year \* 3 years =  
~\$3,000

Total: \$53,500 dependent upon any potential market price fluctuations.

**\*Send to a Purchasing Officer Once Completed\***



# Bid Waiver Form

Revised 04/2021

## Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

Chemtron is the sole manufacturer and supplier of the proprietary fertilizer required to sustain the H<sub>2</sub>S reducing bacteria integral to the Primary Desulfurization System at the RNG Plant.

Because they are a sole proprietor, Chemtron is the only vendor who possesses the unique and singularly available ability to meet W&R's needs.

## Bid Waiver Approval (For Purchasing Use Only)

Under \$40,000 (Controller)

\$40,000+ (Personnel & Finance Committee)

Date Approved:

**\*Send to a Purchasing Officer Once Completed\***

**NOTE:**

Vendor provided an update for ESTIMATED pricing for 2023-2025 on 11/30/2022

-Lindsey Carlson, Dane County Department of Waste &amp; Renewables Biogas Specialist, 11/30/2022



3500 Harry S. Truman Blvd. ● St Charles, Missouri 63301 ● P: 636.940.5445 ● F: 636.940.0773

[crbwater.com](http://crbwater.com)
**TBC<sub>3</sub>X - Bioferm Proposal – 01/05/2022**  
**County of Dane**

(WITH 2023 PRICING UPDATES IN "RED")

Lindsey:

I would like to present to you our **Thiobacillus Program** for your **Biological Scrubber**. Thiobacillus Complete is a bioavailable Macronutrient and micronutrient concentrate specifically formulated to your systems needs.

Benefits of a Thiobacillus Complete Program include

- Bioavailable Macro & Micronutrient Concentrate – Thiobacillus Complete
- **Technical Support** via phone and email as needed

Benefits include

- Maximum Biogas sulfide removal by your scrubbers biology
- Optimal Thiobacillus Bacteria growth

**Pricing**

Number	Product	Price	Gal/lbs/#	Subtotal
1 x250 Gallon	TBC3X-Bioferm	\$ <span style="border: 1px solid red; padding: 2px;">\$13.45</span> <del>9.60</del>	1750	\$3,363.50 / tote
<b>Shipping:</b> ~\$500/delivery * up to 2 deliveries/year * 3 years =				~\$3,000
<b>Estimated QTY of totes needed</b> = QTY (5) totes/year * 3 years * \$3,363.50/tote =				~\$50,500
<b>TOTAL</b>				<b>\$53,500</b>

Placement of Purchase: [orders@river](mailto:orders@river).....

Please make payment to Chemtron Corporation (Our Parent Company)

Call 1-800-345-4399 to set up accounting, shipping etc

Feel free to call me (314-378-8058) with any questions.

-Christopher R Hatch P.E.

-Director of Biotechnologies and Eng

*Shipping Terms:*

All shipping will be FOB ST Charles MO Shipping: (Included not included\*)

*Invoicing:*

End of Month → Net 30 to pay.

## Carlson, Lindsey

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**From:** Chris Hatch <chrish@CRBwater.com>  
**Sent:** Tuesday, November 29, 2022 10:39 AM  
**To:** Carlson, Lindsey  
**Subject:** RE: Request for Budgetary Quote - Fertilizer - Dane County Waste & Renewables

### This Message Is From an Untrusted Sender

You have not previously corresponded with this sender.

Budgetary Quote for Thiobacillus Complete (3 years). **\$13.45 a gallon** for 250 gallon totes. I have no clue on shipping costs.

You are right – the Nitrogen and Phos markets are completely crazy – plus shipping surcharges and inflation. Phosphorus topped 300% increase since 2012.... In ten years that's nuts. And its super volatile when it used to be very predictable.

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**From:** Carlson, Lindsey <Carlson.Lindsey@countyofdane.com>  
**Sent:** Tuesday, November 29, 2022 9:45 AM  
**To:** Chris Hatch <chrish@CRBwater.com>  
**Subject:** Request for Budgetary Quote - Fertilizer - Dane County Waste & Renewables

Hello Chris,  
Hope all is well.

Can you please provide a BUDGETARY quote for the supply of QTY (6) totes of the Thiobacillus Complete" per year for 3 years (2023 thru 2025) (Not sure if we'll actually go through that much but we're shooting for conservative estimates).

I'm working to project supply needs & operation costs and therefore the Budgetary Quote that outlines current and projected pricing for the 3 year term will be helpful. I understand there are a number of factors that could change the pricing of the totes over time such as inflation, supply chains etc and will solicit updated quotes as supply needs arise and understand cost will change over time.

Please let me know if questions

**Lindsey Carlson**  
Biogas Specialist  
Dane County Department of Waste & Renewables  
Cell: 608-405-2036  
[Dane County Waste & Renewables](#)



*Dane County occupies the ancestral, traditional, and contemporary lands of the Ojibwe, Ho-Chunk, Myaamia, Sauk and Meskwaki, Peoria, and Kiikaapoi nations.*