



## GLWA Procurement

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**Document Title:**  
Procurement Board Report

**Document Owner/Department:**  
Procurement Team

**Date:** June 17, 2025

**To:** Suzanne R. Coffey, P.E., Chief Executive Officer

**From:** Daniel Edwards, Procurement Manager

**Re:** Procurement Report

### General Information

Contract Number:	REQ-0003841, REQ-0003850, REQ-0003851, REQ-0003853, REQ-0003854	Project Owner: Balvinder Sehgal
CIP#:	N/A	
Contract Title:	Hydrofluorosilicic Acid	
Vendor:	Pencco Inc., Univar Chemical Solutions	
Budget:	Operations and Maintenance	
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

### Procurement Method

Competitively bid – Request for Bid (RFB) Lowest responsive and responsible vendor

Advertised:	May 15, 2025	Addendums released:	2
Buyer:	Tina Clinkscales	Downloaded by:	22
Response due date:	June 11, 2025	Responses received:	4

### Business Inclusion and Diversity (B.I.D.) - Applicable

The recommended vendor for award submitted a B.I.D. plan per the requirements under this solicitation.

Vendor (In order of highest to lowest)	B.I.D. Plan (Pass/Fail)	Scored Criteria (0 or 1)			Cert.	Score w/o B.I.D.	Score with B.I.D.
		State of Michigan	GLWA Territory	Econ. Territory			
Univar Solutions, USA, LLC	Pass	0	0	0	No	97.00	97.00
Pencco Inc.	Pass	0	0	0	No	80.83	80.83
PVS Nolwood Chemicals, Inc.	Pass	1	1	1	No	59.69	62.69
Alexander Chemicals	Pass	0	0	0	No	51.91	51.91



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### RFB - Cost Summary – Hydrofluorosilic Acid

Vendor Name	Estimated Quantity	Unit of Measure	Unit Cost	Annual Cost
Univar Solutions USA, LLC	2335.40	Ton	\$320.00	\$747,328.00
Pencco, Inc.	2335.40	Ton	\$384.00	\$896,796.60
PVS Nolwood Chemicals, Inc.	2335.40	Ton	\$520.00	\$1,214,408.00
Alexander Chemical Corporation	2335.40	Ton	\$598.00	\$1,396,569.20

*Provisionary Allowance is an amount included in the Contract Price to reimburse the Contractor for the cost to furnish and perform Work that is uncertain. Any remaining balance upon Final Completion shall be retained by the GLWA and not paid to the Contractor.*

Benchmarking was completed by comparing the bids for this project. This analysis confirmed that rates are in competitive range. The rate comparisons and allowances (if any) are illustrated in the attached bid tabulation.

### Other Data Requested by GLWA Board Members for Recommended Vendor

Minority Business Enterprise (MBE): No  
Detroit Based Business (DBB): No  
Small Business Enterprise (SBE): No

Sub-Contractor(s) List: N/A

Vendor Response Survey: N/A

### Litigation

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

### Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

### Previous Contract

Previous contract holder: PVS Nolwood Chemicals, Inc., and Pencco, Inc.



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The previous Contract No. 2000746 was split between PVS Nolwood Chemicals, Inc., and Pencco, Inc. to provide risk mitigation, reducing dependency on a single source. The contract amount differences between the two contracts are provided in the table below.

Previous Contract: 2000746		Proposed Contract: REQ-0003841, REQ-0003850, REQ-0003851, REQ-0003853, REQ-0003854	
Pencco, Inc. (4 water treatment plant locations)	PVS Nolwood Chemicals, Inc. (Southwest location only)	Pencco, Inc. (Lake Huron, Southwest Treatment Plants)	Univar Solutions USA, LLC. (Water Works Park, Springwells, Northeast Treatment Plants)
8-31-2021 through 8-31-2025	2-15-2024 through 8-31-2025	9-1-2025 through 8-31-2027	9-1-2025 through 8-31-2027
\$574.00/ton	\$574.00/ton	\$384.00/ton	\$320.00/ton
\$2,295,457.90	\$424,660.00	\$393,753.60	\$419,200.00

Proposed Contract: REQ-0003841, REQ-0003850, REQ-0003851, REQ-0003853, REQ-0003854					
Plants	Supplier	Amount of Chemical/year (Tons)	Percentage Allocation	Price/ton (\$)	Fund Allocation (\$)
Lake Huron, Southwest	Pencco Inc.	1025.40	44	\$384.00	\$393,753.60
Northeast, Springwells, Water Works Park	Univar Solutions USA, LLC	1310.00	56	320.00	419,200.00
All Plants/year		2335.40	100		812,953.60
Initial Two-Year Term					1,625,907.20
Two One-Year Renewal Options (each)					812,953.60
<b>Total Contract Cost</b>					<b>\$3,251,814.40</b>