



GLWA Procurement

Effective Date:
7/1/2024

Document #:
FSA_PRO_TPL_0024

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Document Title:
Procurement Board Report

Document Owner/Department:
Procurement Team

Date: March 8, 2025

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

From: Daniel Edwards, Procurement Manager

Re: Procurement Report

General Information

Requisition Number:	REQ-0002565, REQ-0003295, REQ-0003301, REQ-0003302, REQ-0003401	Project Owner:	Balvinder Seghal
CIP#:	N/A		
Contract Title:	Aluminum Sulphate		
Vendor:	Chemtrade Chemicals US LLC / PVS Nolwood Chemical Inc		
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

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

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

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			
N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

Cost Summary – Aluminum Sulphate

Year 1 - 3	Chemtrade Chemicals US LLC (4 Water Plants)	PVS Nolwood Chemical Inc (1 Water Plant)	Totals
5-1-25 – 6-30-28	\$14,211,578.90	\$5,559,600.00	\$19,771,178.90

Chemtrade US LLC has agreed to hold their current price of \$408.50/Dry Ton (which has been in effect since June 2022) through 6-30-28. In addition, PVS Nolwood Chemical Inc. also has an Aluminum Sulfate Contract with the current price of \$678.00/Dry Ton and has agreed to extend this price through November 2025.



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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 market data sheet from public bids for the same chemical shown below:

Product	City	St	Last Bid	Approx Yr Qty	Contract expires/ Approx Bid Date	Usage Unit	Unit Price	Annual Est Contract Amt	Current Vendor
Aluminum Sulfate	Ashland	OH	2/14/2025	60	3/31/2026	dry tons	\$ 625.34	\$ 37,520.34	Usalco
Aluminum Sulfate	Port Huron	MI	2/12/25	430	2/28/2026	dry tons	\$ 562.00	\$ 241,660.00	Catalynt Solutions
Aluminum Sulfate	Port Clinton	OH	10/3/2024	350	12/31/2025	dry tons	\$ 534.00	\$ 186,900.00	Chemtrade
Aluminum Sulfate	Bloomington	IN	10/17/24	750	12/31/2025	dry tons	\$ 665.00	\$ 498,750.00	Chemtrade
Aluminum Sulfate	Fostoria	OH	10/27/2023	200	12/31/2025	dry tons	\$ 580.16	\$ 116,032.00	Usalco
Aluminum Sulfate	Taylorville	IL	11/4/24	240	12/31/2025	dry tons	\$ 530.00	\$ 127,200.00	Chemtrade
Aluminum Sulfate	Painesville	OH	3/11/2024	300	6/30/2025	dry tons	\$ 574.47	\$ 172,341.00	Usalco
Aluminum Sulfate	Bucyrus	OH	3/13/2024	72	3/31/2025	dry tons	\$ 573.65	\$ 41,302.80	Usalco
Aluminum Sulfate	Ashland	OH	2/14/2024	60	2/28/2025	dry tons	\$ 584.12	\$ 35,047.20	Usalco
Aluminum Sulfate	Bloomington	IN	11/28/23	255,157	12/31/2024	dry tons	\$ 635.00	\$ 162,024,695.00	Chemtrade
Aluminum Sulfate	Avon Lake	OH	5/17/2024	600	12/31/2024	dry tons	\$ 590.48	\$ 354,288.00	Usalco
Aluminum Sulfate	Decatur	IL	11/7/2023	1,300	12/31/2024	dry tons	\$ 533.59	\$ 693,667.00	USALCO
Aluminum Sulfate	Village of Wilmette	IL	11/3/23	235	12/31/2024	dry tons	\$ 628.26	\$ 147,641.10	USALCO
Aluminum Sulfate	Port Huron	MI	2/16/23	440	2/28/2024	dry tons	\$ 572.00	\$ 251,680.00	Chemtrade
Aluminum Sulfate	Bloomington	IN	12/7/22	510	12/31/2023	dry tons	\$ 620.00	\$ 316,200.00	Chemtrade
Aluminum Sulfate	Taylorville	IL	12/1/22	240	12/31/2023	dry tons	\$ 530.00	\$ 127,200.00	Chemtrade
Aluminum Sulfate	Lima	OH	11/17/2022	150	12/31/2023	dry tons	\$ 548.00	\$ 82,200.00	Chemtrade

Other Data Requested by GLWA Board Members for Recommended Vendor

Minority Business Enterprise (MBE): No
Detroit Based Business (DBB): PVS Nolwood Chemical Inc



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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.

Previous Contract

Previous contract holder: Chemtrade Chemicals US LLC

The previous purchase orders, 13506, 13507, 13508, 14481, 14498, 31328, PO-1002643, were for the period of 7/1/2019 through 4/30/2025, for \$19,052,283.75. The contract amount difference between the two contracts are provided in the table below.

Aluminum Sulphate	Start date	End date	Value
Previous Contract	7/10/2019	4/30/2025	\$ 19,052,283.75
Proposed Contract	5/01/2025	6/30/2028	\$ 17,614,133.70
<i>Note: The proposed contract includes increased usage.</i>			