

MARKET SURVEY

ITB Number: 21-101339

Agent: Angel Frazier

Project Name: Roadway Bulk De-Icing (Three (3) Year Multiyear Contract)

Department: R&D, DWM

Prepared By: Renee' Stevenson

Company	Contact #	Contact Person	Receive bid invitation? Yes/No	Non-Response Justification	Bid in Future
Zep Inc.	(404)603-7677 1(877)428-9937 Jim's # (404)398-2459	Fabien Watson Maureena.fabien-watson@zep.com Jim Detamore james.detamore@zep.com	Yes	Spoke with Mr. Detamore on 11/30/21 and he advised that they do not sell in bulk. Products are sold in 50lb. bags. He also advised that they are on contract with the State of Georgia and if we adopted that contract, we could then buy directly from them.	Unknown
CBI International Group, Inc	(404)315-9889	Sherlyn Parker cbuzz.bus@gmail.com	Yes	LSBE vendor that is only interested in subcontracting due to size of their company.	Yes, but as a subcontractor
Seaboard Asphalt Products Company	1(800)536-0332	Sean Campbell sales@seaboardasphalt.com	Yes	Spoke with Mr. Campbell on 11/02/21 and he advised that they will not be bidding on this project due to them not producing de-icing products in bags and not bulk.	Unknown
Purity Chemicals Inc.	1(888)678-7489	Kelly Caldwell admin@puritychemicals.com	Yes	Spoke with Ms. Caldwell on 11/02/21 and she advised that materials have been very hard to secure now and she feels that she would not be very dependable at this time. Received an email from Ms. Caldwell advising that everything is so volatile in the chemical industry in terms of being impossible to procure and prices are rising daily. He didn't	Yes

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				see how they could bid a price knowing it wouldn't stay the same for the duration of the contract time or not being able to fulfill the order due to supply shortages.	
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Summary: One vendor disclosed the difficulty in securing pricing for the duration of the contract, while another vendor advised they did not sell de-icing products. Another vendor advised that they do not produce products in bulk, but in 50lb. bags. Several of the contractors were not able to supply the amount DeKalb County required for this project.