



## Check List


RFP Title: Mid-Michigan Water Bulk Chemical Consortium for 2021/2022 RFP

**Instructions: Please provide a (✓) next to each item to signify completion. Submit this Check List with your Proposal submission.**

1.  Reviewed *Notice to Bidders*.
2.  Reviewed *Instructions to Bidders*. **All Proposals *must* strictly conform to these instructions to be considered.**
3.  Reviewed all the Proposal Documents, and can provide the materials, specifications, and/or services. (Please refer to Section 1 of the *Instructions to Bidders for a list of the Proposal Documents*).
4.  Enclosed a thoroughly completed and signed the *Proposal Form*, along with other required documentation listed in the Scope of Work.
5.  Reviewed *BWL's Standard Terms and Conditions, Master Service Agreement, and/or Software License Agreements*. Please refer to Section 3 of the Instructions to Bidders. (Specifically, any exceptions must be provided as redlines to be considered.) Provide any End User License Agreements related to software purchases (if applicable). Review each entity's terms and conditions, insurance requirements, etc. and provide markup to any exceptions.
6.  Reviewed and can **adhere** to the insurance coverage requirements outlined in *BWL's Standard Terms and Conditions*. (Any exceptions **must be** provided as redlines to be considered as provided in Section 3 of the Instructions to Bidders.) **As a reminder, a Certificate of Insurance consistent with *BWL's Standard Terms and Conditions*, as well as every other entity, is required before any purchase of goods or work can begin.**
7.  Enclosed a completed *Iran Economic Sanctions Form*, with a notarized signature.

8.  Enclosed any issued Addendum Acknowledgment(s).
9.  N/A Enclosed the Proposal Security, if required under Section 2 of the *Instructions to Bidders*.

***By initializing this Check List, you are acknowledging that you have reviewed and understand each of the foregoing and that any Proposal received after due date, will be rejected from any consideration.***

Initials:  Date: 02/26/2021



**PROPOSAL FORM**  
**Mid-Michigan Water Bulk Chemical Consortium 2021/2022 RFP**

**Note: This form may be completed using MS Word®**

**Provide the following business and contact information:**

Legal Name: <b>PVS Technologies, Inc.</b>		Federal ID or Social Security Number: <b>38-1949201</b>
Address: <b>10900 Harper Avenue</b>		State of Incorporation: <b>Michigan</b>
City: <b>Detroit</b>	State & Zip: <b>Michigan 48213</b>	Primary E-Mail: <b>bids@pvschemicals.com</b>
Type of Organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> LLC <input type="checkbox"/> LLP <input type="checkbox"/> Sole Proprietor <input type="checkbox"/> Partnership <input type="checkbox"/> S-Corporation <input type="checkbox"/> Other (Explain)		
Office Phone: <b>313-571-1100</b>	Alternate Office Phone: <b>313-921-1200</b>	Office Fax: <b>313-571-6765</b>
Primary Contact: <b>Craig Mikkelson</b>	Contact Phone: <b>313-571-1100</b>	Contact Fax: <b>313-571-6765</b>
Contact Mobile: <b>313-718-0418</b>	Contact E-Mail: <b>cmikkelson@pvschemicals.com</b>	Website URL: <b>www.pvschemicals.com</b>

**Provide responses to the following questions:**

How many years has your firm been in business under the present ownership?	<b>35 Years</b>
Have you done business with the Board of Water and Light? Or any other consortium entity? If so, furnish specifics.	<b>Yes, supplied Ferric Chloride for many years.</b>
Have you done business with the City of Lansing? If so, furnish specifics.	<b>Yes, supplied Ferric Chloride for many years.</b>
Have you ever defaulted on a contract or been involved in litigation with the Board of Water and Light or the City of Lansing or any other consortium entity? If so, furnish specifics.	<b>No</b>
Have you ever defaulted on a contract or been involved in litigation or pending litigation or claims with any other client in the past five years? If so, furnish specifics.	<b>No</b>
List any relationships between your firm's staff and any current BWL or other consortium entity employee.	<b>None</b>
Specify your background, training, experience, credentials and other factors which qualify you to perform the work described in the Scope of Work included in this Request for Proposal.	<b>1. Produce Ferric Chloride in Detroit, MI 2. Company owned trucks for delivery.</b>
List at least three (3) references for similar work you have performed for other clients. Include Client name, contact name, title and phone number.	<b>See attached list.</b>
List subcontractors that you plan to use on this project (including trucking services). Required Field.	<b>None.</b>



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<b>Indicate any exceptions to the enclosed Terms and Conditions for Chemicals from participating consortium entities.</b>	None.
Include any additional information you may deem helpful in evaluating your proposal.	

The undersigned Bidder hereby acknowledges receipt of the following addenda:

Addendum No.	Date	Enter addenda numbers and received dates if applicable
1	02/23/2021	
2	02/24/2021	

Activity	Unit Pricing
Sodium Hypochlorite  Chemical:  Demurrage:	\$ <u>    No bid    </u> / gal  \$ <u>    No bid    </u> / hour *first 4 hours free
Hydrofluosilic Acid  Chemical in minimum 40,000 lbs. shipments:  Chemical in minimum 30,000 lbs. shipments:  Chemical split between multiple locations in minimum 40,000 lbs. shipments:  Demurrage:	\$ <u>    No bid    </u> / ton  \$ <u>    No bid    </u> / ton  \$ <u>    No bid    </u> / ton  \$ <u>    No bid    </u> / hour *first 4 hours free
Ferric Chloride  Dry Chemical:  Liquid Chemical:  Demurrage:	\$ <u>  592.00  </u> Dry / ton  \$ <u>  225.00  </u> Wet / ton  \$ <u>   95.00   </u> / hour *first 4 hours free
Pebble Quick Lime  Chemical:  Demurrage:	\$ <u>    No bid    </u> / ton  \$ <u>    No bid    </u> / hour *first 4 hours free
Soda Ash  Demurrage:	\$ <u>    No bid    </u> /ton  \$ <u>    No bid    </u> /hour *first 4 hours free



**PROPOSAL FORM**  
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Product meets quality specifications in the Scope of Work?	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If No, explain (use additional pages if needed):
Able to meet delivery requirements for each municipality included in the Scope of Work? Including but not limited to delivery days of week, hours, load size, unloading requirements. If vendor has a minimum delivery different from that above, note it here.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If No, explain (use additional pages if needed):
Able to provide insurance requirements and other requirements as included for each municipality? This must be substantiated before contract award.	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> If No, explain (use additional pages if needed):
Please note any exceptions taken, if any. Use additional pages if needed).	None.

The undersigned 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, 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 undersigned Bidder certifies that this proposal is made in good faith, without collusion or connection with any other person or persons submitting proposals for the work.

Company Name: PVS Technologies, Inc.
Signature: <i>Craig Mikkelson</i>
Name: Craig Mikkelson
Title: Vice President of Sales & Marketing
Date: 02/26/2021

**END OF PROPOSAL FORM**



# SWORN AND NOTARIZED AFFIDAVIT OF COMPLIANCE

## IRAN ECONOMIC SANCTIONS ACT

Michigan Public Act No. 517 of 2012

All bidders must submit the following certification statement in compliance with Public Act No. 517 of 2012 (the "Iran Economic Sanctions Act") and attach this form to the bid. **The Lansing Board of Water & Light shall not accept any bid that does not include this sworn and notarized certification of statement.**

The undersigned, the owner or authorized officer of PVS Technologies, Inc. (the Bidder), pursuant to the compliance certification requirement provided in the Lansing Board of Water & Light Request for Proposal, hereby certifies, represents and warrants that the Bidder (including its officers, directors and employees) is not an "Iran linked business" within the meaning of the Iran Economic Sanctions Act, and that in the event the Bidder is awarded a contract as a result of the aforementioned Request for Proposal, the Bidder will not become an "Iran linked business" at any time during the course of performing the work or any services under the contract.

Specifically, the undersigned, owner or authorized officer of PVS Technologies, Inc. (the Bidder) attests it does not fall within the following definition of a "Iran linked business" under the Iran Economic Sanctions Act:

***MCL 129.312 (e) of the Act provides:***

*(e) "Iran linked business" means either of the following:*

*(i) A person [as defined below by MCL 129.312(f)] engaging in investment activities in the energy sector of Iran, including a person that provides oil or liquefied natural gas tankers or products used to construct or maintain pipelines used to transport oil or liquefied natural gas for the energy sector of Iran.*

*(ii) A financial institution that extends credit to another person, if that person will use the credit to engage in investment activities in the energy sector of Iran.*

***MCL 129.312(f) of the Act defines "Person" as follows:***

*(f) "Person" means any of the following:*

*(i) An individual, corporation, company, limited liability company, business association, partnership, society, trust, or any other nongovernmental entity, organization, or group.*

*(ii) Any governmental entity or instrumentality of a government, including a multilateral development institution, as defined in section 1701(c)(3) of the international financial institutional act, 22 USC 262r(c)(3).*

The Bidder further acknowledges that any person who is found to have submitted a false certification is responsible for a civil penalty of not more than \$250,000.00 or two (2) times the amount of the contract or proposed contract for which the false certification is made, whichever is greater, the cost of the Lansing Board of Water & Light's investigation, and reasonable attorney fees, in addition to the fine. Moreover, any person who submitted a false certification shall be ineligible to bid on a Request for Proposal for three (3) years from the date it is determined that the person has submitted the false certification.

BIDDER

PVS Technologies, Inc.

By: Craig Mikkelson

Its: Vice President of Sales & Marketing

Date: 02/26/2021

STATE OF Michigan )

COUNTY OF Wayne )

This instrument was acknowledged before me on the 26th day of February, 2021, by  
Eileen McDonnell

Eileen McDonnell

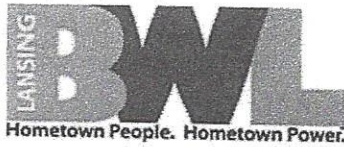
, Notary Public

Wayne County, Michigan My

Commission Expires: 12/23/2026 Acting

in the County of: Wayne





February 23, 2021

**Potential Bidders**

Street No. and Suite #

City, State - Zip

Subject: Mid-Michigan Water Bulk Chemical Consortium for 2021/2022 RFP

Dear Bidder,

Attached to this letter is **Addendum No. 01** to subject Request for Proposal.

This Addendum:

1. Questions and Answers.
2. Mandatory Pre-Bid Participants

Bidders are reminded to sign the attached Addendum Acknowledgement Form and return it with their proposal. All other requirements of the RFP remain the same as before.

Please direct any questions to the undersigned.

Sincerely,

**Tony De Luca, Buyer**

Purchasing & Warehousing Department

(517) 702-6194 Phone

(517) 702-6042 Fax

[tony.deluca@lbwl.com](mailto:tony.deluca@lbwl.com)





## NOTICE TO BIDDERS

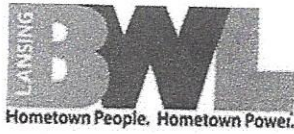
### ADDENDUM NO. 01

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This Addendum contains changes to and/or provides information related to the requirements of the Request for Proposal documents and shall be incorporated therein. The changes shall apply to the work with the same meaning and force as if they had been included in the original document. The remaining of the Request for Proposal documents not modified by this Addendum remains in full force and effect.

Bidder shall Acknowledge this Addendum in writing by signing the attached Addendum Acknowledgement form and returning it with its proposal. Failure of Bidder to acknowledge this **Addendum No. 01** may cause the Bidder to be considered as "non-responsive".

Where required, Bidder shall replace the pages in the Request for Proposal Document with the corresponding revised pages included in this Addendum. The proposals submitted must include the latest Revision, as of the date of the Proposal, of all pages.

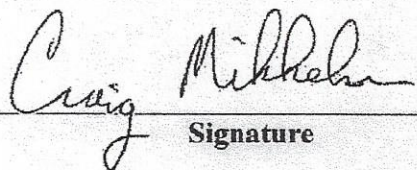


**ADDENDUM ACKNOWLEDGEMENT**

The undersigned Bidder acknowledges receipt of **Addendum No. 01**, dated 2/22/2021, to Request for Proposal for Mid-Michigan Water Bulk Chemical Consortium for 2021/2022 RFP, and certifies that it has considered same in formulating its proposal.

**Name of Bidder:** PVS Technologies, Inc.

**Address of Bidder:** 10900 Harper Ave  
Detroit Michigan 48213

**Acknowledged By:**   
**Signature**

Craig Mikkelsen  
**Name**

Vice President of Sales & Marketing  
**Title**

02/26/2021  
**Date**



## Addendum No. 01

### Contents

1. City of Jackson, listed for Hypo questioning if they even use Hypo any more I thought they had switch to ultraviolet.

**Answer:** The vendor is correct, we **DO NOT** use hypo anymore.

2. On Soda Ash- in part 4 of the Scope of Work, it indicates deliveries for Lansing and Jackson to be 35 tons. *We have* found we get more economical rates from a carrier that utilizes 23 to 24-ton deliveries. Would this be acceptable?

**Answer:** Jackson - The Soda Ash delivery tonnage would be fine.  
BWL - No. this would not be acceptable.

3. Clarify City of Ann Arbor Hypo typical delivery what they mean by 60,000 gals once per month.

**Answer:** Estimated yearly usage: 150,000 gallons. Minimum delivery 4,500gallons delivered twice a month.

4. City of Owosso - will the once a month Hypo delivery be split between the Water & Wastewater plants.

**Answer:** Over 90% of the deliveries are split between the two plants. The quantity required is largely driven by weather conditions at the WWTP, higher rainfall and influent requiring more disinfectant. At the drinking water plant, we have a fairly constant usage and so when either plant needs a refill we call each other up before ordering and try to ensure that both plants are topped off.

5. We missed the mandatory pre-bid, does that disqualify us from bidding?

**Answer:** Since the pre-bid meeting was mandatory, those vendors that did not participate at the virtual meeting, are not eligible to submit a proposal response.

#### **Mandatory Pre-Bid Participants:**

Pam Nowaske, Jones Chemicals; Don Skidmore, Jones Chemicals; John Dunlap, Alexander Chemicals; Lisbeth Todner, Oil; Justin Ross, Carmeuse; Mark Samuels Carmeuse; Stephanie Robinson, City of Lansing; Brady Overton, USP Technologies; Matthew Radake, Carmeuse; Joe O'Malley, PVS Chemicals; Tyler Hamlin, City of Ann Arbor; Biju Daniel, Graymont; Christian Flores, PVS Chemicals; Sara Gentile, PVS Chemicals; Geneva Vanlerberg, BWL; and Tony De Lua, BWL

END OF ADDENDUM



February 24, 2021

**Potential Bidders**

Street No. and Suite #

City, State - Zip

Subject: Mid-Michigan Water Bulk Chemical Consortium for 2021/2022 RFP

Dear Bidder,

Attached to this letter is **Addendum No. 02** to subject Request for Proposal.

This Addendum:

1. Revised Proposal Form
2. Revised - Mandatory Pre-Bid Participants Listing

Bidders are reminded to sign the attached Addendum Acknowledgement Form and return it with their proposal. All other requirements of the RFP remain the same as before.

Please direct any questions to the undersigned.

Sincerely,

**Tony De Luca, Buyer**  
Purchasing & Warehousing Department  
(517) 702-6194 Phone  
(517) 702-6042 Fax  
[tony.deluca@lbwl.com](mailto:tony.deluca@lbwl.com)





## NOTICE TO BIDDERS

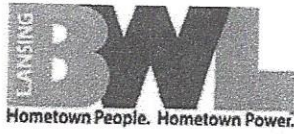
### ADDENDUM NO. 02

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This Addendum contains changes to and/or provides information related to the requirements of the Request for Proposal documents and shall be incorporated therein. The changes shall apply to the work with the same meaning and force as if they had been included in the original document. The remaining of the Request for Proposal documents not modified by this Addendum remains in full force and effect.

Bidder shall Acknowledge this Addendum in writing by signing the attached Addendum Acknowledgement form and returning it with its proposal. Failure of Bidder to acknowledge this **Addendum No. 02** may cause the Bidder to be considered as "non-responsive".

Where required, Bidder shall replace the pages in the Request for Proposal Document with the corresponding revised pages included in this Addendum. The proposals submitted must include the latest Revision, as of the date of the Proposal, of all pages.



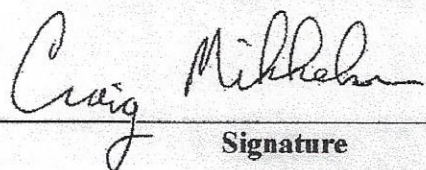
**ADDENDUM ACKNOWLEDGEMENT**

The undersigned Bidder acknowledges receipt of **Addendum No. 02**, dated 2/24/2021, to Request for Proposal for Mid-Michigan Water Bulk Chemical Consortium for 2021/2022 RFP, and certifies that it has considered same in formulating its proposal.

**Name of Bidder:** PVS Technologies, Inc.

**Address of Bidder:** 10900 Harper Ave

Detroit, MI 48213

**Acknowledged By:**   
**Signature**

Craig Mikkelsen  
**Name**

Vice President of Sales & Marketing  
**Title**

02/26/2021  
**Date**



## **Addendum No. 02**

1. See attached revised Proposal Form
2. Listing for Mandatory Pre-Bid Participants:

Kevin McGinty, Tata Chemicals, participated in the Mandatory Pre-Bid Meeting, but was erroneously missed on the participant listing, on Addendum No. 1.

END OF ADDENDUM



