



March 18, 2024

Penco, Inc.  
ATTN Sarah Duffy  
PO Box 600  
San Felipe, TX 77473

**RE: Award Contract in Response to Bay Area Chemical Consortium (BACC) Bid No. 08-2024 for Supply and Delivery of HYDROFLUSILICIC ACID.**

Dear Ms. Duffy,

Based on the clarification letter Penco, Inc. submitted (see page 3), we are pleased to advise you that the bid submitted by Penco, Inc. for Bid No. 08-2024 was determined to be the lowest responsive bid for the supply and delivery of HYDROFLUSILICIC ACID during the period July 1, 2024 through June 30, 2025.

The participating BACC Agencies should be contacting you shortly to discuss entering into contracts with Penco, Inc. for their respective facilities.

Bay Area Chemical Consortium sincerely appreciates your efforts and participation in the competitive bid process.

If you have any questions, please free to contact me at [jdymment@bacwa.org](mailto:jdymment@bacwa.org)

Sincerely,

Jennifer Dymment  
Assistant Executive Director  
BACWA.org  
as Coordinating Agency for the Bay Area Chemical Consortium

Bay Area Clean Water Agencies  
 Bid Results for Project 08-2024 HYDROFLUSILICIC ACID  
 Bid Due on February 22, 2024 4:00 PM (PDT)

**SINGLE BID AWARD**

Section	Hydrofulsilicic Acid 23-24%				
Description	East Bay	Marin Sonoma Napa	North Bay	Sacramento	Tri Valley
Unit of Measure	gal	gal	gal	gal	gal
Pencco, Inc	3.3000	3.1800	3.0400	2.9400	3.0400

February 28, 2024

Jennifer Dymont  
Bay Area Chemical Consortium  
P.O. Box 24055  
Oakland, CA 94706

RE: Bid 08-2024 Hydrofluosilicic Acid

Dear Jennifer,

Please be advised I was just informed that the prices we submitted on the above-mentioned bid were entered as a “per wet ton” unit of measure instead of “per gallon”. Please find below the correct unit of measure pricing.

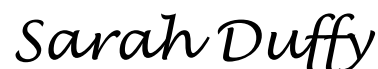
Proper conversion is: Wet ton price / 2000 = wet lb price x 10.2 ppg = per gallon price.

Lot 1 – East Bay - \$647/wet ton = \$3.30/gallon  
Lot 2 – Marina Sonoma Napa - \$624.00/wet ton = \$3.18/gallon  
Lot 3 – North Bay - \$597.00/wet ton = \$3.04/gallon  
Lot 4 – Sacramento - \$577.00/wet ton = \$2.94/gallon  
Lot 5 – Tri Valley - \$597.00/wet ton = \$3.04/gallon

Please note, the additional comments submitted with the bid for 2 locations still stand. We apologize for inconvenience and appreciate your review.

If you have any questions or require additional information, please do not hesitate to contact me.

Sincerely,



Sarah Duffy  
Bid Sec.