



WATER TREATMENT CHEMICALS (POLYMERS AND MISC.)  
Executive Summary

**Lead Agency:** City of Tucson, AZ

**Solicitation:** 250048

**RFP Issued:** December 9, 2024

**Pre-Proposal Date:** December 16, 2024

**Response Due Date:** January 24, 2025

**Proposals Received:** 5

**Awarded to:** Thatcher Company, Inc. (national cooperative contract)  
Hill Brothers Chemical Company (regional award only)

The City of Tucson Department of Procurement issued RFP 250048 on December 9, 2024, to establish a national cooperative contract for Water Treatment Chemicals (Polymers and Misc.).

The solicitation included cooperative purchasing language in Sections B.2. Background and Attachment A-OMNIA Partners Exhibits:

The City of Tucson, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners, Public Sector, Inc., a Delaware corporation ("**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. Region 4 ESC 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**") and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on Attachment A, Exhibit C, or as otherwise agreed to. Attachment A contains additional information about OMNIA Partners and the cooperative purchasing program.

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

- City of Tucson, AZ website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY

- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses, Arizona Historically Underutilized Businesses (HUB) were notified of the Request for Proposal.

On January 24, 2025, proposals were received from the following offerors:

- Catalynt Solutions
- Chameleon Industries, Inc.
- Hill Brothers Chemical Company
- Thatcher Company, Inc.
- Univar Solutions USA LLC

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter negotiations with Hill Brothers Chemical Company and Thatcher Company, Inc. Hill Brothers Chemical Company declined to participate in a national cooperative contract and was awarded a regional contract upon successful completion of negotiation. Thatcher Company, Inc. was awarded a national cooperative contract upon successful completion of negotiation.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

The City of Tucson, OMNIA Partners and Thatcher Company, Inc. successfully negotiated a contract, and the City of Tucson executed the agreement with a contract effective date of October 1, 2025.

**Use of Federal Funds:** The supplier provided federal funds certification, refer to Exhibit F- Federal Funds Certifications in the Supplier's Response of the Master Agreement.

**Term and Renewal of Agreement:** The term of the Contract will commence when awarded to Contractor and remain in effect for a period of one (1) year, unless terminated, canceled or extended as otherwise provided herein. The City may, at its sole option, extend the Contract's term for up to four (4) additional one-year periods or portions thereof. The anticipated full term of the contract is five (5) years. The Contractor shall have the right to enter local "service" agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. The term of the Contract shall commence upon award and shall remain in effect for a period of one (1) year, unless terminated, canceled or extended as otherwise provided herein. The Contractor agrees that the City of Tucson shall have the right, at its sole option, to renew the Contract for four (4) additional one-year periods or portions thereof. In the event the City exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.

**Pricing/Discount:** Pricing available upon request.