

**FORM A – BIDDER STATEMENT**

This Bid is submitted in response to Invitation to Bid No. **150063-SK** and constitutes an offer by the Bidder to enter into a potential Contract for the scope of services described herein. Execution of this document by the Bidder shall represent that the Bidder is familiar with all local conditions and correlated this knowledge with the requirements of this Invitation to Bid.

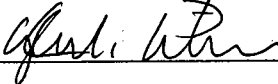
Legal Name of Bidder: <b>Thatcher Company of Nevada, Inc.</b>		DBA, if Applicable: <b>Not Applicable</b>	
<input type="checkbox"/> Individual/Sole Proprietor <input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Corporation (Incorporated in the State of <u>Nevada</u> )			
Address for Legal Notice: <b>P. O. Box 27407</b>			
City: <b>Salt Lake City</b>	State: <b>Utah</b>	Zip: <b>84127-0407</b>	
Phone No.: <b>(702) 564-7622</b>	Fax No.: <b>(702) 564-2818</b>		
Contact Name: <b>Kyle Peterson</b>			
Email Address: <b>kyle.peterson@tchem.com</b>			
CLV Business License No: <b>B10-01916-5-031506</b>	<input type="checkbox"/> ATTACHED Copies of all licenses, registrations or certifications required herein.		

Contact Name for Insurance: <b>Wendy Richmond</b>		
Phone No.: <b>(801) 924-3441</b>	Fax No.: <b>Prefer e-mail.</b>	Email Address: <b>wendy.richmond@tchem.com</b>
Insurance Agency Contact (Optional):		
Phone No.:	Fax No.:	Email Address:

The Bidder is responsible to ascertain the number of Addenda issued and hereby acknowledges receipt of the following Addenda:

Addendum No. <u>1</u>	Initial <u>KP</u>	Addendum No. <u>4</u>	Initial <u>WR</u>
Addendum No. <u>2</u>	Initial <u>KP</u>	Addendum No. _____	Initial _____
Addendum No. <u>3</u>	Initial <u>KP</u>	Addendum No. _____	Initial _____

The undersigned Bidder has received, read and fully understands and agrees to all terms, conditions and specifications set forth in the attached Bid. The Bidder hereby agrees to contract with the City to perform all work and/or furnish all materials specified in the manner and time prescribed in the Invitation to Bid. By signing below, I certify under penalty of perjury that all information provided to the City is truthful and correct.

\*Authorized Representative's Signature:  Date: May 7, 2015

Authorized Representative's Name: (Print) Kyle R. Peterson Title: Vice President

**Authorized Signature: The signer declares under penalty of perjury that she/he is authorized to sign this document and bind the Offeror or organization.**

FOR INFORMATIONAL PURPOSES ONLY			
Is this Offeror a Minority, Women or Disabled Veteran Business Enterprise? <input type="checkbox"/> No <input type="checkbox"/> Yes    If "Yes" Specify <input type="checkbox"/> MBE <input type="checkbox"/> WBE <input type="checkbox"/> DVBE			
Has this Offeror been certified as a Minority, Women or Disabled Veteran Business Enterprise?			
<input type="checkbox"/> No <input type="checkbox"/> Yes    If "Yes" Specify Certifying Agency _____ (Attach a copy of your certification)			

**FORM B – QUALIFICATIONS AND EXPERIENCE**

**Bidder Name:** Thatcher Company of Nevada, Inc.

1. Bidder shall provide a brief description of the Bidder's Company, business history and number of years in operation.

Thatcher Company is a diversified chemical manufacturer and distributor with headquarters located in Salt Lake City, Utah. The company was incorporated in Utah in 1967. We are a privately held company founded upon the core values of safety, environmental stewardship and service to our customers . Thatcher Company has grown to be a major chemical supplier in the United States and currently employs nearly 400 people with chemical plants in 7 states with 11 locations listed in section 3 below. From Full service manufacturing to high volume storage and warehousing, Thatcher Company has the resources to get what you need when you need it. Our fleet of 55 tractors and 178 trailers can accomodate almost any need and timeline (supplemented by contracts with national rail and truck carriers.

2. Bidder shall provide a description of the Bidder's sales force and their locations.

It's the dedication of our people that makes it possibl for us to serve our markets. Our management team, headed by chemical engineers, chemists, and business professionals, leads our empolyees to our goal of striving for excellence. Our sales staff is comprised of 31 sales persons in 10 U.S. Locations

Arizona:	4	California:	6
Idaho:	1	New York:	3
Utah:	10	Montana:	2
Florida:	2	Nevada:	3

3. Bidder shall provide a list of support centers (if applicable).

- |                           |                       |
|---------------------------|-----------------------|
| <u>Salt Lake City, UT</u> | <u>Henderson, NV</u>  |
| <u>Vernal, UT</u>         | <u>Buckeye, AZ</u>    |
| <u>Sacramento, CA</u>     | <u>Williamson, NY</u> |
| <u>Downey, CA</u>         | <u>Twin Falls, ID</u> |
| <u>Deland, FL</u>         |                       |
| <u>Palmetto, FL</u>       |                       |
| <u>Missoula, MT</u>       |                       |
| <u>Glendive, MT</u>       |                       |

4. Bidder shall provide a brief description of the Bidder's national distribution process.

Thatcher Company has its own transportation division with more than 52 tractors and 178 specialized trailers to accomodate the varied requirements of any chemical user. We will be delivering our products directly from one of our affiliate locations. See no. 3 for support centers.

5. Bidder shall identify all Subcontractors or Third Party Affiliates that will be involved in processing, handling or shipping the products to the end users..

As a general rule, we will not be using 3rd party companies/distributors to handle or ship products to participating agencies.

6. Bidder shall provide the number, size and location(s) of your Company's distribution facilities, warehouses, and retail operations.

Please see attached documet titled Facilities and Capacities.

7. Bidder shall describe any return and restocking policies and fees associated with the return of goods.

Circumstances may arise where product may need to be returned to our warehouse from a customer location. In such circumstances our local sales team will assess return situations on a case by case basis. When appropriate return freight and a restocking fee may be applied.

8. Provide three (3) examples of contracts similar in size and scope that have been completed in the past five (5) years. The City reserves the right to verify references with the companies identified. Ensure references have given permission to be contacted by the City.

**Example Contract 1:**

Company Name: Washington County Water Conservancy District

Company Address: 540 North Quail Creek Drive  
Hurricane, UT 84737

Point of Contact: Hank Childers, Operations Superintendent

E-Mail Address: hchilders@wcvcd.utah.gov

Telephone No: (435) 879-2361

Brief Description of contract scope: Aluminum Sulfate, 700 tons per year

Term of Contract (Base plus option years): 2012 - Present

Year of Base Contract Award: 2012 Year Completed Currently under contract

Base Contract Amount: \$225,000.00 Total Amount (incl. all option years) \$900,000.00

Did the contract contain a liquidated damages clause?  YES NO

If yes, were damages assessed?  YES  NO If yes, what was the amount assessed? \$ \_\_\_\_\_

**Example Contract 2:**

Company Name: Clark County Water Reclamation Distric  
Company Address: 5857 East Flamingo Road  
Las Vegas, NV 89122  
Point of Contact: Tom Maino, Purchasing Administrator  
E-Mail Address: tmaino@cleanwaterteam.com  
Telephone No: (702) 668-8091  
Brief Description of contract scope: Sodium Hypochlorite, 200,000 gallons per year

Term of Contract (Base plus option years): 2011 - Present  
Year of Base Contract Award: 2011 Year Completed Currently under contract  
Base Contract Amount: \$150,000.00 Total Amount (incl. all option years) \$416,000.00  
Did the contract contain a liquidated damages clause?  YES NO   
If yes, were damages assessed?  YES  NO If yes, what was the amount assessed? \$ \_\_\_\_\_

**Example Contract 3:**

Company Name: City of Henderson  
Company Address: 200 Athens Avenue, PO Boc 95050  
Henderson, NV 89009-5050  
Point of Contact: Adrian Edwards, Operations Superintendent  
E-Mail Address: adrian.edwards@cityofhenderson.com  
Telephone No: (702) 267-2728  
Brief Description of contract scope: Sodium Bisulfite, 55,000 gallons per year.

Term of Contract (Base plus option years): 2012 - Present  
Year of Base Contract Award: 2012 Year Completed Currently under contract  
Base Contract Amount: \$16,368.00 Total Amount (incl. all option years) \$64,751.00  
Did the contract contain a liquidated damages clause?  YES NO   
If yes, were damages assessed?  YES  NO If yes, what was the amount assessed? \$ \_\_\_\_\_

**FORM C – PRICING SCHEDULE**

Bidder Name: Thatcher Company of Nevada, Inc.

Item No.	Description	Est. Qty.	UCM	Unit Cost	Southern Nevada* Shipping Costs	Southern Nevada Delivered Cost*	National Freight Charge per UCM mile**
1.	Aluminum Sulfate Minimum Shipping Quantity <u>Full Truckload</u> (~10.9 dry tons)	500,000	Dry lbs	\$ <u>0.1215</u>	\$ <u>0.0125</u>	\$ <u>0.134</u>	\$ <u>2.95/mile</u>
2.	Soda Ash (Sodium Carbonate, Dry) Minimum Shipping Quantity <u>Full Truckload</u> (~22 dry tons)	25,000	Dry lbs	\$ <u>0.123</u>	\$ <u>0.0385</u>	\$ <u>0.1615</u>	\$ <u>2.95/mile</u>
3.	Sodium Bisulfite Minimum Shipping Quantity <u>Full Truckload</u> (~17,100 dry lbs.)	900,000	Dry lbs	\$ <u>0.3237</u>	\$ <u>0.1157</u>	\$ <u>0.4394</u>	\$ <u>2.95/mile</u>
4.	Sodium Hypochlorite Minimum Shipping Quantity <u>Full Truckload</u> (~4,500 gallons)	2,000,000	Gal	\$ <u>0.68</u>	\$ <u>0.05</u>	\$ <u>0.73</u>	\$ <u>2.95/mile</u>
5.	Sodium Hydroxide Minimum Shipping Quantity <u>Full Truckload</u> (~45,000 wet lbs.)	85,000	Wet lbs	\$ <u>0.105</u>	\$ <u>0.04</u>	\$ <u>0.145</u>	\$ <u>2.95/mile</u>
6.	Ammonia, Anhydrous Minimum Shipping Quantity <u>Full Truckload</u>	10,000	<del>Dry</del> lbs	\$ <u>0.6875</u>	\$ <u>0.0375</u>	\$ <u>0.74</u>	\$ <u>2.95/mile</u>
7.	Ammonium Hydroxide Minimum Shipping Quantity <u>Full Truckload</u>	10,000	Dry lbs	\$ <u>0.104</u>	\$ <u>0.036</u>	\$ <u>0.14</u>	\$ <u>2.95/mile</u>
8.	Chlorine Minimum Shipping Quantity <u>Full Truckload</u> (~15 tons)	10,000	<del>Gal</del> TON	\$ <u>417.00</u>	\$ <u>40.00</u>	\$ <u>447.00</u>	\$ <u>2.95/mile</u>
9.	Copper Sulfate Minimum Shipping Quantity <u>Pallet</u>	10,000	Dry lbs	\$ <u>1.6614</u>	\$ <u>0.0286</u>	\$ <u>1.69</u>	\$ <u>2.95/mile</u>
10.	Ferric Sulfate Minimum Shipping Quantity <u>Full Truckload</u>	10,000	Dry lbs	\$ <u>0.1220</u>	\$ <u>0.078</u>	\$ <u>0.200</u>	\$ <u>2.95/mile</u>
11.	Sodium Fluoride Minimum Shipping Quantity <u>Pallet</u>	10,000	Dry lbs	\$ <u>1.3514</u>	\$ <u>0.0286</u>	\$ <u>1.38</u>	\$ <u>2.95/mile</u>

Item No.	Description	Est. Qty	UOM	Unit Cost	Southern Nevada Shipping Costs	Southern Nevada Delivered Cost*	National Freight Charge per UOM mile**
12.	Fluorosilicic Acid Minimum Shipping Quantity <u>Full Truckload</u>	10,000	Dry lbs	\$ <u>1.1196</u>	\$ <u>0.1413</u>	\$ <u>1.2609</u>	\$ <u>2.95/mile</u>
13.	Hydrofluosilicic Acid Minimum Shipping Quantity <u>Full Truckload</u>	10,000	Dry lbs	\$ <u>1.1196</u>	\$ <u>0.1413</u>	\$ <u>1.2609</u>	\$ <u>2.95/mile</u>
14.	Lime Foundry Quick Grade Minimum Shipping Quantity <u>N/A</u>	10,000	Dry lbs	\$ <u>No Bid</u>	\$ <u>N/A</u>	\$ <u>N/A</u>	\$ <u>N/A</u>
15.	Lime Hydrated Minimum Shipping Quantity <u>N/A</u>	10,000	Dry lbs	\$ <u>No Bid</u>	\$ <u>N/A</u>	\$ <u>N/A</u>	\$ <u>N/A</u>
16.	Pebble Quicklime Minimum Shipping Quantity <u>N/A</u>	10,000	Dry lbs	\$ <u>No Bid</u>	\$ <u>N/A</u>	\$ <u>N/A</u>	\$ <u>N/A</u>
17.	Polyaluminum Chloride Minimum Shipping Quantity <u>N/A</u>	10,000	Dry lbs	\$ <u>No Bid</u>	\$ <u>N/A</u>	\$ <u>N/A</u>	\$ <u>N/A</u>
18.	Polyaluminum Hydroxychlorosulfate Minimum Shipping Quantity <u>N/A</u>	10,000	Dry lbs	\$ <u>No Bid</u>	\$ <u>N/A</u>	\$ <u>N/A</u>	\$ <u>N/A</u>
19.	Polyphosphate Minimum Shipping Quantity <u>Full Truckload</u>	10,000	<del>Dry</del> lbs	\$ <u>0.3139</u>	\$ <u>0.0321</u>	\$ <u>0.346</u>	\$ <u>2.95/mile</u>
20.	Potassium Permanganate Minimum Shipping Quantity <u>Pallet</u>	10,000	Dry lbs	\$ <u>2.23</u>	\$ <u>0.04</u>	\$ <u>2.27</u>	\$ <u>2.95/mile</u>
21.	Powder Activated Carbon Minimum Shipping Quantity <u>Full Truckload</u>	10,000	Dry lbs	\$ <u>0.5125</u>	\$ <u>0.0667</u>	\$ <u>0.5792</u>	\$ <u>2.95/mile</u>
22.	Sodium Hexametaphosphate Minimum Shipping Quantity <u>Pallet</u>	10,000	Dry lbs	\$ <u>1.3214</u>	\$ <u>0.0286</u>	\$ <u>1.35</u>	\$ <u>2.95/mile</u>
23.	Sulfur Dioxide Minimum Shipping Quantity <u>Full Truckload</u>	10,000	<del>Dry</del> lbs	\$ <u>0.4925</u>	\$ <u>0.036</u>	\$ <u>0.5285</u>	\$ <u>2.95/mile</u>

Item No.	Description	Est. Qty	UOM	Unit Cost	Southern Nevada* Shipping Costs	Southern Nevada Delivered Cost*	National Freight Charge per UOM mile**
24.	Sulfuric Acid Minimum Shipping Quantity <u>Full Truckload</u>	10,000	Dry lbs	\$ <u>0.0711</u>	\$ <u>0.0082</u>	\$ <u>0.0793</u>	\$ <u>2.95/mile</u>
25.	Zinc Orthophosphat Minimum Shipping Quantity <u>Full Truckload</u> e	10,000	<del>Dry</del> lbs	\$ <u>0.3139</u>	\$ <u>0.0321</u>	\$ <u>0.346</u>	\$ <u>2.95/mile</u>
26.	Citric Acid Minimum Shipping Quantity <u>Full Truckload</u>	31,700	Wet Lbs.	\$ <u>0.4145</u>	\$ <u>0.0286</u>	\$ <u>0.4431</u>	\$ <u>2.95/mile</u>
27.	Liquid Oxygen Minimum Shipping Quantity <u>N/A</u>	396,000	Gal	\$ <u>No Bid</u>	\$ <u>N/A</u>	\$ <u>N/A</u>	\$ <u>N/A</u>

\*Southern Nevada is defined as within the Clark County limits.

\*\* Charge per UOM Mile shall be established as distance from offerors closest distribution facility.

**PAYMENT TERMS:** 0 Percent / Net 30 Days      **DELIVERY TIME:** Within 3 days ARO

**NOTE: EXCEPTIONS TO BID**

This is a sealed bid and negotiation of specifications or other terms and conditions typically is not permitted at, or after, Bid Opening. The Bidder must list on a separate sheet of paper any exceptions to the conditions of this Invitation to Bid. This sheet must be labeled, "Exceptions to Bid Conditions", and must be attached to the Bid Submittal Forms. If no exceptions are stated, it will be understood that all terms, conditions and specifications will be complied with, without exception. **ANY EXCEPTIONS MAY BE CONSIDERED MATERIAL AND BE CAUSE FOR REJECTION**



**THATCHER COMPANY OF NEVADA, INC.**  
90 Business Center Street, Henderson, NV 89014



Phone (702) 564-7622  
Fax (702) 564-2818

## Facilities and Capacities

### **THATCHER COMPANY HEADQUARTERS**

1905 FORTUNE ROAD  
SALT LAKE CITY, UTAH 84104  
(801) 972-4587

- 100,000+ sq ft of manufacturing facilities
- 35,000 sq ft warehouse
- 6,000 sq ft fully-equipped laboratory
- 7,500 sq ft fully equipped maintenance shop
- Modern diesel truck shop
- 10,000 sq ft office building
- Railroad siding for storage of 60 railroad cars
- Storage capacity includes more than 150 separate tanks, ranging up to 40,000 gallons in size, with more than 500,000 gallon total liquid capacity and over 500 tons of dry material storage.
- 25 acres
- 3 Truck Scales
- Multiple drumming scales

### **THATCHER COMPANY – VERNAL, UT**

5130 SOUTH 5400 EAST  
VERNAL, UTAH 84078  
(801) 972-4587

- 1,200 sq ft production facility
- 20,000 gallon HCl storage tank
- Storage capacity for 4 bulk storage tanks
- Truck scale
- Drumming scale
- Storage capacity for bulk drums & 55 gallon drums

### **THATCHER COMPANY OF CALIFORNIA - DOWNEY**

12020 WOODRUFF AVENUE, UNIT C  
DOWNEY, CALIFORNIA 90241  
(562) 803-0563

- 7,500 sq ft warehouse

### **THATCHER COMPANY OF CALIFORNIA – SACRAMENTO**

8585 UNSWORTH AVENUE  
SACRAMENTO, CALIFORNIA 95828  
(562) 803-0563

- 2,000 sq ft facility
- 2 Rail spurs
- 17 acres
- 6000 sq ft bulk storage facility
- Storage capacity for 14 bulk storage tanks
- Laboratory
- Truck scale
- Drumming scale

**THATCHER COMPANY OF MONTANA - MISSOULA**

3200 RASER DRIVE

MISSOULA, MONTANA 59808

(406) 721-3479

- 10,000+ sq ft of manufacturing and warehousing facilities
- Alum manufacturing plant
- Rail transloading capabilities
- 100,000 gal chemical storage capabilities
- 5 acres

**THATCHER COMPANY OF MONTANA – GLENDIVE**

102 KUTZLER LANE

GLENDIVE, MT 59330

- 10,000 sq ft total facilities
- 2 Rail spurs including 3416 ft of rail siding
- 55 acres
- Transloading and blending of HCl and Caustic Soda
- Truck Scale
- Laboratory

**THATCHER COMPANY OF NEVADA**

850 WEST LAKE MEAD PARKWAY

HENDERSON, NEVADA 89014

(702) 564-7622

- 13,500+ sq ft of manufacturing and warehousing facilities
- 250,000 gal chemical storage capabilities
- Powell continuous bleach plant
- 3 alum reactors
- 7 acres

**THATCHER COMPANY OF NEW YORK**

4135 ROUTE 104

P.O. BOX 118

WILLIAMSON, NEW YORK 14589

(315) 589-9330

- 150,000+ sq ft of manufacturing and warehousing facilities
- 350,000 gal chemical storage capabilities
- 3 reactors
- Numerous mix tanks
- Can mix dry and liquid compounds
- Rail spur
- 7 acres

**THATCHER COMPANY OF ARIZONA**

6321 SOUTH RAINBOW ROAD  
BUCKEYE, ARIZONA 85326  
(480) 844-2345

- 4,000+ sq ft manufacturing facility
- 10,000 sq ft warehouse
- 4,000+ sq ft tank farm
- Mix Tanks
- Acid Diluter
- Rail spur
- 10 acres
- Truck scale
- Drumming scale
- Storage capacity for 10 bulk storage tanks
- Laboratory

**THATCHER COMPANY OF FLORIDA - DELAND**

245 HAZEN ROAD  
DELAND, FLORIDA 32720  
(386) 490-1638

- 4,000+ sq ft manufacturing facility
- 10,000 sq ft warehouse
- 4,000+ sq ft tank farm
- 30,000+ gal reactor and mix capabilities
- 100,000 gal chemical storage capabilities
- 6 acres
- Storage capacity for 14 bulk storage tanks
- Laboratory
- Truck scale
- Drumming scale
- 

**THATCHER COMPANY OF FLORIDA - PALMETTO**

13300 US HIGHWAY 41 N  
PALMETTO, FLORIDA 34221  
(943) 531-9152

- 11,300 sq ft production facility
- 10 acres
- 6000 sq ft bulk storage facility
- Storage capacity for 23 bulk storage tanks
- Laboratory
- Drumming scale

**IDAHO WAREHOUSE**

2050 ELDRIDGE AVE  
TWIN FALLS, ID 83301  
(208) 734-3826

- 7,500 sq ft warehouse