



Water Treatment Chemicals (Polymers & Misc.)
Executive Summary

Lead Agency: CITY OF TUCSON

Solicitation: #212528

RFP Issued: JULY 1, 2020

Pre-Proposal Date: JULY 17, 2020

Response Due Date: AUGUST 3, 2020

Proposals Received: #2

Awarded to: Thatcher Company of Arizona, Inc. – Contract #212528

The City of Tucson, AZ Department of Procurement issued RFP #212528 on July 1, 2020, to establish a national cooperative contract for Water Treatment Chemicals (Polymers & Misc.).

The solicitation included cooperative purchasing language in the National Contract section (RFP page 2):

(RFP, Page 2) National Contract

The City of Tucson, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. The City of Tucson is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”). Attachment A contains additional information about OMNIA Partners and the cooperative purchasing agreement.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- City of Tucson Website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR

- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

On August 3, 2020 proposals were received from the following offerors:

- Shannon Chemical Corporation
- Thatcher Company of Arizona, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Thatcher Company of Arizona, Inc. and proceeding with contract award upon successful completion of negotiations.

The City of Tucson, OMNIA Partners and Thatcher Company of Arizona, Inc. successfully negotiated a contract, and the City of Tucson executed the agreement with a contract effective date of October 1, 2020.

Diversity Certification:

Thatcher Company, Inc. is a minority owned company with 2/3 of the owners women and further utilizes Tier II diversity suppliers whenever the opportunities allow.

Contract includes:

- Water Treatment Chemicals and Polymers to include:
 - Ammonia, Anhydrous
 - Chlorine
 - Copper Sulfate
 - Ferric Sulfate

Term:

Initial one-year agreement from October 1, 2020 through September 30, 2021 with the option to renew for four (4) additional one-year periods through September 30, 2025.