



City of Plantation
City Council Chambers

Subject:

Agreement No. 069-22; Supply and Delivery of Zinc Orthophosphate - Term Contract (Fourth Amendment)

Summary:

Requesting authorization and approval of the following:

To execute the fourth (4th) Amendment between the City of Plantation and Amaya Solutions Inc. dba American Water Chemicals for Agreement No. 069-22; Supply & Delivery of Zinc Orthophosphate amending the agreement expiration date to January 17, 2028, and allowing for a rate increase.

To continue to issue purchase orders and process payments on an as needed basis to Amaya Solutions Inc. dba American Water Chemicals for the "Supply & Delivery of Zinc Orthophosphate" in accordance with Agreement No. 069-22 and any associated amendments.

Procurement:

City Council approval was obtained pursuant to Agenda Item No. 10 at the December 10, 2022, meeting, authorizing the execution of an Agreement between the City and Amaya Solutions, Inc., d/b/a American Water Chemicals, for the *Supply and Delivery of Zinc Orthophosphate*, in accordance with Invitation to Bid (ITB) No. 069-22.

Agreement No. 069-22, for the Supply and Delivery Zinc Orthophosphate, is scheduled to expire on January 17, 2027, unless extended or renewed in accordance with its terms. The Agreement provides for up to four (4) additional one-year renewal terms, subject to the mutual written agreement of the City and the Contractor and upon such terms and conditions as may be mutually agreed upon by the parties. The City proposes to exercise the fourth and final one-year renewal option, which includes a three percent (3%) price increase.

Amendment No. 4 (Renewal 4 of 4) provides for an extension of the Agreement term from January 18, 2027, through January 17, 2028, and incorporates a three percent (3%) price increase, as set forth below. Following successful negotiations, the City secured a more favorable adjustment than initially proposed by the Contractor. Specifically, the Contractor initially requested a price increase of five and eight-tenths percent (5.8%), citing the Producer Price Index (PPI) for the applicable commodity category as the basis for the requested adjustment. Through negotiations, the City reduced the proposed increase to three percent (3%), resulting in more favorable pricing terms for the renewal period.

ITEM NO.	ITEM DESCRIPTION	UNIT PRICE
1.	Zinc Orthophosphate (AWC A-771) - Delivery in Bulk	\$1.28 \$1.32 per lb.
2.	Zinc Orthophosphate (AWC A-771) - Delivery in 275-gallon Totes	\$1.36 \$1.40 per lb.

Based on the foregoing information, the Utilities and Procurement Departments request authorization and approval of the following:

- To execute the fourth (4th) Amendment between the City of Plantation and Amaya Solutions Inc. dba American Water Chemicals for Agreement No. 069-22; Supply & Delivery of Zinc Orthophosphate amending the agreement expiration date to January 17, 2028, and allowing for a rate increase.
- To continue to issue purchase orders and process payments to Amaya Solutions Inc. dba American Water Chemicals for the "Supply & Delivery of Zinc Orthophosphate" in accordance with Agreement No. 069-22 and any associated amendments.

Background:

Strategic Priorities: Planning for a Sustainable Future, Proactive and Responsive Asset Management

Zinc orthophosphate is used in the Utilities Department water treatment process as a corrosion inhibitor to protect the water distribution system.

This item is now ready for City Council consideration.

Funding:

440-0100-533-5207

Amount:

This agreement will be used on an as needed basis, and quantities will vary.

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Finance Director/Budget Manager Recommendation:

The Utilities Water Department budgeted \$100,000 in FY2027 corrosion inhibitor (Zinc Orthophosphate).

Prepared By:

Asha Edwards

ATTACHMENTS:

[Amendment No. 4 - City of Plantation](#)
[Original Agreement.pdf](#)