



**GLWA Procurement**

**Effective Date:**  
7/1/2024

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FSA\_PRO\_TPL\_0024

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**Document Title:**  
Procurement Board Report

**Document Owner/Department:**  
Procurement Team

**Date: March 18, 2025**  
**To: Suzanne R. Coffey, P.E., Chief Executive Officer**  
**From: Daniel Edwards, Procurement Manager**  
**Re: Procurement Report**

**General Information**

Contract Number:	REQ-0001735	Project Owner:	Andrea Busch
CIP#:	N/A		
Contract Title:	Ferric Chloride		
Vendor:	Kemira Water 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:	1-21-25	Addendums released:	1
Buyer:	Joan Salwasser	Downloaded by:	31
Response due date:	2-26-25	Responses received:	3

**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 <i>(In order of highest to lowest)</i>	B.I.D. Plan <i>(Pass/Fail)</i>	Scored Criteria <i>(0 or 1)</i>			Cert.	Score w/o B.I.D.	Score with B.I.D.
		State of Michigan	GLWA Territory	Econ. Territory			
Kemira Water Solutions	Pass	0	0	0	N/A	97.00	97.00
PVS Technologies, Inc.	Pass	1	1	1	N/A	85.51	88.51
Pencco, Inc	Pass	0	0	0	N/A	56.11	56.11



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<b>RFB - Cost Summary – Ferric Chloride</b>		
<b>Kemira Water Solutions</b>	<b>Price/Dry Ton</b>	<b>Total Annual Cost</b>
Year 1	\$1,012.00	\$ 7,590,000.00
Year 2	\$1,038.77	\$ 7,790,775.00
Year 3	\$1,063.39	\$ 7,975,425.00
<b>PVS Technologies, Inc.</b>	<b>Price/Dry Ton</b>	<b>Total Annual Cost</b>
Year 1	\$1,148.00	\$ 8,610,000.00
Year 2	\$1,175.00	\$ 8,812,500.00
Year 3	\$1,200.00	\$ 9,000,000.00
<b>Pencco, Inc</b>	<b>Price/Dry Ton</b>	<b>Total Annual Cost</b>
Year 1	\$1,749.63	\$13,122,225.00
Year 2	\$1,837.11	\$13,778,325.00
Year 3	\$1,928.97	\$14,467,275.00

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.



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### Previous Contract

Previous contract holder: Kemira Water Solutions

The previous contract, PO-0030939, was for the period of 5/29/2024 through 5/28/2025, for \$5,084,700.00. The contract amount differences between the two contracts are provided in the table below.

Previous Contract Holder		New Proposed Vendor	
Kemira Water Solutions		Kemira Water Solutions	
Price Per Dry Ton	Dry Tons per Year	Price Per Dry Ton	Dry Tons per Year
\$ 997.00	5,100	\$1,102.00	7,500
Total	\$5,084,700.00	Total	\$7,590,000.00

**Note: Usage increase of 2,400 dry tons per year from last contract.**