



CITY OF HENDERSONVILLE AGENDA ITEM SUMMARY

SUBMITTER: Logan Hickey **MEETING DATE:** 7/02/2026
AGENDA SECTION: Consent Agenda **DEPARTMENT:** Finance, WTP
TITLE OF ITEM: Sole Source Purchase of Coagulant- *Logan Hickey, Ricky Levi*

SUGGESTED MOTION(S):

I move City Council adopt the *Resolution by the City of Hendersonville City Council to Authorize the continued Sole-Source Purchase of Coagulant for the City Water Treatment Plant.*

SUMMARY:

The City of Hendersonville's Finance Department is submitting this request on behalf of the City's Water Treatment Plant. The WTP utilizes Coagulant. Coagulant is required by the state for coagulation, flocculation, and sedimentation. The City ran into issues with its prior supplier's solution where some of it precipitated out into the bottom of the bulk tanks and formed back into a solid. On 5/2/2024, the City is recommended use of a different Coagulant formula which is sole source thru a different vendor. Please see that agenda and resolution for full context.

The new formula recommendation of Coagulant is a proprietary blend only available from one source of supply. While there are other alternative non-coagulant products, none have this particular blend which is required for the efficient operations of our facility. Standardization of this blend is required. NCGS 143-129(e) lists the authorized exceptions to the formal bid procedures. NCGS 143-129(e)(6) allows for purchases of apparatus, supplies, materials, or equipment to be purchasing using sole-source exception when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration. The governing board of a political subdivision of the State shall approve the purchases listed in the preceding sentence prior to the award of the contract. Staff is requesting to continue to utilize Zeta Solutions on Coagulant City-wide by asking that Council approve this sole source and standardization request.

BUDGET IMPACT: \$148,000.00

Is this expenditure approved in the current fiscal year budget? Yes

ATTACHMENTS:

Resolution

Sole Source Letter

Quote

Usage Estimates