



## GLWA Procurement

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**Document Title:**  
Procurement Board Report

**Document Owner/Department:**  
Procurement Team

**Date:** August 29, 2025

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

**From:** Daniel Edwards, Procurement Manager

**Re:** Procurement Report

### General Information

Contract Number:	REQ-0004156	Project Owner:	Hugh Connolly
CIP#:	N/A		
Contract Title:	Sludge Removal and Disposal Services at the Northeast, Southwest and Springwells Water Treatment Plants		
Vendor:	American Process Group, LLC		
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:	7-16-25	Addendums released:	3
Buyer:	Donna Spiller	Downloaded by:	42
Response due date:	8-27-25	Responses received:	2

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

Choose an item.

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			
American Process Group, LLC	Pass	0	0	0	No	97.00	97.00
Mobile Dredging and Video Pipe, Inc.	Pass	0	0	0	Yes	86.58	86.58

### RFB - Cost Summary – American Process Group, LLC

\*See Cost Tabulation

*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.*



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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: Royal Crane Services  
Farmer & Underwood Tracking

Vendor Response Survey: Yes

### 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 Contracts

Previous contract holder: Mobile Dredging & Video Pipe

The previous contract, GLWA-CON-170, SCN-0000308, is for the period of 1/1/2018 through 4/30/2026, for \$58,118,120.00.<sup>1</sup> This Contract involves sludge removal and disposal services at

<sup>1</sup> GLWA-CON-170 was extended through Change Order Nos. 1-5 for five (5) years. See the table below for the Contract's Change Orders' time frames and dollar amounts. Change Order No. 5 involved delays at the Southwest Water Treatment Plant (WTP), including chain and flight sludge collector failures in two (2) basins with sludge collector systems that were previously rehabilitated. Change Order No. 5 also provided for the cost of the additional mobilization and demobilization at Southwest WTP, and the cost for removal of the increased sludge accumulation at the three (3) plants due to the delays. Additional coverage included the contractor's cost for sourcing equipment and for providing a second crew, including the cost of previously unscheduled winter work.



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the Northeast, Springwells and Southwest Water Treatment Plants to continue GLWA's compliance with the Alum Sludge Corrective Action Plan approved by the Michigan Department of Environmental Quality (MDEQ).

There are no guaranteed minimum or maximum quantities of sludge to be removed under this Proposed Contract. The quantities expressed are estimates only, and the actual quantities of sludge may vary significantly. The Proposed Contract's Exhibit H, Supplemental General Conditions, governs the treatment of quantity variance.

Contract Comparison			
Previous Contract: Mobil Dredging & Video Pipe 2018 - 2026		New Proposed Contract American Process Group, LLC	
Description	Cost	Description	Cost
Initial Term 1/1/2018 - 3/31/2021	\$15,298,560.00	Initial Term Four (4) years and One (1) month	\$18,103,670.54
Change Order No. 1 Additional Term 0 Years/Days	3,500,000.00	-----	-----
Change Order No. 2 Additional Term 0 Years/Days	2,500,000.00	-----	-----
Change Order No. 3 Additional Term 4/1/2021- 3/31/2024	19,608,960.00	-----	-----
Change Order No. 4 Additional Term 4/1/2024 - 9/30/2025	12,314,800.00	-----	-----
Change Order No. 5 Additional Term 10/1/2-25 -05/01/2026	4,895,800.00	-----	-----
Total Contract Cost:	\$58,118,120.00		\$18,103,670.54

The New Proposed Contract (although longer in duration than the prior contract's initial term) is within the cost range for the proposed contractual services and provides comprehensive value. The Prior Contract's initial three-year term was not extended (no days), but \$6,000,000.00 was added to the Contract's total cost. In addition, inflationary rates have increased since the prior contract's execution.



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