



2025-2026 Chemical Consortium PVS Technologies, Inc. Supplier Response

Event Information

Number: 2025-2026 Chemical Consortium
Title: 202503063901
Type: Request for Proposal- Sealed
Issue Date: 3/6/2025
Deadline: 3/20/2025 02:00 PM (ET)
Notes: Notice to Bidders:

Sealed Proposals in response to this Request for Proposal ("RFP") will be received by the Board of Water and Light ("BWL") for furnishing of Mid-Michigan Water Chemical Consortium 2025-2026.

Proposals must be in full accordance with the enclosed Scope of Work.

Proposals must be submitted through IonWave. Proposals received via e-mail will not be accepted.

The BWL reserves the right to reject any or all Proposals, waive irregularities or technicalities in any Proposal, and accept any Proposal in whole or in part, which in the opinion of the BWL, is in its best interest. The BWL does not limit the methods or factors to be used for evaluation.

Contact Information

Contact: Monica Clark
Address: 1110 South Pennsylvania Ave.
Lansing, MI 48912

Email: Monica.Clark@LBWL.COM

PVS Technologies, Inc. Information

Contact: Shauna Barthel / Daesha Foster
Address: 10900 Harper Avenue
Detroit, MI 48213
Phone: (313) 921-1200
Email: bids@pvschemicals.com

By submitting your response, you certify that you are authorized to represent and bind your company.

Tatyana Lipanovich

Signature

Submitted at 3/20/2025 10:54:02 AM (ET)

bids@pvschemicals.com

Email

Requested Attachments

Exceptions to Terms and Conditions (if applicable)

No response

Other Attachment

Corporate Resolution - NSF -
SDS.pdf

Sworn and Notarized Affidavit of Compliance

Sworn and Notarized Affidavit.pdf

Bid Attributes

1 Company Contact

Please provide the primary contact's name, e-mail, and phone number for this proposal.

Shauna Barthel / Daesha Foster (Bids Department), bids@pvschemicals.com, 313-921-1200; Tatyana Lipanovich (Director of Sales), tlipanovich@pvschemicals.com 313-319-7868

2 How many years has your firm been in business under the present ownership?

38

3 Have you done business with the Board of Water and Light? If so, furnish specifics.

Yes, supplied ferric chloride.

4 Have you done business with the City of Lansing? If so, furnish specifics.

Yes, currently supplying ferric chloride

5 Have you ever defaulted on a contract or been involved in litigation with the BWL or the City of Lansing? If so, furnish specifics.

No

6 Have you ever defaulted on a contract or been involved in litigation with any other client in the past five years? If so, furnish specifics.

No

7 List any relationships between your firm's staff and any current BWL employee.

No

8	List at least three (3) references for similar work you have performed for other clients. Include client's name, contact name, title and phone number. <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> City of Trenton, Isabel Garcia, Purchasing Agent, 609-989-3138, District of Columbia Water, Scott Kang, Senior Sourcing Specialist, 202-787-7058; Middlesex Water Company, Matthew Watts, Treatment Planner, 973-393-1251 </div>
9	List subcontractors that you plan to use on this project. <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> Not Applicable </div>
10	Indicate any exceptions to the enclosed Terms and Conditions If YES, Contractor must provide red-lined editing on the BWL Terms and Conditions Microsoft Word document only. Any submission of, or general references to Contractor Terms and Conditions in its entirety anywhere within the proposal will invalidate the proposal. <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> No </div>
11	Acknowledgment of receipt of any Addendas issued. <div style="border: 1px solid black; padding: 5px; margin-top: 5px;"> Yes </div>
12	Confirm you have reviewed all attachments included in this solicitation. <input checked="" type="checkbox"/> Yes
13	I have read and agreed. The Bidder states that this proposal is made in conformity with the Proposal Documents and agrees that, in the event of any discrepancies or differences between any conditions of their proposal and the Proposal Documents provided in the Instructions to Bidders and completed by the bidder, the provisions of the latter shall prevail. No verbal or written agreements or understandings considered or entered into prior to signing of a contract in the form of a purchase order, shall be binding after the signing of the contract unless incorporated in the contract. The Bidder certifies that this proposal is made in good faith, upon the best information, with knowledge and accuracy, and without collusion or connection with any other person or persons submitting proposals for the work. <input checked="" type="checkbox"/> I have read and agreed

Bid Lines

1	Sodium Hypochlorite (per gallon) Quantity: <u> 1 </u> UOM: <u> GAL </u> Manufacturer: <div style="border: 1px solid black; padding: 2px;">No response</div> Manufacturer #: <div style="border: 1px solid black; padding: 2px;">No response</div>	No Bid
2	Sodium Hypochlorite Demurrage (first 4 hours free) Quantity: <u> 1 </u> UOM: <u> HR </u> Manufacturer: <div style="border: 1px solid black; padding: 2px;">No response</div> Manufacturer #: <div style="border: 1px solid black; padding: 2px;">No response</div>	No Bid

3	Hydrofluosilic Acid- 40,000 lbs. minimum shipments		
Quantity: <u> 1 </u> UOM: <u> TON </u>			No Bid
Manufacturer: <u> No response </u>			
Manufacturer #: <u> No response </u>			

4	Hydrofluosilic Acid- 30,000 lbs. minimum shipments		
Quantity: <u> 1 </u> UOM: <u> TON </u>			No Bid
Manufacturer: <u> No response </u>			
Manufacturer #: <u> No response </u>			

5	Hydrofluosilic Acid- multiple locations in 40,000 lbs. minimum shipments		
Quantity: <u> 1 </u> UOM: <u> TON </u>			No Bid
Manufacturer: <u> No response </u>			
Manufacturer #: <u> No response </u>			

6	Hydrofluosilic Acid- Demurrage (first 4 hours free)		
Quantity: <u> 1 </u> UOM: <u> HR </u>			No Bid
Manufacturer: <u> No response </u>			
Manufacturer #: <u> No response </u>			

7	Ferric Chloride- Dry Tons		
Quantity: <u> 1 </u> UOM: <u> TON </u> Price: <u> \$1,142.00 </u> Total: <u> \$1,142.00 </u>			
Manufacturer: <u> PVS Technologies, Inc., </u>			
Manufacturer #: <u> No Alternative </u>			

8	Ferric Chloride-Demurrage (first 4 hours free)		
Quantity: <u> 1 </u> UOM: <u> EA </u> Price: <u> \$125.00 </u> Total: <u> \$125.00 </u>			
Manufacturer: <u> PVS Technologies, Inc. </u>			
Manufacturer #: <u> No Alternative </u>			
Supplier Notes: <u> Pricing is per Dry Ton. Demurrage is \$125.00 an hour. (After first 4 hours free) </u>			

9	Pebble Quicklime		
Quantity: <u> 1 </u> UOM: <u> TON </u>			No Bid
Manufacturer: <u> No response </u>			
Manufacturer #: <u> No response </u>			

10	Pebble Quicklime- Demurrage (first 4 hours free)	No Bid
	Quantity: <u> 1 </u> UOM: <u> HR </u>	
	Manufacturer: <u>No response</u>	
	Manufacturer #: <u>No response</u>	
11	Soda Ash	No Bid
	Quantity: <u> 1 </u> UOM: <u> TON </u>	
	Manufacturer: <u>No response</u>	
	Manufacturer #: <u>No response</u>	
12	Soda Ash- Demurrage (first 4 hours free)	No Bid
	Quantity: <u> 1 </u> UOM: <u> HR </u>	
	Manufacturer: <u>No response</u>	
	Manufacturer #: <u>No response</u>	

Response Total: \$1,267.00

BEST AND FINAL OFFER

Lansing Board of Water and Light RFP: Mid-Michigan Water Chemical Consortium 2025-2026

Thank you for participating in the bidding for our 2025-2026 Chemical Consortium. We have chosen to proceed with a BAFO request to lock in the best competitive pricing. Please provide the Best and Final Offer on the Bid Lines in the attached BAFO format. This is the same pricing format provided in the RFP. If you choose not to provide best and final offer pricing, your company will still be included as a bidder and evaluated per your original bid. If you choose to provide a BAFO, only your new (lower price) bid will be considered. This is a chance for all companies to provide the best possible pricing for BWL as the competition increases for water treatment chemicals.

Please complete this page of the BAFO, sign, and date. All responses are due via e-mail directly to me at Monica.Clark@lbwl.com by Monday, March 31st, 2024, at 2:00 local time.

Lin e #	Description	Q TY	UOM	ORIGINAL BID PRICE	BAFO PRICE
1	Sodium Hypochlorite (per gallon)	1	GAL	NO BID	NO BID
2	Sodium Hypochlorite Demurrage (first 4 hours free)	1	HR	NO BID	NO BID
3	Hydrofluosilic Acid- 40,000 lbs. minimum shipments	1	TON	NO BID	NO BID
4	Hydrofluosilic Acid- 30,000 lbs. minimum shipments	1	TON	NO BID	NO BID
5	Hydrofluosilic Acid- multiple locations in 40,000 lbs. minimum shipments	1	TON	NO BID	NO BID
6	Hydrofluosilic Acid- Demurrage (first 4 hours free)	1	HR	NO BID	NO BID
7	Ferric Chloride- Dry Tons	1	TON	\$1,142.00/DT	\$1,142.00/DT
8	Ferric Chloride-Demurrage (first 4 hours free)	1	EA	\$125.00/per hour	\$125.00/per hour
9	Pebble Quicklime	1	TON	NO BID	NO BID
10	Pebble Quicklime- Demurrage (first 4 hours free)	1	HR	NO BID	NO BID
11	Soda Ash	1	TON	NO BID	NO BID
12	Soda Ash- Demurrage (first 4 hours free)	1	HR	NO BID	NO BID

Supplier Information

Company Name: PVS Technologies, Inc.

Contact Name: Tatyana Lipanovich

Address: 10900 Harper Avenue, Detroit, MI 48213

Phone: 313-319-7868

Supplier Notes:

By submitting your response, you certify that you are authorized to represent and bind your company.

Print Name: Tatyana Lipanovich

Signature:

