



GLWA Procurement

Effective Date:
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FSA_PRO_TPL_0024

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Document Title:
Procurement Board Report

Document Owner/Department:
Procurement Team

Date: September 10, 2025

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

From: Daniel Edwards, Procurement Manager

Re: Procurement Report

General Information

Contract Number:	REQ-0003866, REQ-0004025, REQ-0004027, REQ-0005477, REQ-0006392	Project Owner: Balvinder Sehgal
CIP#:	N/A	
Contract Title:	Phosphoric Acid	
Vendor:	PVS Nolwood Chemicals, Inc. and Aqua Smart 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:	August 27, 2025	Addendums released:	1
Buyer:	Tina Clinkscales	Downloaded by:	30
Response due date:	September 17, 2025	Responses received:	7

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 (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			
PVS Nolwood Chemicals, Inc.	Pass	1	1	1	No	97.00	100.00
Aqua Smart, Inc.	Pass	0	0	0	No	93.33	93.33
Shannon Chemical Corporation	Pass	0	0	0	No	91.44	91.44
Univar Solutions, USA, LLC.	Pass	0	0	0	No	90.36	90.36
Carus LLC.	Pass	0	0	0	No	89.20	89.20
*Riverland Trading, LLC.	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Alexander Chemical Corporation	Pass	0	0	0	No	84.19	84.19



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RFB - Cost Summary – Phosphoric Acid

Description	Estimated Annual Quantity	Unit of Measure	Unit Cost	Annual Cost
PVS Nolwood Chemicals, Inc.	456,688	Gallon	7.89	\$3,603,368.32
Aqua Smart, Inc.	456,688	Gallon	8.20	\$3,744,841.60
Shannon Chemical Corporation	456,688	Gallon	8.37	\$3,822,478.56
Univar Solutions, USA, LLC.	456,688	Gallon	8.47	\$3,868,247.36
Carus LLC.	456,688	Gallon	8.58	\$3,918,383.04
*Riverland Trading, LLC.	456,688	Gallon	8.91	\$4,069,090.08
Alexander Chemical Corporation	456,688	Gallon	9.09	\$4,151,293.92

*Vendor disqualified, required documentation not submitted.

Provisionary Allowance is an amount included in the Contract Price to reimburse the Contractor for the cost to furnish and perform Work that is uncertain. Any remaining balance upon Final Completion shall be retained by the GLWA and not paid to the Contractor.

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



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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, Requisition 2304995 and 2304996/SCN-0000646 was split between PVS Nolwood Chemicals, Inc. and Univar Solutions USA, LLC. to provide risk mitigation, reducing dependency on a single source. The contract amount differences between the two contracts are provided in the table below.

Previous Contract		Proposed Contract	
PVS Nolwood Chemicals, Inc.	Univar Solutions USA, LLC	PVS Nolwood Chemicals, Inc.	Aqua Smart, Inc.
4-25-2024 to 12-31-2025	4-25-2024 to 11-30-2025	12-1-2025 to 11-30-2027	12-1-2025 to 11-30-2027
\$7.35/Gallon	\$7.35/Gallon	\$7.89/Gallon	\$8.20/Gallon

Proposed Contract: REQ-0003866, REQ-0004025, REQ-0004027, REQ-0005477, REQ-0006392					
GLWA Facilities	Supplier	Amount of Chemical/year (Gallons)	Percentage Allocation	Price/ton (\$)	Fund Allocation (\$)
Lake Huron, Northeast	PVS Nolwood Chemicals, Inc.	277,687.08	55	\$7.89	\$2,190,951.06
Springwells, Southwest, Water Works Park	Aqua Smart Inc.	224,000.00	45	8.20	1,836,800.00
All Plants/year		501,687.08	100		4,027,751.06
Initial Two-Year Term		1,003,374.16			8,055,502.12
Two One-Year Renewal Options (\$4,027,751.06 each)					8,055,502.12
Total Contract Cost					\$16,111,004.24