



STAFF REPORT

Meeting Type: Board of Directors
Title: Purchase of Corrosion Control Chemical
From: Darren Machado, Operations Director
Through: Ben Horenstein, General Manager
Meeting Date: September 15, 2026

TYPE OF ITEM: X Action Information

RECOMMENDATION: Approve the purchase of corrosion control chemical (Zinc Orthophosphate) in an amount not to exceed \$270,840 and authorize the General Manager to negotiate and execute an agreement

SUMMARY: Staff solicited competitive bids for Zinc Orthophosphate, and bids were received on May 7, 2026. The only bid for Zinc Orthophosphate received was from Brenntag. The purchase of Zinc Orthophosphate and the other treatment chemicals were approved by the Board on May 26, 2026. However, the District failed to obtain an executed contract from Brenntag and staff found Brenntag to be noncommunicative. Therefore, staff solicited subsequent bids with two other suppliers of Zinc Orthophosphate. The District received one no bid from Univar Solutions and a bid from Thatcher Company. Thatcher Company was the lowest responsive bidder and \$4,560 less than Brenntag's original bid. Staff recommend entering into a contract with Thatcher Company to ensure a reliable and continuous supply of Zinc Orthophosphate.

DISCUSSION: The District utilizes water treatment chemicals to treat water from its reservoirs and water imported from the Sonoma County Water Agency to ensure the water delivered to District customers meets all federal and state water quality requirements. Zinc Orthophosphates reduce corrosion in the District's piping system as well as our customers' household piping, among other benefits.

Specifications and Standards

In addition to the District's own requirements, standards published by the American Water Works Association are used in the purchase contract. Also, since 1994, California requires that all drinking water "direct additive" products be certified by a testing organization that is accredited by the American National Standards Institute (ANSI). The two major testing organizations are the National Sanitation Foundation (NSF International) and Underwriter's Laboratory (UL). These organizations provide independent quality control oversight to the producers of drinking water treatment chemicals.

Corrosion Control (Caustic Soda & Zinc Orthophosphate)

Corrosion control is important in maintaining the longevity of the District's pipe network as well as consumer household piping and helps to maintain compliance with lead and copper water quality regulations. The District uses two chemicals to provide corrosion control to the water: pH adjustment using caustic soda (sodium hydroxide) and zinc orthophosphate. The two chemicals have a synergistic effect that protects both the customers' and the District's piping without the scale build-up of other techniques. Corrosion control also minimizes the lead and copper that can leach from customers' soldered copper piping and brass faucets. The District has one of the lowest lead/copper corrosion rates in the Bay Area as measured by first-draw testing at customers' faucets. New and existing plumbing components still contain small amounts of lead; therefore, the District's corrosion control program is critical to minimizing the amount of lead in drinking water.

Originally, staff solicited competitive bids for Zinc Orthophosphate, and bids were received on May 7, 2026. The only bid for Zinc Orthophosphate received was from Brenntag, who was the currently supplier at the time of bid. The purchase of Zinc Orthophosphate and the other treatment chemicals were approved by the Board on May 26, 2026. However, following the Board's award of the contract, the District has failed to obtain an executed contract from Brenntag and staff has found Brenntag to be noncommunicative. Therefore, staff solicited subsequent bids with two other suppliers of Zinc Orthophosphate. The District received one no bid from Univar Solutions and a bid from Thatcher Company. Thatcher Company was the lowest responsive bidder and \$4,560 less than Brenntag's original bid as detailed below. The new bid price for Zinc Orthophosphate is \$270,840, representing a 1.66% decrease from previously approved annual contract cost.

September 15, 2026 – June 30, 2027

CHEMICAL	COMPANY	ESTIMATED QUANTITY	UNITS	UNIT PRICE	TOTAL ESTIMATED COST
Zinc Orthophosphate Original Supplier	Brenntag Pacific	135	W Tons	\$ 2,040.00	\$ 275,400
Zinc Orthophosphate New Proposed Supplier	Thatcher Company	135	W Tons	\$2,006.00	\$270,840

ENVIRONMENTAL REVIEW: Not applicable

FISCAL IMPACT: The purchase of Zinc Orthophosphate is essential to the production of safe drinking water and the cost of this chemical will be funded through the FY 2027 budget. The new bid price for Zinc Orthophosphate is \$270,840 for FY 2027.

ATTACHMENT(S): None

DEPARTMENT OR DIVISION	DEPARTMENT MANAGER	APPROVED
Operations Division	 Darren Machado Operations Director	 Ben Horenstein General Manager