

**RESOLUTION 20-67**

**TO APPROVE THE SOLE SOURCE PURCHASE OF COAGULANT FOR  
THE WATER TREATMENT PLANT**

**WHEREAS**, the City of Spring Hill Water Treatment Plant purchases polyaluminum chloride coagulant (Delta Flocc 812) from USALCO for the purpose of primary coagulation at the plant; and

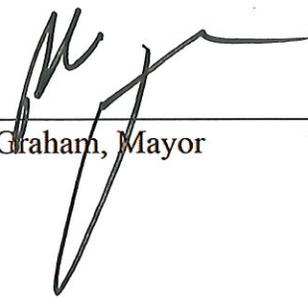
**WHEREAS**, other products have been tested and evaluated through bench top testing and full-scale pilots; and

**WHEREAS**, City staff verifies this product from USALCO performs the best for City water treatment needs and USALCO is a sole source manufacturer for this product; and

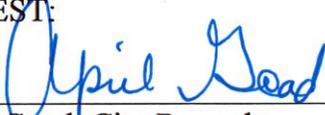
**WHEREAS**, USALCO will honor the current price of \$0.2310 per pound until March 31, 2021 and then will honor the price of \$0.2210 per pound April 1, 2021 through June 30, 2024.

**NOW THEREFORE, BE IT RESOLVED**, that the City of Spring Hill, Board of Mayor and Aldermen approves the purchase of coagulant for the Water Treatment Plant from USALCO at a cost not to exceed \$85,000.00 through the end of March 2021.

Passed and adopted this 15<sup>th</sup> day of June, 2020.

  
\_\_\_\_\_  
Rick Graham, Mayor

ATTEST:

  
\_\_\_\_\_  
April Goad, City Recorder

LEGAL FORM APPROVED:

  
\_\_\_\_\_  
Patrick Carter, City Attorney

**SUBJECT:** Resolution for the sole source purchase of coagulant for Water Treatment Plant

**DATE:** June 1, 2020

**ATTENTION:** Board of Mayor and Aldermen

**STAFF:** Jeremy Vanderford, Water Treatment Plant Superintendent



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**STAFF MEMORANDUM**

**Background:**

The City of Spring Hill has purchased polyaluminum chloride coagulant (Delta Flocc 812) from USALCO to use as primary coagulation at the water treatment plant for approximately eleven years. Other products have been tested and evaluated through bench top testing and full scale pilots. This product has been verified by city staff to perform the best in situations such as cold, clear waters and during the rain events that increases turbidity. USALCO is a sole source provider of this product. Frequency of ordering depends on water quality and quantity needs.

Actual cost is \$0.231/pound, 10.68 pounds/gallon. USALCO has locked this pricing in until March 31, 2021. USALCO has committed to a locked pricing of \$0.2210/pound, 10.68 pounds/gallon from April 1, 2021 thru June 30, 2024. This is a budgeted expense from line item **410-52110-320**.

**Staff Recommendation:**

Staff recommends approval of the request.



May 21, 2020

Jeremy Vanderford  
City of Spring Hill, TN  
4151 Kedron Road  
Spring Hill, TN 37174

Re: Delta Flocc 812

Dear Jeremy Vanderford,

Per your inquiry, USALCO LLC, is the sole manufacturer of the Polyaluminum Chloride coagulant "Delta Flocc 812" to be purchased by the City of Spring Hill, TN. USALCO LLC has three sites where this product is produced: Ashtabula, OH; Fairfield, OH; and Baltimore, MD.

If you require any further information regarding this product, please contact our office.

Sincerely,

A handwritten signature in blue ink that reads "Chad Frazier".

Chad Frazier  
Regional Sales Manager  
Usalco LLC  
423-213-0772  
cfrazier@usalco.com

cc: Stacey Smith  
File



May 21<sup>st</sup>, 2020

Jeremy Vanderford  
City of Spring Hill, TN  
4151 Kedron Road  
Spring Hill, TN 37174

Re: Delta Flocc 812 Pricing

Dear Jeremy Vanderford,

Spring Hill and Usalco have been partners for many years in the water treatment industry. Usalco values the relationship that has developed over those same years. With that in mind, Usalco would like to offer Spring Hill guaranteed pricing for Delta Flocc 812. Usalco is purposing a price of \$0.2210 per pound for Delta Flocc 812 in bulk full truck load. The new price will begin on April 1, 2021 and continue thru June 30, 2024

If you require any further information regarding this product, please contact me or our office.

Sincerely,

A handwritten signature in cursive script that reads 'Chad Frazier'.

Chad Frazier  
Regional Sales Manager  
Usalco LLC  
423-213-0772  
cfrazier@usalco.com

cc: Stacey Smith  
File