



## City of Hallandale Beach City Commission Agenda Cover Memo

Meeting Date:	File No.:	Item Type:	1 <sup>st</sup> Reading	2 <sup>nd</sup> Reading	
<b>6/22/2026</b>	<b>26-209</b>	<input checked="" type="checkbox"/> <b>Resolution</b> <input type="checkbox"/> <b>Ordinance</b> <input type="checkbox"/> <b>Other</b>	Ordinance Reading	<b>N/A</b>	<b>N/A</b>
			Public Hearing	<input type="checkbox"/>	<input type="checkbox"/>
			Advertising Required	<input type="checkbox"/>	<input type="checkbox"/>
			Quasi-Judicial:	<input type="checkbox"/>	<input type="checkbox"/>
Fiscal Impact (\$):	Account Balance (\$):		Funding Source:	Project Number:	
<b>\$52,000</b>	<b>\$55,000</b>		<b>490-3320W-552060</b>	<b>N/A</b>	
Contract Required:	P.O. Required:	RFP/RFQ/Bid Number:	Sponsor Name:	Department:	
<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<b>N/A</b>	<b>Marlon Lobban Director</b>	<b>Public Works</b>	
Strategic Plan Focus Areas:					
<input type="checkbox"/> <b>Fiscal Stability</b>	<input checked="" type="checkbox"/> <b>Resident Services</b>	<input type="checkbox"/> <b>Public Safety</b>	<input type="checkbox"/> <b>Infrastructure &amp; Mobility</b>	<input type="checkbox"/> <b>Economic Development &amp; Affordable Housing</b>	
Implementation Timeline:					
Estimated Start Date: 6/22/2026			Estimated End Date: 9/30/2026		

**SHORT TITLE:**

**A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF HALLANDALE BEACH, FLORIDA AUTHORIZING A CHANGE ORDER TO PURCHASE ORDER #20260440 WITH SOLE SOURCE PROVIDER AMAYA SOLUTIONS, INC., TO PURCHASE ITS PROPRIETARY BLEND OF CHEMICALS FOR WATER TREATMENT, FOR A TOTAL OF ONE HUNDRED AND TWENTY-SEVEN THOUSAND DOLLARS (\$127,000) FOR FY 25-26; AND PROVIDING AN EFFECTIVE DATE.**

**STAFF SUMMARY:**

**Summary:**

This item seeks City Commission approval of the attached resolution authorizing the City Manager to procure sole-source services from Amaya Solutions, Inc dba American Water Chemicals for the purchase of chemicals for the water treatment plant. The total cost of this purchase shall not exceed \$127,000. Purchase Order No. 20260440 is currently open in the amount of \$75,000 and will be increased by \$52,000 providing for a new not to exceed amount of \$127,000.

## **Background:**

The City of Hallandale Beach had Amaya Solutions run a pilot study onsite using our Broward County Source water to demonstrate the effectiveness of their chemicals treating our raw water source. We compared the results of antiscalant to the NALCO product and the AVISTA product.

Amaya Solutions antiscalant outperformed the competitors.

NALCO & AVISTA didn't offer a corrosion inhibitor or a cleaning chemical blend to compare with Amaya Solutions. Staff wishes to utilize the sole source provider of these proprietary chemicals, Amaya, Solutions, dba American Water Chemicals.

## **Current Situation:**

For our two (2) Nano Skids we spent \$98,000+/- last fiscal year on the four (4) required membrane chemicals. The FY2026 purchase volume will increase due to the addition of the new RO skid.

We purchase exclusively for the Membrane Plant the following four (4) chemicals:

- 1) POST TREATMENT: Corrosion Inhibitor – benefits our distribution system piping and is dosed into the permeate stream prior to entering the clearwell.
- 2) PRE TREATMENT: Antiscalant – helps keep calcium / magnesium and iron from precipitating out on our membrane elements which would drastically shorten the elements useful life. This is dosed into the raw water stream prior to the membrane treatment.
- 3) MEMBRANE ELEMENT MAINTENANCE: Proprietary Low pH blend – Used in routine membrane cleaning: cleans any fouling due to elemental precipitation/scaling build up on the membrane element surface. Verified with element autopsy and using a scanning electron microscope. (SEM)
- 4) MEMBRANE ELEMENT MAINTENANCE: Proprietary High pH blend – Used in routine membrane cleaning: cleans any fouling due to organics building up on the membrane element surface. Verified with element autopsy and using a scanning electron microscope. (SEM)

Furthermore, as the City's water demands increase with continued development, and the addition of more Membrane (RO) skids, we expect the expenditure for the purchase of the four (4) afore-mentioned chemicals to continue to increase.

The increased need for chemicals in pounds for FY2026 over FY2025 is approximately 6,630 pounds as outlined in the chart below. Further, the increase in price per ton in FY2026 totals 7% over FY2025 pricing.

The City has a purchase order, PO #20260440, in the amount of \$75,000 with Amaya Solutions in FY2026. If this request is approved by City Commission, the purchase order will increase by \$52,000 for a new total of \$127,000.00.

PROJECTION for FY25-26

<b>Product</b>	<b>Pounds Purchased 2025</b>	<b>Anticipated Usage in Pounds 2026</b>	<b>Per Pound Cost</b>	<b>Projected Cost 2026</b>
A-782 Bulk	11,585	11,585	\$1.39	\$ 16,103.15
Megaflux Fe Bulk	29,382	29,382	\$1.82	\$ 53,475.24
C-234 Drums	7,420	10,870	\$2.79	\$ 30,327.30
Cleanflux L12 Drums	4,600	7,780	\$3.39	\$ 26,374.20
			<b>FY2026</b>	<b>\$ 126,279.89</b>

**Why Action is Necessary:**

Pursuant to Code of Ordinances, in accordance with Procurement Code Section 23-10, Exception to competitive solicitation requirements, (2) Sole Source and Noncompetitive goods or services. Goods or services available only from one source, such as unique, patented or franchised supplies, or those for which only a single source is able to perform a contract due to documented reasons. Furthermore, Section 23-9, Award, (e) The City Manager may award procurements within the delegated spending authority. All other procurements, except emergency procurements, require commission approval for award.

Pursuant to the City of Hallandale Beach Code of Ordinances, Section 23-10(4), Exception to competitive solicitation requirements, Best interest of city, where the City Commission may declare by majority vote that the process of competitive solicitations is not in the best interest of the City and the reasons therefore.

**Cost Benefit:**

AMAYA, Solutions, Inc. dba American Water Chemicals (AWC) ran pilot studies using a miniature Reverse Osmosis pilot plant onsite and our manufacturers membrane elements while using our source water and their proprietary chemical blends. We compared their results with results from NALCO (a former supplier) and AVISTA (a supplier trying to get our business) AWC performed the best.

Performance of the chemicals is key to membrane element longevity and system efficiency while mitigating higher energy costs by reducing operating pressures.

**PROPOSED ACTION:**

The City Commission considers the attached Resolution.

**ATTACHMENT(S):**

Exhibit 1 – Resolution

Exhibit 2 – Current Market Condition Pricing – American Water Chemicals

Prepared By: Jeffrey "JT" Towne  
Jeffrey "JT" Towne  
Assistant Public Works Director

Reviewed By: Marlon Lobban  
Marlon Lobban  
Public Works Director

Reviewed By: Clarence Woods  
Clarence Woods  
Assistant City Manager

Reviewed By: Noemy Sandoval  
Noemy Sandoval  
Assistant City Manager