



Memorandum

TO: Yaroslav Concepcion, Environmental Services Director

FROM: Eddyson Etienne, Senior Buyer

THRU: Oleg Gorokhovsky, Chief Financial Officer

DATE: February 6, 2026

SUBJECT: Chemical Scale Inhibitor, ITB #26-005

The Procurement and Contract Administration Division issued an Invitation to Bid for Chemical Scale Inhibitor, (ITB) Invitation to Bid #26-005. This formal competitive solicitation process complies with the City of Deerfield Beach procurement requirements. Details of the competitive solicitation process are as follows:

- On December 16, 2025, the ITB was advertised in the legal notices section of the Broward County Website. The notice was sent to One Hundred and Seventy-Nine (179) prospective Offerors via the e- Procurement Marketplace.
- Ten (10) vendors viewed the ITB documents.
- On January 29, 2026 at 2:00 p.m. EST, the Procurement and Contract Administration Division closed and unsealed one (1) response, Amaya Solutions, Inc. dba American Water Chemicals. The response was reviewed by the Procurement and Contract Administration Division to ensure the response met the ITB requirements.
- The City of Deerfield Beach staff has reviewed the responsive and responsible bid received and recommends award to the vendor providing the lowest, responsive and responsible pricing of the required product and services.
- The Procurement and Contract Administration Division discussed the response with the Department of Environmental Services staff, which concurred Amaya Solutions, Inc. dba American Water Chemicals met all the requirements of the ITB.
- Because only one bid was received, Procurement evaluated price reasonableness and determined the pricing to be fair and reasonable.
- Reference checks were conducted on Amaya Solutions, Inc. dba American Water Chemicals which revealed positive ratings.
- Documentation related to this solicitation may be obtained by e-mailing eetienne@deerfield-beach.com. You may contact the Procurement and Contract Administration Division at 954- 480-4381 with any questions.

In summary, Amaya Solutions, Inc. dba American Water Chemicals is deemed to be the lowest responsive and responsible bidder and meet the ITB requirements. Therefore, it is recommended that the City award ITB 26-005 – Chemical Scale Inhibitor to Amaya Solutions, Inc. dba American Water Chemicals, in the best interest of the City.

Please use this memorandum and all attachments as your backup for the next available City Commission meeting.

Att. Bid Tabulation, Scope of Work,

Event Number	ITB 26 -005 Addendum 2	Organization	City of Deerfield Beach
Event Title	Chemical Scale Inhibitor	Workgroup	Purchasing Dept.
Event Description	The City of Deerfield Beach, serving as the l	Event Owner	Eddyson Etienne
Event Type	ITB (Commodity)	Email	eetienne@deerfield-beach.com
Issue Date	12/16/2025 10:12:17 AM (ET)	Phone	954 (250) 4039
Close Date	1/29/2026 02:00:00 PM (ET)	Fax	

Responding Supplier	City	State	Response Submitted	Lines Responded	Response Total
American Water Chemicals, Inc.	Plant City	FL	1/28/2026 02:44:59 PM (ET)	1	\$1.33

Please note: Lines Responded and Response Total only includes responses to specification. No alternate response data is included.

**SECTION VI
SPECIFICATION AND REQUIREMENTS
CHEMICAL SCALE INHIBITOR**

A. General Information

City of Deerfield Beach ("City"), serving as Lead Agency for the Southeast Florida Governmental Purchasing Co-Op, is seeking a Vendor to furnish all labor, parts, material, equipment, services and incidentals necessary for the purchase and delivery of Nanofiltration and Reverse Osmosis Antiscalant suitable for potable water membrane treatment processes.

The resulting Contract shall be made available to all current and future Southeast Florida Governmental Purchasing Co-Op member agencies at any time during the initial term and any exercised renewal periods. Any Co-Op member agency may elect to participate in this Contract at its discretion, provided that all pricing, terms, conditions, and requirements, shall apply uniformly to all participating agencies, regardless of when participation begins.

B. Contract Term

The initial Contract term shall be three (3) years from effective date. The City reserves the right to renew the Contract for two (2) additional one-year periods, contingent upon continued operational need, satisfactory Vendor performance, and availability of funding. All renewals will be exercised by the City on behalf of participating Co-Op members.

C. Approved Equals

The specified product for this solicitation is AWC A-102 Plus. Potential Vendors proposing an alternate product must submit a formal Approved Equal request prior to the deadline stated in the ITB. Submittals must include the following:

- Technical Data Sheet (TDS)
- NSF/ANSI Standard 60 certification
- NF/RO membrane compatibility documentation
- Safety Data Sheet (SDS)
- Chemical formulation or physical property data
- Independent performance data (if available)

Determinations will be issued via written Addendum and apply across all Co-Op jurisdictions. The City shall serve as the sole authority in determining equivalency and suitability. Late requests will not be considered.

D. Authorized Dealer Requirement

Vendors must be authorized distributors or resellers for the product offered. Upon City request, Vendors shall submit proof of authorized status within three (3) business days. Failure to provide documentations may result in rejection of Bid.

E. Product Requirements

The Antiscalant supplied shall be AWC A-102 Plus or a City-approved equal designed for scale inhibition in NF and RO membrane systems. The product must be NSF/ANSI Standard 60 certified and compatible with membrane materials operated by participating Co-Op agencies

Each delivery shall include a **Certificate of Analysis (COA)** containing:

- Batch/Lot Number,
- Date of Manufacture,
- Specific Gravity,
- pH,
- Active ingredient concentration,
- NSF-60 verification.

Product must have a minimum remaining shelf life of twelve (12) months and be free from contamination or defects. The City and Co-Op agencies reserve the right to perform independent laboratory testing. Non-conforming product must be removed and replaced within forty-eight (48) hours at the Vendor's expense.

F. Pricing

Pricing shall be Firm-Fixed Price (FFP), quoted F.O.B Destinations, and inclusive of product, freight, fuel, transportation, offloading equipment, and any associated charges. Pricing must apply uniformly to all Co-Op members utilizing this Contract. Any price increases during renewal periods shall not exceed the lesser of 3% or the annual CPI-U. Any proposed adjustment must be submitted with at least thirty (30) days written notice and include manufacturer documentation.

G. Ordering, Quantities, Delivery, and Inspection

No warranty or guarantee is expressed or implied regarding the total amount to be purchased under the resulting Contract. The City reserves the right to increase or decrease quantities as needed. Any estimated annual usage or expenditure is provided solely for comparison purposes. No minimum order requirements are permitted. The initial term minimum quantity for each bid item is considered to be zero (0).

The Vendor shall be able to provide quantities of items above or below the estimated in the forecast amounts with no impact to pricing or delivery. Vendor shall deliver product

within ten (10) calendar days after issuance of a Purchase Order and must provide at least twenty-four (24) hours advance delivery notice.

City's Delivery Address:

City of Deerfield Beach Water Treatment Plant

290 Goolsby Blvd. Deerfield Beach, FL 33442

Deliveries shall occur Monday through Friday, 7:00 AM to 5:00 PM, excluding City-observed holidays. Vendor is responsible for providing all hoses, pumps, fittings, and any required offloading equipment. Delivery personnel shall be trained in chemical handling and fully compliant with OSHA, DOT, EPA, and all applicable HazMat regulations.

Vendor is responsible spill prevention, containment, cleanup, and disposal at Vendor expense.

All delivered product shall be subject to inspection upon arrival. The City may reject any product showing contamination, precipitation, labeling discrepancies, or deviation from COA parameters. Rejected product must be removed and replaced within forty-eight (48) hours at Vendor cost.

H. Additions/Deletions of Items

The City reserves the right to add items to this Contract. Additions may result from, but are not limited to, additional needs and product replacements. Added items must meet Bid specifications. If the price offered is not acceptable to the City, the City reserves the right to procure the items from other sources.

No guarantee is expressed or implied regarding total quantities purchased.

I. Damage/Irregular Items

Products supplied by Vendor shall be new, with no irregulars, seconds or damaged merchandise accepted. Incorrect delivered products shall be replaced with the correct products by the Vendor at the Vendor's expense within five (5) business days from the notification date.

J. Invoicing Payment

Vendor shall not be paid for work completed that was not requested by the City.

Payment will only be made after items have been received, accepted and properly invoiced.

All invoices shall be legible and must include the following:

- a. City of Deerfield Beach Purchase Order Number
- b. Vendor Contract/Sales Manager Name
- c. Date of Service
- d. Ship Date
- e. Contract Line-Item Number

- f. Product Title
- g. Product Detail Description
- h. Quantity
- i. Unit Price and Extended Price

K. Chemical Warranty

The Vendor warrants that all product supplied under this contract:

- Conforms to all specifications listed herein,
- Is NSF/ANSI Standard 60 certified,
- Is free from contamination and foreign matter,
- Is suitable for potable water NF/RO treatment applications.

Any non-conforming product shall be replaced immediately at the Vendor's expense. The Vendor shall be responsible for any verified costs incurred by the City as a direct result of non-conforming material, including laboratory testing and disposal costs.

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