



GLWA Procurement

Effective Date:
7/1/2024

Document #:
FSA_PRO_TPL_0024

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2/24/2026

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2

Document Title:
Procurement Board Report

Document Owner/Department:
Procurement Team

Date: April 28, 2026
To: Suzanne R. Coffey, P.E., Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information

Contract Number:	REQ-0009121, REQ-0009212 and REQ-0009395	Project Owner:	Shamsul Ahmed
CIP#:	N/A		
Contract Title:	Sodium Bisulfite		
Vendor:	Sulco Chemicals Limited and PVS Nolwood Chemicals, Inc.		
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:	April 15, 2026	Addendums released:	1
Buyer:	Tina Clinkscales	Downloaded by:	25
Response due date:	May 11, 2026	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			
Sulco Chemicals Limited	Pass	0	0	0	N/A	97.00	97.00
PVS Nolwood Chemicals, Inc.	Pass	1	1	1	N/A	76.45	79.45
Alexander Chemical Corporation	Pass	0	0	0	N/A	56.54	56.54



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RFB - Cost Summary - Sodium Bisulfite

Description	Estimated Annual Quantity	Unit of Measure	Unit Cost	Annual Cost
Sulco Chemicals Limited	1200	Ton	\$320	\$384,000.00
PVS Nolwood Chemicals, Inc.	1200	Ton	\$406	\$487,200.00
Alexander Chemical Corporation	1200	Ton	\$549	\$658,800.00

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

These vendors are not currently, nor have been previously, involved in any litigation with GLWA.

Financials

A financial risk assessment was conducted by GLWA via Dun & Bradstreet, and it was determined that the selected vendors have 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: Sulco Chemicals Limited & PVS Nolwood Chemicals Inc.

The previous contract, Contract Nos. 2400198 and 2401588 Sodium Bisulfite, was for the period of 8/1/2024 through 7/31/2026, for \$964,960.00. The contract amount differences between the two contracts are provided in the table below.

	Previous Contract		Proposed Contract	
	Sulco Chemicals Limited	PVS Nolwood Chemicals, Inc.	Sulco Chemicals Limited	PVS Nolwood Chemicals, Inc.
Contract Term	8/1/2024 to 7/31/2026	8/1/2024 to 7/31/2026	8/1/2026 to 7/31/2027	8/1/2026 to 7/31/2027
	Contract Total \$888,640.00	Contract Total \$76,320.00	Contract Total \$1,032,000.00	Contract Total \$152,250.00
Cost Per Ton Water Works Park Lake Huron WRRF	N/A \$279.00/ton \$254.00/ton	\$318.00/ton N/A N/A	N/A \$320.00/ton \$320.00/ton	\$406.00 N/A N/A
Total Contract Amount	\$964,960.00		\$1,184,250.00	

GLWA Facilities	Supplier	Amount of Chemical/year (Ton)	Price/ton (\$)	Annual Contract Amount	Fund Allocation (\$ One (1) Year Total (One (1) Year with Two (2) one-year renewal options)
Water Resource Recovery Facility	Sulco Chemicals Limited	975	\$320.00	\$312,000.00	\$936,000.00
Lake Huron	Sulco Chemicals Limited	100	\$320.00	\$32,000.00	\$96,000.00
Water Works Park	PVS Nolwood Chemicals, Inc.	125	\$406.00	\$50,750.00	\$152,250.00



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All Plants/One year Total	\$394,750.00
Total Three (3) Year Contract Amount	\$1,184,250.00

The substantial increase in price is due to the following:

Inflation	There was an increase in cost for the items listed in the agreement.
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