

**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:** March 4, 2024**To:** Suzanne R. Coffey, P.E., Chief Executive Officer**From:** Daniel Edwards, Procurement Manager**Re:** Procurement Report**General Information**

Contract Number:	2304995/2304996	Project Owner:	Balvinder Sehgal
CIP#:	N/A		
Contract Title:	Phosphoric Acid		
Vendors:	PVS Nolwood Chemicals Inc.	Univar Solutions USA LLC	
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:	1-25-24	Addendums released:	5
Buyer:	Joan Salwasser	Downloaded by:	30
Response due date:	2-28-24	Responses received:	6

Cost Summary – Phosphoric Acid

Description	Unit of Measure	*6 Month Volume	Unit Cost	Total 6 Month Cost (Initial Period)	Total (Initial Period + Two (2) 6 Month Renewals)
PVS Nolwood Chemicals, Inc.	Gallon	260,000	\$7.77	\$2,020,200.00	\$6,060,600.00
Univar Solutions USA LLC	Gallon	260,000	\$8.29	\$2,155,400.00	\$6,466,200.00
Chemrite, Inc.	Gallon	260,000	\$10.08	\$2,620,800.00	\$7,862,400.00
Carus LLC	Gallon	260,000	\$10.56	\$2,745,600.00	\$8,236,800.00
Shannon Chemical Corporation	Gallon	260,000	\$11.31	\$2,940,600.00	\$8,821,800.00
*Webb Chemical Service Corporation	Gallon	N/A	N/A	N/A	N/A
Totals					

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



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attached bid tabulation.

Vendor Name	B.I.D. Plan (Pass/Fail)	Score w/o B.I.D.	State of Michigan (1 pt.)	GLWA Territory Area (1 pt.)	Economically Disadvantaged Territory (1 pt.)	Score w/B.I.D.	Certifications
PVS Nolwood Chemicals, Inc.	Pass	97.00	1	1	1	100.00	No
Univar Solutions USA LLC	Pass	90.92	0	0	0	90.92	No
Chemrite, Inc.	Fail	74.77	0	0	0	74.77	No
Carus LLC	Fail	71.37	0	0	0	71.37	No
Shannon Chemical Corporation	Pass	66.64	0	0	0	66.64	No
*Webb	Fail	0	1	0	0	0	No

*Bid Not Responsive – Vendor did not submit a bid bond with its bid as required by the RFB.

Business Inclusion and Diversity (B.I.D.) – PVS Nolwood Chemicals, Inc.

- ☒ 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 (Detroit)
- ☒ Business presence in economically disadvantaged GLWA service territory area (Detroit)

Business Inclusion and Diversity (B.I.D.) – Univar Solutions USA LLC

- ☒ 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



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

Other Data Requested by GLWA Board Members for Recommended Vendor

PVS Nolwood Chemicals, Inc.

Minority Business Enterprise (MBE): No

Detroit Based Business (DBB): Yes

Small Business Enterprise (SBE): No

Univar Solutions USA LLC

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

The two recommended 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 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 holders: PVS Nolwood Chemicals, Inc. and Univar solutions LLC.

The previous purchase orders were for the period of 9/1/2023 through 3/31/2024, for \$5,064,072.00. The contract amount differences between the two contracts are provided in the table below.



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Vendor	PO Numbers	Volume - 6 Months	Previous Price Per Gallon	Previous Total Cost	New Price Per Gallon	New Total Cost (6 Months)	6 Month Savings:
PVS Nolwood Chemicals, Inc.	27992, 28134, 28289, 29337, 29351	260,000	\$9.96	\$2,589,600.00	\$7.77	\$2,020,200.00	\$569,400.00
Univar Solutions LLC	29219, 29338, 21432, 21491, 21553	260,000	\$9.5172	\$2,474,472.00	\$8.29	\$2,155,400.00	\$319,072.00
				\$5,064,072.00		\$4,175,600.00	\$888,472.00

New Contract Total Savings: Initial Period + Two (2) 6-Month Renewals: \$2,665,416.00