



City Council Agenda Item

City Council Meeting Date: November 4, 2025

TO: Dean Albro, City Manager

FROM: Shaun Ryan, Water Utility Manager
s_ryan@ci.lompoc.ca.us

Devon Williams, Purchasing Manager
d_williams@ci.lompoc.ca.us

SUBJECT: Award of Invitation to Bid No. 3104 to Imerys Minerals Filtration, Inc. to Purchase Diatomaceous Earth in the Amount of \$548,100; Authorize the City Manager to Execute the Purchase Agreement with Imerys, and Authorize the Purchasing and Materials Manager to Issue a Purchase Order

Recommendation:

Staff recommend the City Council:

- 1) Award a contract to purchase annual requirements of diatomaceous earth (estimated to be \$182,700 annually for 270 dry tons per year) to Imerys Minerals Filtration, Inc., for use at the Water Treatment Plant;
- 2) Authorize the City Manager to execute a contract with Imerys Minerals Filtration, Inc. for the purchase (Attachment 1); and
- 3) Authorize the Purchasing and Materials Manager to issue a purchase order for the contract.

Background:

The City's Water Treatment Plant (Plant) uses diatomaceous earth (measured in dry tons) as a filtration media in the treatment of raw water for potable use. The Plant employs a diatomaceous earth (DE) vacuum filtration system, recognized as an effective method for filtering municipal water supplies. That system, when operated and maintained properly, ensures the removal of bacteria, viruses, and impurities from the City's water. The treatment process is dependent on diatomaceous earth to filter the water adequately. As of this time, there are no other viable alternatives to this chemical product for the City's specific water treatment needs.

Invitation to Bid No. 3104 (Invitation) was released by the City's Purchasing Division on July 31, 2025, following the development of the scope of the proposal in conjunction with the Water Division (Attachment 2). Upon the release of the Invitation, the Invitation was published in the Lompoc Record and advertised on the City's procurement page of the City's website. In addition, the Invitation was delivered directly to chemical companies known to provide diatomaceous earth for governmental use. Upon the closing of the Invitation on August 14, 2025, three vendors responded to the Invitation with bids.

As the procurement of the diatomaceous earth exceeds \$220,000, the Purchasing Division utilized and followed the City's procurement rules outlined in Section 3.36.030 of the Lompoc Municipal Code for formal bids, which includes the award of the bid by the City Council.

Discussion:

The award is based on the historically estimated annual quantities used at the Plant of 160 dry tons per year. However, staff anticipates needing up to 240 dry tons per year. The material will only be delivered in the amounts necessary for operational demands and at various times throughout the year.

Invitation No. 3103 went out to bid on 06/26/25 and closed on 7/15/25 from which only one vendor bid indicating that the market for diatomaceous earth is saturated at this time. As a result, Purchasing sent the invitation back out to bid resulting in three vendors placing bids. The contract is a 3-year commitment to purchase this product from the vendor with an option to extend the contract by two additional years. The vendors are responsible bidders on the proposal.

The three bids that came in are listed in the following table. Please note the standard product is for the Frick Springs water treatment plant and the 545 product is for the City of Lompoc Water Treatment Plant. Staff recommends the bid be awarded to Imerys Minerals Filtration, Inc., the lowest responsible bidder (Attachments 3 and 4).

Company	Bid Results
Imerys Minerals Filtration, Inc. 545 Product	\$600.00/dry ton
Imerys Minerals Filtration, Inc. Standard Product	\$800.00/dry ton
Mar Vista Resources, Inc. 545 product	\$1,473.56/ Dry ton
UNIVAR SOLUTIONS USA LLC 545 product	\$3,077.87/Dry ton

This award has been reviewed and recommended by the Water Manager.

Fiscal Impact:

Based on the proposed award, an estimated 240 tons annually is needed for the water treatment filtration process at the Plant and an estimated 30 tons annually are needed for the Frick Springs water treatment filtration process. The total annual cost for diatomaceous earth is estimated at \$182,700 including sales tax.

While the commodity cost of diatomaceous earth has not increased recently, having a fixed contracted cost for the necessary chemicals will provide some certainty to the Plant's operational budget. The proposed award accounts for approximately 22% of the Plant's total expected chemical costs per year. As stated above, at this time, there are no other chemical alternatives that would quickly and easily replace the Plant's filtration process. Failure to replace the existing purchase order for this chemical would result in the shutdown of the Plant, as well as time and money to re-engineer the system, resulting in a reduction in water quality.

Appropriations for this expenditure are included in the Biennial Budget Fiscal Years 2025-27. Account number 751WRT-522050 – Water Division – Water Treatment – Chemicals has appropriations of \$1,600,000, adequate for this and the other chemicals required for treating raw water for potable use. The initial term for the contract is subject to obtaining signatures from all parties but is expected to be from the date signed in 2025 to June 30, 2028, corresponding to the Biennial Budget Fiscal Years 2025-27.

Conclusion:

Securing a diatomaceous earth purchase order commitment will allow the Water Division to fulfill their mission statement to produce a safe and adequate supply of drinking water to the citizens of Lompoc. Having a firm price for this critical component will provide certainty for the operation of the Plant, which cannot continue without it.

Respectfully submitted,

Shaun Ryan, Water Utility Manager

Devon Williams, Purchasing Manager

APPROVED FOR SUBMITTAL TO THE CITY MANAGER:

Michael Luther, Utility Director

Christie Donnelly, Management Services Director

APPROVED FOR SUBMITTAL TO THE CITY COUNCIL:

Dean Albro, City Manager

- Attachments:
- 1) Contract with Imerys Minerals Filtration, Inc.
 - 2) Invitation to Bid No. 3104
 - 3) Imerys Minerals Filtration Inc.'s Bid
 - 4) Bid Tabulation