



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
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Document Title:
Procurement Board Report-RFB

Document Owner/Department:
Procurement Team

Date: July 22, 2020
To: Sue McCormick, Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information

Contract Number:	2000746	Project Owner:	Balvinder Sehgal
Contract Title:	Hydrofluorosilicic Acid		
Vendor:	PVS Nolwood Chemicals, Inc.		
Budget:	Operations and Maintenance		

Procurement Method

Competitively bid – Request for Bid (RFB) Lowest responsive and responsible vendor			
Advertised:	5-19-20	Addendums released:	2
Buyer:	Joan Salwasser	Downloaded by:	24
Response due date:	6-12-20	Responses received:	4

RFB 2000746 - Hydrofluorosilicic Acid			PVS Nolwood Chemicals, Inc.		Univar Solutions USA Inc		Alexander Chemical Corporatio		Pencco, Inc	
Items	Lowest	Total Cost	Unit Price Per Ton	Total Annual Cost	Unit Price Per Ton	Total Annual Cost	Unit Price Per Ton	Total Annual Cost	Unit Price Per Ton	Total Annual Cost
Hydrofluorosilicic Acid, as	\$857,091.80	2335.4	\$367	\$ 857,091.80	\$391.89	\$915,219.91	\$415.60	\$970,592.24	\$494	\$1,153,687.60

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

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

Sub-Contractor(s) List: N/A



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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 provider: Univar

Hydrofluorosilicic Acid was previously awarded to Univar under RFB FY16 1082, for the period of 6-16-2017 through 6-15-20 for a total of \$1,925,193.00. The contract amount differences between the two contracts is provided in the table below.

	First Year	Second Year	Third Year	Total
New Contract (PVS Nolwood)	\$857,091.80	\$857,091.80	\$857,091.80	\$2,571,275.40
Previous Contract (Univar)	\$641,731.00	\$641,731.00	\$641,731.00	\$1,925,193.00
Difference				\$646,082.40