



## STAFF REPORT

### CITY OF GREEN COVE SPRINGS, FLORIDA

**TO:** City Council Regular Session

**MEETING DATE:** December 9, 2025

**FROM:** Scott Schultz, Water Utilities Director

**SUBJECT:** City Council approval to continue quarterly agreements with Hawkins, Inc. for water and wastewater treatment chemicals.

#### BACKGROUND

The city has been purchasing water and wastewater chemicals from Hawkins Inc. (formerly Dumont) for over 14 years. The relationship was the result of 5-year Requests for Proposals (RFP). During Covid the latest 5-year RFP was set to expire. During discussions with the limited chemical vendors that could service our facilities, due to supply chain uncertainties, it was highly recommended to stay with our current vendor. On 2/22/2022 council approved utilizing quarterly agreements with Hawkins for chemicals. On 9/18/2023 Council approved maintaining the quarterly agreements until chemical markets stabilized.

During this period routine discussions with chemical suppliers took place. In addition, during this period, one of the chemical suppliers (Allied-Universal) that could service our facilities (tractor-trailers can't operate within the facility) routinely made public records requests in reference to our pricing with Hawkins. After several requests they were encouraged to provide a quote. They chose not to, even knowing our current pricing with Hawkins. Attached is a summary of those communications.

In 2025 it appeared chemical prices were stabilized, and a new RFP or "piggyback" contract was considered. Staff attempted to "piggyback" on the Clay County Utility Authority contract. Their supplier (Odyssey) confirmed the fact that most chemical suppliers used tractor trailers, and they could not service the city. They suggested maintaining our current relationship with Hawkins. Also attached is a summary of those communications.

In short, staff feel the best path forward is to continue the current business relationship with Hawkins. Hawkins is always timely in their deliveries, uses safe work practices and the billing process is seamless. Their pricing is fair, and the overall business relationship is excellent.

#### FISCAL IMPACT

Approximately \$230,000.00 per year

#### RECOMMENDATION

Approve the continuation of quarterly agreements with Hawkins, Inc. for water and wastewater treatment chemicals.