



May 5, 2021

Thatcher Company of California, Inc.  
Attn: Craig N. Thatcher  
PO Box 27407  
Salt Lake City, UT 84127-0407

**RE: Award Contract in Response to Bay Area Chemical Consortium (BACC) Bid No. 06-2021 for Supply and Delivery of FERRIC CHLORIDE.**

Dear Mr. Thatcher,

We are pleased to advise you that the bid submitted by Thatcher Company of California, Inc. for Bid No. 06-2021 was determined to be the lowest responsive bid for the supply and delivery of FERRIC CHLORIDE during the period July 1, 2021 through June 30, 2022.

The participating BACC Agencies should be contacting you shortly to discuss entering into contracts with Thatcher Company of California, 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,

A handwritten signature in black ink, appearing to read "JDymment", written over a horizontal line.

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 13-2021 SODIUM HYPOCHLORITE 12.5%  
 Issued on 03/18/2021  
 Bid Due on April 15, 2021 4:00 PM (PDT)  
 Exported on 04/15/2021

Section	SODIUM HYPOCHLORITE 12.5%								SODIUM HYPOCHLORITE 12.5% In 275-gal totes (Optional bid item)	SODIUM HYPOCHLORITE 12.5% In Drums (Optional bid item)	SODIUM HYPOCHLORITE 5.25% (Optional bid item)
	Marin Sonoma										
Description	Central Valley	East Bay	Napa	North Bay	Peninsula	Sacramento	South Bay	Tri Valley	North Bay	Marin Sonoma Napa	Sacramento
Unit of Measure	gal	gal	gal	gal	gal	gal	gal	gal	gal	gal	gal
Univar Solutions USA Inc.	\$0.71240	\$0.71550	\$0.76910	\$0.73660	\$0.74600	\$0.85880	\$0.73770	\$0.70150	no bid	no bid	no bid
Olin Corporation	\$0.78900	\$0.70400	\$0.77900	\$0.73900	\$0.73900	\$0.75400	\$0.76900	\$0.70400	no bid	no bid	\$0.66000

**REGIONAL AWARD**

	SODIUM HYPOCHLORITE 12.5%								12.5% In 275-gal totes (Optional bid item)	12.5% In Drums (Optional Bid Item)	5.25% (Optional Bid Item)
	Central Valley	East Bay	Marin Sonoma Napa	North Bay	Peninsula	Sacramento	South Bay	Tri Valley	North Bay	Marin Sonoma Napa	Sacramento
Estimated annual quantity (in gals)	1,549,000	1,989,000	1,035,000	2,194,000	1,620,500	1,082,400	1,400,000	1,125,000	2,200	1,700	85,000
Univar	\$1,103,507.60	\$1,423,129.50	\$796,018.50	\$1,616,100.40	\$1,208,893.00	\$929,565.12	\$1,032,780.00	\$789,187.50	#VALUE!	#VALUE!	#VALUE!
Olin Chlor	\$1,222,161.00	\$1,400,256.00	\$806,265.00	\$1,621,366.00	\$1,197,549.50	\$816,129.60	\$1,076,600.00	\$792,000.00	#VALUE!	#VALUE!	\$56,100.00

\*Highlighted bid prices are only to show the apparent low bid and should not be construed as any indication that BACC has accepted such bid as responsive; see bid review for award recommendation.

**Per Section 2.16 Method of Award**

Bids may be awarded by the participating BACC agencies to the lowest, responsive, and responsible bidder for each listed region meeting the specifications for bulk loads for the chemical. The lowest responsive bidder for this chemical will be determined for each region listed on the Bid Form. The bidder that meets the specifications and submits the lowest overall bid price for a particular region may be awarded the bid by the participating agencies in that region, assuming the bid is determined by BACC to be complete and in compliance with the bid requirements. The lowest overall bid price for each region will be determined by multiplying the estimated annual quantity for each participating agency within the particular region by the bid prices for the region, and adding up the aggregate cost. BACC has the right to delete terms or options from the bid contract documents and reserves the right to reject any and all bids and to waive irregularities in said bids.

2020 bid was canceled due to COVID-19 and contract was extended; this comparison below is using 2019 bid prices

Comparison of LOWEST OVERALL RESPONSIVE BID to Previous Year's Awarded Bid

2019 Bid Awarded to: Univar for all regions except for Sacramento awarded to Olin Chlor	Unit price per gallon							
	Central Valley	East Bay	Marin Sonoma Napa	North Bay	Peninsula	Sacramento	South Bay	Tri Valley
2019 Awarded Unit Price	\$0.68730	\$0.65820	\$0.70010	\$0.67470	\$0.69760	\$0.73900	\$0.64130	\$0.67220
\$ Increase/Decrease in 2021	\$0.02510	\$0.04580	\$0.06900	\$0.06190	\$0.04140	\$0.01500	\$0.09640	\$0.02930
% Increase/Decrease in 2021	3.65%	6.96%	9.86%	9.17%	5.93%	2.03%	15.03%	4.36%

Average Increase Overall: 7.12%  
 Average Increase Overall: \$0.04799

Bay Area Clean Water Agencies  
 Bid Results for Project 13-2021 SODIUM HYPOCHLORITE 12.5%  
 Issued on 03/18/2021  
 Bid Due on April 15, 2021 4:00 PM (PDT)  
 Addendum Issued: NONE

REGIONAL AWARD		Univar Solutions USA Inc.	Olin Corporation
	<b>BACC RECOMMENDATION</b>	<b>LOWEST RESPONSIVE BIDDER FOR: CENTRAL VALLEY, MARIN SONOMA NAPA, NORTH BAY, SOUTH BAY, TRI VALLEY (5 OUT OF 8 REGIONS)</b>	<b>LOWEST RESPONSIVE BIDDER FOR: EAST BAY, PENINSULA, AND SACRAMENTO (3 OUT OF 8 REGIONS)</b>
1	Received via bid platform by bid deadline above	YES	YES
2	Bids submitted on forms provided	YES	YES
3	Must include a base unit price for each geographic area	YES	YES
4	Additional charges for "short load" deliveries shown as a standard deviation on bid form	\$345 LTL FOR ORDERS LESS THAN 2K GALS	\$600 FREIGHT ADDER FOR LESS THAN 2K GALS; <600 GALS MAY NOT BE PHYSICALLY SERVICEABLE; REMOVE "INSOLUBLE MATTER" FROM COA
5	References: minimum of 3	YES	YES
6	Product Specification Deviations - if any, proposed specification must be attached	NO	NO
7	Fully Executed Standard Agreement	YES	YES
8	Fully Executed Non-Collusion Affidavit	YES	YES
9	For potable application only: Affidavit of Compliance to AWWA and/or NSF standard or Statement by chemical manufacturer, signed on letterhead attesting to the affidavit's validity or current printout from NSF.org	YES	YES
10	Representative lab analysis of the chemical prepared by reputable outside laboratory or ISO Certified	YES	YES
11	Name /Address of chemical manufacturer	YES (UNIVAR)	YES (OLIN)
12	Product Bulletin and Typical Properties	YES	YES
13	Safety Data Sheet (SDS)	YES	YES
14	Addendum/Addenda Acknowledgement	N/A	N/A
15	Third Party Hauler? If applicable, name, address, Affidavit signed by Bidder	NO	NO
16	Specific Deviations Noted	YES, see #4	YES - SEE ATTACHED

**OLIN deviations**

In addition, we would request consideration of the following issues:

- We would like to see the product specifications consistently align with meeting limits in current published NSF STD 60 and AWWA B-300-18 standards for 12.5 weight % sodium hypochlorite. Product is produced in a continuous manufacturing process to these quality certifications and

making product to many individual specifications by customer is not reasonably possible for standard operations. There are a few specific member agencies whose individual product specifications may vary from these universally defined industry standards and we're willing to discuss individual requests and clarify this case by case with members by mutual agreement. Our ISO lab analysis is included in the bid.

- We would request "insoluble matter" be removed from individual COA's reporting as this component is already managed through the "Filtration Limitations" testing noted on page 18. It cannot be analyzed and reported on the COA for every individual load without interrupting processes and timely delivery of orders. We have SPC data on regular sampling available upon request.
  
- **Bulk Shipments – Bulk bid pricing submitted is for a min. 2,000+ gal. up to 5,000 gal. one-stop deliveries.** Additional adjustments for large shipments or carrier charges for smaller or split shipments may apply individually case by case as follows:
  - **Mini-bulk Shipments** – Shipments < 2,000 gals. may incur a \$600 freight adder per shipment to the bulk bid delivered price at invoice.
    - Shipments of < 600 gals. may not physically be serviceable by Olin's standard bulk tanker equipment. We can review and discuss with individual members by mutual agreement case by case. Olin reserves rights for final approval.
    - Some very small remote rural sites like Pt Reyes Station, Oakwood Lake Water, City of Morgan Hill well sites, City of Stockton well sites, Contra Costa Water District pumpstations, and Dublin San Ramon Services District Reservoir 1A and 3B pumpstations deliveries typically require specialized delivery equipment and may not be able to be safely serviced with standard bulk delivery equipment. This will require a more detailed delivery requirement and in person site assessment before acceptance of a service agreement and may be determined to be unserviceable or not meeting min. Olin safety requirements. If it's determined to be safely serviceable with standard bulk equipment, there will be a \$2,000/ shipment freight surcharge plus stop charges added to base unit pricing per shipment for this specific requirement to cover the labor-intensive service required.
    - Split shipments of a min. 2,000 gals. per stop involving more than one unloading stop may incur multi-stop carrier charges of \$60/unloading stop after one free unloading stop per shipment.
  - **Full Load Bulk Shipments** - Full size standard tanker bulk shipments to individual location shipments of  $\geq 4,000 - 5,000$  gals. with only one offloading stop per shipment may qualify for an additional savings off the BACC unit bulk bid pricing for >2,000 gals. Review and mutual agreement will be case by case for qualifying individual members meeting these criteria and who contract with Olin.