



## GLWA Procurement

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**Document Title:**  
Procurement Board Report

**Document Owner/Department:**  
Procurement Team

**Date:** October 16, 2025

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

**From:** Daniel Edwards, Procurement Manager

**Re:** Procurement Report

### General Information

|                      |                                                                     |                |               |
|----------------------|---------------------------------------------------------------------|----------------|---------------|
| Contract Number:     | REQ-0006337,<br>REQ-0006980<br>REQ-0006981                          | Project Owner: | Biji Varghese |
| CIP#:                | N/A                                                                 |                |               |
| Contract Title:      | Sodium Hypochlorite                                                 |                |               |
| Vendor:              | JCI Jones Chemicals, Inc. 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:        | 9-17-2025        | Addendums released: | 2  |
| Buyer:             | Tina Clinkscales | Downloaded by:      | 31 |
| Response due date: | 10-13-2025       | 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<br>(In order of highest to lowest) | B.I.D. Plan<br>(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 |       |                  |                   |
| JCI Chemicals, Inc.                       | Pass                       | 1                        | 1              | 0               | No    | 97.00            | 99.00             |
| PVS Nolwood Chemical, Inc.                | Pass                       | 1                        | 1              | 1               | No    | 89.47            | 92.47             |
| Alexander Chemicals, Inc.                 | Pass                       | 0                        | 0              | 0               | No    | 81.84            | 81.84             |



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### RFB - Cost Summary – Sodium Hypochlorite

| Description                    | Estimated Annual Quantity | Unit of Measure | Unit Cost | Annual Cost    |
|--------------------------------|---------------------------|-----------------|-----------|----------------|
| JCI Jones Chemicals Inc.       | 1,900,000                 | Gallon          | \$1.41    | \$2,821,500.00 |
| PVS Nolwood Chemicals, Inc.    | 1,900,000                 | Gallon          | \$1.61    | \$3,059,000.00 |
| Alexander Chemical Corporation | 1,900,000                 | Gallon          | \$1.76    | \$3,355,000.00 |

*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 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.



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### Previous Contract

Previous contract holder: PVS Nolwood Chemicals, Inc.

The previous contract Requisition Nos. REQ-0001999, REQ-0002136, REQ-0002137/SCN-0000646 Sodium Hypochlorite, was for the period of 11/1/2024 through 12/31/2025, for \$6,298,968.75. The contract amount differences between the two contracts are provided in the table below.

| Previous Contract                 | Proposed Contract                 |                                   |
|-----------------------------------|-----------------------------------|-----------------------------------|
| PVS Nolwood Chemicals, Inc.       | JCI Jones Chemicals Inc.          | PVS Nolwood Chemicals, Inc.       |
| 11-1-2024 to 12-31-2025           | 1-1-2026 to 12-31-2026            | 1-1-2026 to 12-31-2026            |
| \$2.885/Gallon                    | \$1.49/Gallon                     | \$1.61/Gallon                     |
| Contract Amount<br>\$6,298,968.70 | Contract Amount<br>\$6,326,391.00 | Contract Amount<br>\$2,369,115.00 |

| GLWA Facilities                      | Supplier                    | Amount of Chemical/year (Gallons) | Price/ton (\$) | Annual Contract Amount | Fund Allocation (\$)<br>Three (3) Year Total (One Year with Two (2) One-year renewal options) |
|--------------------------------------|-----------------------------|-----------------------------------|----------------|------------------------|-----------------------------------------------------------------------------------------------|
| CSO Basins                           | JCI Jones Chemicals, Inc.   | 1,415,300                         | \$1.49         | \$2,108,797.00         | \$6,326,391.00                                                                                |
| Water Resource and Recovery Facility | PVS Nolwood Chemicals, Inc. | 450,000                           | \$1.61         | \$724,500.00           | \$2,173,500.00                                                                                |
| *Water Operations Belle Isle Intake  | PVS Nolwood Chemicals Inc.  | 40,500                            | \$1.61         | \$65,205.00            | \$195,615.00                                                                                  |
| All Plants/One year total            |                             |                                   |                | \$2,898,502.00         |                                                                                               |
| Total Three (3) Year Contract Amount |                             |                                   |                |                        | \$8,695,506.00                                                                                |



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\*The unit price per gallon for Sodium Hypochlorite has decreased from \$2.885 to \$1.49 and \$1.61. The increase in overall cost is due to the addition of Water Operations Bell Isle Intake's usage of the chemical captured in this agreement.