



**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:** January 3, 2025  
**To:** Suzanne R. Coffey, P.E., Chief Executive Officer  
**From:** Daniel Edwards, Procurement Manager  
**Re:** Procurement Report

**General Information**

Requisition Number:	REQ-0002544, REQ-0002546, REQ-0002551, REQ-0002552, REQ-0002556, REQ-0002557, REQ-0002615	Project Owner:	Balvinder Seghal
CIP#:	N/A		
Contract Title:	Liquid Chlorine – 1-Ton Containers		
Vendor:	JCI Jones Chemicals Inc		
Budget:	Operations and Maintenance		
Federal/State Funded	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		

**Procurement Method**

Specialized Procurement. Please see attached Chemical Board Communication – Chemical Vendor Issues from 12-6-24.

Advertised:	N/A	Addendums released:	N/A
Buyer:	Joan Salwasser	Downloaded by:	N/A
Response due date:	N/A	Responses received:	N/A

**Business Inclusion and Diversity (B.I.D.) - Not Applicable**

The recommended vendor for award did not submit 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			
N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

**Cost Summary – JCI Jones Chemicals Inc (Primary Source)**

Description	Annual Quantity (Tons)	Cost/Ton	Total Annual Cost	Total for 2 Years
Liquid Chlorine 1-Ton Containers (delivered)	1,120.00	\$2,075.00	\$2,324,000.00	\$4,648,000.00



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### Cost Summary – Pencco, Inc. (Secondary Source)

Description	Annual Quantity (Tons)	Cost/Ton	Total Annual Cost	Total for 2 Years
Liquid Chlorine 1-Ton Containers (delivered)	375	\$2,781.60	\$1043,100.00	\$2,086,200.00
<b>Total (JCI Jones Chemicals Inc &amp; Pencco Inc.)</b>	1,495		\$3,367,100.00	\$6,734,200.00

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

Minority Business Enterprise (MBE): JCI Jones Chemicals Inc; No – Pencco Inc.; No  
Detroit Based Business (DBB): JCI Jones Chemicals Inc; No – Pencco Inc.; No  
Small Business Enterprise (SBE): JCI Jones Chemicals Inc; No – Pencco Inc.; 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 the GLWA.

### Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and 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.

### Previous Contracts

- Previous contract holder: JCI Jones Chemicals Inc. (Primary Source)  
The previous contract, PO-0012432, PO-0012433, PO-0012434, PO-0012435, was for the period of 4/1/2019 through 3/31/2025, for \$9,300,000.00. (Current cost per ton \$2,075.00)
- Previous contract holder: Pencco, Inc. (Secondary source)  
The previous contract, PO-0024313, was for the period of 6/14/2022 through 6/15/2025, for \$1,084,578.63. (Current cost per ton \$2,781.60)