



Procurement Form (FOR)

Effective Date:
5/1/2019

Document #:
FSA_PRO_FOR_0040

Revision Date:
4/5/2023

Revision#:
2

Document Title:
Procurement Board Report-RFB

Document Owner/Department:
Procurement Team

Date: January 24, 2024
To: Suzanne R. Coffey, P.E., Chief Executive Officer
From: Daniel Edwards, Procurement Manager
Re: Procurement Report

General Information

Contract Number:	2304915	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

Specialized Procurement

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

Cost Summary - Vendor Name

Description	Unit of Measure	Quantity	Unit Cost	Total Cost
Ferric Chloride	Ton	5,100	\$997.00	5,084,700.00

The chemical market remains unstable. While availability has become consistent, pricing remains volatile for certain chemicals. Key issues affecting chemical pricing are the high demand, pricing of raw material sources and transportation issues related with global conflicts.

Additionally, when this was bid out last year, it resulted in a 25.4% increase for the first year and an additional 10.5% increase for the second year.

While prices for this chemical continue to rise, Kemira Water Solutions has agreed to provide Ferric Chloride at the current price for one (1) year under a specialized procurement. Operating under this specialized procurement at the 2023 price results in a 10.5% cost avoidance to GLWA.



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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.

Business Inclusion and Diversity (B.I.D.)

B.I.D. program required B.I.D. program not required

The recommended vendor for award submitted a B.I.D. plan per the requirements under this solicitation.

The recommended vendor for award did not submit a B.I.D. plan per the requirements under this solicitation.

The vendor received points for the following scored criteria:

Business presence in State of Michigan

Business presence in GLWA service territory area (list the territory)

Business presence in economically disadvantaged GLWA service territory area (list the territory)



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Previous Contract

Previous contract holder: Kemira Water Solutions

The previous Contract No. 2204214, was for the period of 5/29/2023 through 5/28/2024, for \$5,084,700.00. The contract amount differences between the two contracts are provided in the table below.

Contract Number	Contract Period	Unit of Measure	Price	Quantity	Total
2204214	5-29-23 to 5-28-24	Ton	\$ 997.00	5,100	\$ 5,084,700.00
2304915	5-29-24 to 5-28-25	Ton	\$ 997.00	5,100	\$ 5,084,700.00
Difference:					\$ -