



Folsom City Council Staff Report

MEETING DATE:	9/8/2026
AGENDA SECTION:	Consent Calendar
SUBJECT:	Resolution No. 11702 - A Resolution Authorizing the City Manager to Execute an Agreement with Univar Solutions USA LLC for \$410,000 from the Water Operating Fund (Fund 520) for the Supply of Sodium Hypochlorite for the Water Treatment Plant and \$110,000 from the General Fund (Fund 010) for the Supply of Sodium Hypochlorite for the Steve Miklos Aquatic Center
FROM:	Utilities Department and Parks and Recreation Department

RECOMMENDATION / CITY COUNCIL ACTION

The Utilities Department and Parks and Recreation Department recommend that the City Council pass and adopt Resolution No. 11702 - A Resolution Authorizing the City Manager to Execute an Agreement with Univar Solutions USA LLC for \$410,000 from the Water Operating Fund (Fund 520) for the Supply of Sodium Hypochlorite for the Water Treatment Plant and \$110,000 from the General Fund (Fund 010) for the Supply of Sodium Hypochlorite for the Steve Miklos Aquatic Center.

BACKGROUND / ISSUE

The City of Folsom receives 100% of its water supply from Folsom Lake. The City's Water Treatment Plant treats up to 50 million gallons per day of this supply to provide potable water to its customers. To meet the California Department of Public Health's drinking water standards, the water treatment process uses a combination of flocculation/sedimentation pretreatment, conventional gravity media filters, and disinfection. An essential chemical for this process is sodium hypochlorite. Water Treatment Plant staff estimates a need for 170,000 gallons of sodium hypochlorite for use during Fiscal Year 2026-27.

Sodium Hypochlorite is used at the Steve Miklos Aquatic Center as a sanitizer to keep the swimming pools free from disease-causing microorganisms. It is therefore an important part of aquatic center operations for maintaining a safe facility for community recreation.

In January 2026, after completion of a competitive bid process, the city executed an agreement (Contract No. 046-21 26-002) with Pur Water LLC for the supply of sodium hypochlorite for use at the City of Folsom Water Treatment Plant and the Steve Miklos Aquatic Center. On July 9, 2026, Pur Water LLC issued a thirty (30) day written notice of termination of the Agreement.

Univar Solutions USA LLC, who also participated in the competitive bid process, has agreed to honor prices they quoted in the bid for the remainder of this fiscal year. This resolution will authorize the City Manager to execute an agreement with Univar Solutions USA LLC for the supply of sodium hypochlorite for the Water Treatment Plant and the Steve Miklos Aquatic Center.

POLICY / RULE

In accordance with Chapter 2.36 of the Folsom Municipal Code, contracts for supplies costing \$77,426 or greater shall be awarded by the City Council.

ANALYSIS

On November 28, 2025, the city publicly advertised a request for bids for supply and delivery of sodium hypochlorite in the Sacramento Bee with bid documents made available starting December 1, 2025 on virtual-bid.com and publicpurchase.com. Bids were opened on December 18, 2025 and Pur Water LLC was the lowest responsive and responsible bidder for the supply of sodium hypochlorite to the City of Folsom.

The following bids were received by the city on December 18, 2025 for the supply and delivery of sodium hypochlorite for the City of Folsom for two years:

		Pur Water LLC		Poolcorp		Univar Solutions LLC	
Item	Est. Qty (Gal)	\$/Gal	Total Price	\$/Gal	Total Price	\$/Gal	Total Price
WTP – 2026	165,000	\$2.90	\$478,500.00	\$3.22	\$531,300.00	\$3.25	\$536,250.00
WTP – 2027	170,000	\$2.90	\$493,000.00	\$3.22	\$547,400.00	\$3.35	\$569,500.00
Aquatic Ctr – 2026	26,400	\$2.90	\$76,560.00	\$3.22	\$85,008.00	\$3.85	\$101,640.00
Aquatic Ctr - 2027	26,400	\$2.90	\$76,560.00	\$3.22	\$85,008.00	\$3.95	\$104,280.00
Total Bid Price			\$1,124,620.00		\$1,248,716.00		\$1,311,670.00

Previous bids conducted by the City’s Utilities Department included utilizing a bid proposal from the Bay Area Chemical Consortium (BACC). In 2022, the bid received through the BACC included a per gallon price of \$2.89, which was an increase from the BACC bid in 2020 that yielded a per gallon price of \$0.85. In 2023 the City issued its own bid separate from the BACC bid and the bid results included a \$2.29 per gallon price in 2024 and a \$2.29 per gallon price in 2025. The BACC bid for 2024 was \$3.25 per gallon and \$3.35 per gallon for 2025. Given the City’s previous bid achieved a lower per gallon price than the BACC bid, City staff issued a separate bid from the BACC for this bid proposal. The City’s 2026 bid proposal yielded a lower cost per gallon than the BACC proposal.

Based on the results of the competitive bid process and recommendation of the Utilities Department and Parks and Recreation Department, at the January 13, 2026 City Council meeting, through Resolution No. 11532, the City Council authorized the City Manager to execute an agreement with Pur Water LLC for the purchase of sodium hypochlorite for use at the Water Treatment Plant and at the Steve Miklos Aquatic Center. The agreement (Contract No. 046-21 26-002) with Pur Water LLC was executed on January 27, 2026.

In May, 2026, Pur Water LLC contacted city staff providing notice of a sodium hypochlorite supply disruption which affected their ability to obtain product for future deliveries. Due to the critical need for Sodium Hypochlorite at both the Water Treatment Plant and the Aquatic Center, an Emergency Procurement Waiver of Bid was signed to authorize the purchase of sodium hypochlorite from any of four known vendors, namely Lincoln Aquatics (owned by PoolCorp), Univar Solutions, LLC, HASA Inc. and PurWater LLC. Through this waiver, the Aquatic Center secured delivery from Lincoln Aquatics (owned by PoolCorp) until October 31, 2026, and the Water Treatment Plant secured delivery from Univar Solutions, LLC. The price of product procured through the Emergency Waiver is subject to market fluctuation.

On July 9, 2026 city staff received email communication from Pur Water LLC, providing thirty (30) day written notice of termination of the Agreement (Contract No. 046-21 26-002) to supply sodium hypochlorite for use at the City of Folsom Water Treatment Plant and the Steve Miklos Aquatic Center.,

Based on consultation with the City Attorney's office regarding appropriate procedure, City staff contacted other companies who had responded to the November 28, 2025, request for bids. Lincoln Aquatics (owned by PoolCorp) replied that they were unable to honor the bid as they could no longer supply sodium hypochlorite to the Water Treatment Plant. Univar Solutions, LLC, confirmed they would honor the 2026 prices quoted for supply to both locations until June 30, 2027, as shown in the table below.

ITEM NO.	ITEM	DELIVERIES TO START	UNIT	UNIT PRICE THROUGH 6.30.2027
1	Sodium Hypochlorite WTP (orders of >3,100 gal)	ASAP	GAL in bulk	\$3.25/gal
2	Sodium Hypochlorite Aquatic Center (orders of <3,000 gal)	Nov 1, 2026	GAL in bulk	\$3.85/gal

The Utilities Department and Parks and Recreation Department recommend that the City Council authorize the City Manager to execute an agreement with Univar Solutions, LLC for the Supply of Sodium Hypochlorite for the Water Treatment Plant and the Steve Miklos Aquatic Center

FINANCIAL IMPACT

If approved, the agreement with Univar Solutions, LLC would be in the amount of \$520,000. Funding for this agreement is included in the Fiscal Year 2026-27 Operating Budget at \$410,000 under the Water Operating Fund (Fund 520) and \$110,000 under the General Fund (Fund 010).

ENVIRONMENTAL REVIEW

This action is exempt from environmental review under the California Environmental Quality Act (CEQA), as it is related to Section 15301, Existing Facilities.

ATTACHMENTS

1. Resolution No. 11702 - A Resolution Authorizing the City Manager to Execute an Agreement with Univar Solutions USA LLC for \$410,000 from the Water Operating Fund (Fund 520) for the Supply of Sodium Hypochlorite for the Water Treatment Plant and \$110,000 from the General Fund (Fund 010) for the Supply of Sodium Hypochlorite for the Steve Miklos Aquatic Center
2. Emergency Procurement Waiver of Bid – Sodium Hypochlorite
3. Pur Water LLC – 30 day Notice of Termination

Submitted,

Kelly Gonzalez, Director
PARKS AND RECREATION DEPARTMENT

Marcus Yasutake, Director
UTILITIES DEPARTMENT

Attachment 1

RESOLUTION NO. 11702

A RESOLUTION AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH UNIVAR SOLUTIONS USA LLC FOR \$410,000 FROM THE WATER OPERATING FUND (FUND 520) FOR THE SUPPLY OF SODIUM HYPOCHLORITE FOR THE WATER TREATMENT PLANT AND \$110,000 FROM THE GENERAL FUND (FUND 010) FOR THE SUPPLY OF SODIUM HYPOCHLORITE FOR THE STEVE MIKLOS AQUATIC CENTER

WHEREAS, sodium hypochlorite is an essential chemical to each phase of the City's water treatment plant operation; and

WHEREAS, the aquatic center uses sodium hypochlorite for sanitizing pool water; and

WHEREAS, on December 18, 2025, the city received bids for sodium hypochlorite; and

WHEREAS, the City's bid proposal was lower on a per gallon price than the bid proposal offered by the Bay Area Chemical Consortium; and

WHEREAS, through Resolution No. 11532, the City Council authorized execution of an agreement with the lowest responsible, responsive bidder, Pur Water LLC; and

WHEREAS, on January 27, 2026, the City executed an agreement with Pur Water LLC for the supply of sodium hypochlorite; and

WHEREAS, on July 9, 2026, Pur Water LLC provided a thirty day written notice of termination of the agreement; and

WHEREAS, Univar Solutions USA LLC, who also participated in the competitive bid process, agreed to honor prices quoted for the remainder of Fiscal Year 2026-27; and

WHEREAS, staff recommend executing an agreement with Univar Solutions USA LLC for a total not-to-exceed amount of \$520,000 for the supply of sodium hypochlorite to the Water Treatment Plant and the Aquatic Center for the remainder of Fiscal Year 2026-27; and

WHEREAS, sufficient funds are budgeted and available in the FY 2026-27 Water Operating Fund (Fund 520); and

WHEREAS, sufficient funds are budgeted and available in the FY 2026-27 General Fund (Fund 010); and

WHEREAS, the agreement will be in a form acceptable to the City Attorney:

NOW, THEREFORE, BE IT RESOLVED that the City Council of the City of Folsom authorizes the City Manager to execute an agreement with Univar Solutions USA LLC for \$520,000 with \$410,000 funded from the Water Operating Fund (Fund 520) for the Supply of Sodium Hypochlorite for the Water Treatment Plant and \$110,000 funded from the General Fund

(Fund 010) for the Supply of Sodium Hypochlorite for the Steve Miklos Aquatic Center.

PASSED AND ADOPTED this 8th day of September 2026, by the following roll-call vote:

AYES: Councilmember(s):

NOES: Councilmember(s):

ABSENT: Councilmember(s):

ABSTAIN: Councilmember(s):

Justin Raithel, MAYOR

ATTEST:

Christa Freemantle, CITY CLERK

Attachment 2

Memo



FOLSOM

To: Christa Freemantle, City Clerk

From: Kelly Gonzalez, Parks and Recreation Director
Marcus Yasutake, Utilities Director

Date: June 9, 2026

Subject: **Emergency Procurement Waiver of Bid –
Sodium Hypochlorite 12.5% the City of Folsom Water
Treatment Plant and the Steve Miklos Aquatic Center**

This shall serve as a "Waiver of Bid Notification" for Emergency Procurement for the purchase of Sodium Hypochlorite 12.5% in bulk for the purpose of producing potable water at the City of Folsom Water Treatment Plant and for disinfection of pools at the Steve Miklos Aquatic Center, as required by Section 2.36.150 of the Folsom Municipal Code.

Sodium Hypochlorite is an essential chemical used at the City of Folsom Water Treatment Plant for the process of providing potable water in accordance with California Department of Public Health's drinking water standards.

Sodium Hypochlorite is also an integral component for maintaining a safe facility for community recreation at the Steve Miklos Aquatic Center, where it is used as a sanitizer to keep the pools free from disease-causing microorganisms.

In January 2026, following completion of a Request for Bids process, the city executed an agreement with Pur Water, LLC for the purchase of Sodium Hypochlorite for use at the Water Treatment Plant and at the Steve Miklos Aquatic Center. After receipt of several successful deliveries of the chemical from Pur Water LLC, on May 21, 2026, the city received notice from Pur Water LLC that, due to supply disruption, they could not "presently commit to deliveries beyond currently confirmed product. A week later, the City received a "preliminary notice that Pur Water LLC may need to formally terminate the agreement". The reason provided was "temporary supplier allocation constraints beyond our control" and consequent "uncertainty regarding future product availability". The emails are included as attachments 1 and 2.

046-21 26-001

Memo



CITY OF
FOLSOM

Due to the critical need for Sodium Hypochlorite at both facilities, and in consultation with the City Attorney's office, Water Treatment and Aquatic Center staff reached out to alternate vendors to guarantee deliveries of the chemical were received during the following weeks. Vendors contacted during this period were:

- Lincoln Aquatics, owned by PoolCorp
- Univar Solutions, LLC
- HASA Inc.

On June 1, 2026, the city received further communication from PurWater, LLC (Attachment 3) providing an update that they were "fully operational" and "currently fulfilling deliveries as scheduled".

The summer months are significant for chemical supply for both the Water Treatment Plant and the Aquatic Center, as higher temperatures increase the need for Sodium Hypochlorite to maintain safety standards for both the potable water supply and the recreation facility. With the experience of the past month, Water Treatment and Aquatic Center staff do not have confidence in PurWater LLC as a reliable supplier of this essential chemical, especially during this critical period.

Under advice of the City Attorney's office, the departments will terminate the current agreement with PurWater, LLC, and issue a new Request for Bids. The Request for Bids for the current agreement with PurWater LLC solicited combined bids for supply of chemicals to the two facilities. The new Request for Bids will invite separate bids for supply to the Aquatic Center and the Water Treatment Plant. It is hoped that this will generate bids from more vendors, and better prices.

Folsom Municipal Code Section 2.36.150 allows the city manager to authorize emergency procurement of supplies when there exists a threat to public health, welfare or safety. The Departments request approval of this Emergency Waiver of Bid to authorize the purchase of Sodium Hypochlorite from various vendors for a period of six months, to allow time for completion of the new Request for Bids. Approved vendors for this waiver are

- Lincoln Aquatics, owned by PoolCorp
- Univar Solutions, LLC
- HASA Inc.
- PurWater LLC.

Memo



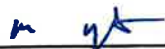
CITY OF
FOLSOM

Both the Utilities and the Parks and Recreation Departments have funds approved and available in the budget in Fiscal Year 2025-26, and identified in the FY 2026-27 budget for the purchase of sodium hypochlorite.



Bryan Whitemyer, City Manager

8/25/26
Date



Marcus Yasutake, Utilities Director

6/18/26
Date



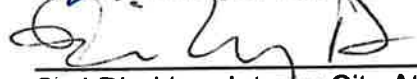
Kelly Gonzalez, Parks and Recreation Director

6/18/24
Date



Stacey Yamagni, Finance Director

6/22/26
Date



Sari Dierking, Interim City Attorney

6/23/26
Date

cc: City Clerk, Original
City Manager
Chron File

Attachments

1. PurWater email dated 5/21/2026
2. PurWater email dated 5/27/2026
3. PurWater email dated 6/1/2026

Emma Atkinson

From: Jesse Kerr <Jkerr@purwaterllc.com>
Sent: Thursday, May 21, 2026 9:23 AM
To: Bryson Pearson; Cillian Spain; Emma Atkinson; Todd Morine
Subject: Notice Regarding Sodium Hypochlorite Supply Availability

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello,

We are writing to notify you of a significant sodium hypochlorite supply disruption affecting Pur Water's ability to obtain product for future deliveries.

Our currently scheduled deliveries this week remain supported by confirmed product. However, as of today, we do not have any additional sodium hypochlorite loads confirmed beyond those deliveries. Despite extensive efforts, we have not yet secured replacement supply sufficient to support future orders. As a result, Pur Water cannot presently commit to deliveries beyond currently confirmed product.

Because of this uncertainty, we believe it is important to provide advance notice so your team can evaluate contingency plans and alternative supply options if necessary. We would rather communicate this situation now than wait until product availability becomes critical.

Pur Water continues to actively pursue additional supply sources and explore every available option to restore product availability. If replacement supply is secured, we will notify you immediately.

We understand the seriousness of this situation and sincerely appreciate your understanding while we work through these supply challenges.

Sincerely,



Jesse Kerr
C: 530-949-8224
O: 707-430-0121
www.purwaterllc.com

Emma Atkinson

From: Jesse Kerr <jkerr@purwaterllc.com>
Sent: Wednesday, May 27, 2026 11:03 AM
To: Bryson Pearson; Cillian Spain; Emma Atkinson; Todd Morine
Subject: Notice Regarding Sodium Hypochlorite Supply

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi,

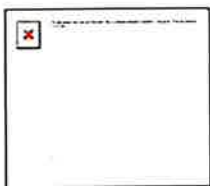
I wanted to provide an update regarding sodium hypochlorite supply for the City of Folsom. Due to temporary supplier allocation constraints beyond our control, we are currently experiencing uncertainty regarding future product availability.

We are actively working with multiple suppliers to resolve the situation and restore stable supply as quickly as possible. In the meantime, we wanted to provide advance notice so the City has adequate time to evaluate contingency options if necessary.

At this time, we will continue supporting scheduled deliveries as product availability allows. However, if these supply constraints continue unresolved, this email should serve as preliminary notice that Pur Water LLC may need to formally terminate the agreement pursuant to the agreement's 30-day termination provision.

We sincerely appreciate the opportunity to work with the City and will continue providing updates as developments occur.

Thank you,



Jesse Kerr

C: 530-949-8224

O: 707-430-0121

www.purwaterllc.com

Emma Atkinson

From: Jesse Kerr <jkerr@purwaterllc.com>
Sent: Monday, June 1, 2026 3:43 PM
To: Bryson Pearson; Cillian Spain; Emma Atkinson
Subject: Pur Water Operational Status Update

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hello,

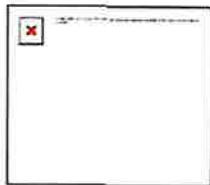
I wanted to provide a quick update that Pur Water is fully operational and able to support deliveries at this time.

We appreciate your patience during the recent supply disruptions affecting portions of the sodium hypochlorite market. We have secured supply and are currently fulfilling deliveries as scheduled.

If you anticipate any upcoming product needs, please let us know and we will coordinate accordingly.

Thank you, and we appreciate the opportunity to continue serving your facility.

Thank you,



Jesse Kerr

C: 530-949-8224

O: 707-430-0121

www.purwaterllc.com

Attachment 3

Emma Atkinson

From: Jesse Kerr <Jkerr@purwaterllc.com>
Sent: Thursday, July 9, 2026 6:05 PM
To: Emma Atkinson; Marcus Yasutake
Cc: Bryson Pearson; Todd Morine
Subject: 30-Day Notice of Termination – Purchase Agreement

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

All,

Pursuant to Section 17 of the Purchase Agreement between the City of Folsom and Pur Water LLC, this email serves as Pur Water LLC's thirty (30) day written notice of termination of the Agreement. Accordingly, the Agreement will terminate thirty (30) days from the date of this notice, in accordance with its terms.

This decision was not made lightly. Since the Agreement was awarded, market conditions and our cost to procure and deliver sodium hypochlorite have changed significantly. Despite our efforts to continue supporting the City, we are no longer able to provide the product under the current contract terms in an economically sustainable manner.

During the thirty (30) day notice period, Pur Water LLC will continue to fulfill its obligations under the Agreement and work with the City to facilitate an orderly transition.

We sincerely appreciate the opportunity to have served the City of Folsom and thank you for your professionalism throughout our working relationship.

Please let me know if you would like to discuss a transition plan.

--



Jesse Kerr

C: 530-949-8224

O: 707-430-0121

www.purwaterllc.com