
CONTRACT PRICE INCREASE REQUEST

Awarded Vendor: FM Shelton

ITB Number: 18-100950

ITB Name: PVC Sewer Pipes (Annual Contract with 2 Options to Renew)

CPA Number: 1127742

Description:

Requested price increase for: 10%

The original ITB was awarded based on the overall lowest, responsive and responsible bid by line item. There were three (3) responsive bidders:

FM Shelton – Items 1-2, 8-9, 12-25, 28-31, 33-34, 46 and 50-51

Core & Main – Items 6-7

Fortiline Waterworks – Items 3-5, 10-11, 26-27, 32, 35-45, 47-49 and 52-53

The increased prices for the awarded line items were applied to FM Shelton's original bid. For items 1, 13, 16-18 and 21-29, Fortiline Waterworks became the lowest bidder and FM Shelton remains low bidder on the other remaining items (approximately 50%). However, the unit price difference between FM Shelton and Fortiline Waterworks is no more than \$0.59. In January 2019, manufacturers for FM Shelton implemented price increases for their products; FM Shelton continued to honor the initial bid prices.

Please find attached price increase request, manufacturer's price increase letters and updated price schedule provided by FM Shelton.

Approved Denied

Date: 8/23/19

Signature: Talisa R. Clark
Talisa R. Clark, MBA, CPPO
Chief Procurement Officer
Department of Purchasing & Contracting

CH

ITEM	DESCRIPTION	Estimated # of Units	Unit of Measure	FM Shelton				Fortiline Waterworks		Difference of Unit Price between FM Shelton and Fortiline Waterworks
				Initial Unit Price	Initial Total Price	New Unit Price	New Total Price	Unit Price	Total Price	
1	6-Inch sewer pipe	20,000	L/F	\$ 1.35	\$27,000.00	\$ 2.87	\$ 57,400.00	\$ 2.37	\$ 47,414.22	+\$0.50
2	8-Inch sewer pipe	6000	L/F	\$ 2.74	\$16,440.00	\$ 3.69	\$ 22,140.00			
8	Flexible Saddle Wye to fit 4-inch diameter or large PVC pipe with the following 4-inch inlet to fit SCH-R DOWN TO SDR-35	50	L/F	\$ 19.54	\$ 977.00	\$ 21.49	\$ 1,074.50			
9	Flexible Saddle Wye to fit 4-inch diameter or large PVC pipe with the following 6-inch inlet to fit SCH-R DOWN TO SDR-35	50	L/F	\$ 19.54	\$ 977.00	\$ 21.49	\$ 1,074.50			
12	4-inch x 45 degree band, Schedule 40, DWV, H x S	300	L/F	\$ 5.18	\$ 1,554.00	\$ 5.69	\$ 1,707.00			
13	4-inch x 90 degree bend, Schedule 40 DWV, H x S	300	L/F	\$ 7.14	\$ 2,142.00	\$ 7.85	\$ 2,355.00	\$ 7.75	\$ 2,325.00	+\$0.10
14	4-inch x 4-inch Fernco coupling – AC/SCHED 40	200	L/F	\$ 3.33	\$ 666.00	\$ 3.66	\$ 732.00			
15	4-inch x 4-inch Fernco coupling – PVC/Clay	700	L/F	\$ 3.33	\$ 2,331.00	\$ 3.66	\$ 2,562.00			
16	4-inch x 4-inch Fernco coupling-cast iron to plastic	700	L/F	\$ 3.33	\$ 2,331.00	\$ 3.66	\$ 2,562.00	\$ 3.48	\$ 2,436.00	+\$0.18
17	8-inch x 8-inch Fernco coupling – cast iron to plastic	1000	L/F	\$ 10.95	\$10,950.00	\$ 12.04	\$ 12,040.00	\$ 11.45	\$ 11,450.00	+\$0.59
18	8-inch x 8-inch Fernco coupling – cast iron to plastic	100	L/F	\$ 10.95	\$ 1,095.00	\$ 12.04	\$ 1,204.00	\$ 11.45	\$ 1,145.00	+\$0.59
19	10-inch x 10inch Fernco coupling – cast iron to plastic	100	L/F	\$ 14.85	\$ 1,485.00	\$ 16.33	\$ 1,633.00			
20	12-inch x 12-inch Fernco coupling - cast iron to plastic	100	L/F	\$ 17.73	\$ 1,773.00	\$ 19.50	\$ 1,950.00			
21	12-inch x 12-inch Fernco coupling – PVC/CONC	130	L/F	\$ 17.73	\$ 2,304.00	\$ 19.50	\$ 2,535.00	\$ 18.94	\$ 2,462.20	+\$0.56
22	4-inch x 6 INCH Fernco coupling – PVC/CLAY	700	L/F	\$ 7.76	\$ 5,432.00	\$ 8.53	\$ 5,971.00	\$ 8.44	\$ 5,908.00	+\$0.09
23	6-inch x 4-INCH Fernco coupling – cast iron to plastic	700	L/F	\$ 7.76	\$ 5,432.00	\$ 8.53	\$ 5,971.00	\$ 8.26	\$ 5,782.00	+\$0.27
24	6-inch x 4-inch Fernco coupling – PVC/CLAY	700	L/F	\$ 7.76	\$ 5,432.00	\$ 8.53	\$ 5,971.00	\$ 8.26	\$ 5,782.00	+\$0.27
25	6 inch x 4 inch Fernco coupling – PVC/CLAY	700	L/F	\$ 7.76	\$ 5,432.00	\$ 8.53	\$ 5,971.00	\$ 8.26	\$ 5,782.00	+\$0.27

28	8-inch x 8-inch Fernco coupling	400	L/F	\$ 10.95	\$ 4,380.00	\$ 12.04	\$ 4,816.00	\$ 11.68	\$ 4,672.00	+ \$0.36
29	10-inch x 8 inch Fernco coupling – cast iron to plastic.	400	L/F	\$ 16.23	\$ 6,492.00	\$ 17.85	\$ 7,140.00	\$ 17.78	\$ 7,112.00	+ \$0.07
30	10-inch x 10-inch Fernco coupling – PVC/CONC	100	L/F	\$ 14.85	\$ 1,485.00	\$ 16.33	\$ 1,633.00			
31	12-inch x 10-inch Fernco coupling- cast iron to plastic	100	L/F	\$ 19.18	\$ 1,918.00	\$ 21.09	\$ 2,109.00			
33	PVC quickset concrete-Heavy duty; clear P-14 quart container	5000	L/F	\$ 9.60	\$48,000.00	\$ 10.56	\$ 52,800.00			
34	6-inch PVC/Plastic (stoppers), Mfg., in Green Iowa	200	L/F	\$ 12.18	\$ 2,436.00	\$ 13.39	\$ 2,678.00			
46	Clamp, Hose, worm drive “swivel lock” stainless steel 300B and housing 5/146 inch head slotted screw, 9/16-inch- ban-width, rang 2-5/16-inch head slotted screw 9/16-inch – ban- width, range 2-5/16 in Wye, 6” xx 6” H x H PVC 12 inch.	20,000	L/F	\$ 4.67	\$93,400.00	\$ 5.13	\$ 102,600.00			
50	Bend, 6” x 90 degree. H x S PVC-SDR 35 Solvent Weld	1000	L/F	\$ 10.23	\$10,230.00	\$ 11.25	\$ 11,250.00			
51	Bend 6”: x 90 degree, H x S PVC- SDR 35 Solvent Weld	100	L/F	\$ 10.23	\$ 1,023.00	\$ 11.25	\$ 1,125.00			

1434 Ralph David Abernathy Blvd. SW, Unit 1

Atlanta, GA 30310-1692

404/755-9448

e-mail: cynthia@fmshelton.com

website: www.fmshelton.com

F. M. SHELTON, INC. _____

Date: 8 August 2019

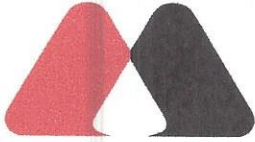
To: Sophia D. Thomas
DeKalb County Purchasing & Contracting
sdthomas@dekalbcountyga.gov
404-371-2936

From: Cynthia Kendrick 

Re: Price Escalation

Please see the attached letters from the manufacturer detailing the percentages of their price increases. We have asked for a 10% escalation in anticipation of a further escalation in the coming months at the end for the fiscal year 2019.

If you have any questions, please contact us.



MULTI FITTINGS
HIGHER STANDARDS™

October 31, 2018

To our Valued Customers,

Due to various cost increases, Multi Fittings will implement a price increase effective January 1st 2019.

1. **Sewer and Water Fittings** will increase by 10 percent.
2. **DWV Fittings** will increase by approximately 5 to 7 percent on molded fittings in 4 inch to 8 inch diameters. Please review price sheet as some skus will vary.
3. **Schedule 40 and 80 Pressure Fittings** will increase by approximately 5 percent. Please review price sheet as some skus will vary.

New list prices will be available shortly at www.multifittings.com.

Orders at current price will be limited to 1/12th of 2018 purchases per account placed for shipment by December 31st, 2018.

Please call your local representative with any questions.

We thank you for your support

David Rymer

National Sales Manager
Multi Fittings Corporation



Aug. 1, 2018

Dear Valued Customer,

Effective September 1, 2018, PIPECONX will implement an upward adjustment on the majority of PIPECONX parts. We're sure it will come as no surprise to all of you how costs of transportation, raw materials (PVC/Stainless Steel), and operating expenses continue to increase. Please know that PIPECONX has made every effort to absorb as many increases as possible allowing us to only pass along a minimal increase.

PIPECONX will implement an approx. 6% list price increase. Customer multipliers will remain the same. If net prices have been quoted, those net prices will also increase by approx. 6%. Freight requirement will remain at \$600 minimum net order to qualify for full freight allowed.

We will honor municipal bids through their duration.

Thank you for the privilege of serving you. We appreciate your past and future business and the confidence you have placed in us.

Sincerely,

A handwritten signature in black ink, appearing to read "Matt Lovell", with a long horizontal line extending to the right.

Matt Lovell
Sales Manager



P. O. BOX 18007, 701 N 9TH AVENUE, EVANSVILLE, IN 47719
(812) 436-4840 • (800) 443-9081 • FAX (812) 429-1831
orders@pipeconx.com • www.pipeconx.com

NEW-PRICE SCHEDULE MUST BE SUBMITTED IN A SEPARATE SEALED ENVELOPE OR BIDDER WILL BE DEEMED NON-RESPONSIVE AND WILL NOT BE CONSIDERED FOR AWARD

PRICE SCHEDULE					
ITEM NO.	ITEM DESCRIPTION	ESTIMATED No. OF UNIT	UNITS	UNIT PRICE	AMOUNT
1.	6-Inch sewer pipe	20,000	L/F	\$ 1.35 <i>2.87</i>	\$ 27,000.00 <i>57,400.00</i>
2.	8-Inch sewer pipe	6,000	L/F	\$ 2.74 <i>3.69</i>	\$ 16,440.00 <i>22,140.00</i>
3.	10-Inch sewer pipe	260	L/F	\$ 7.80 <i>9.75</i>	2,028.00 <i>2,535.00</i>
4.	12-Inch sewer pipe	260	L/F	\$ 11.20 <i>14.00</i>	\$ 2,912.00 <i>3,640.00</i>
5.	15-Inch sewer pipe	120	L/F	\$ 16.65 <i>20.81</i>	\$ 1,998.00 <i>2,497.20</i>
6.	18-Inch sewer pipe	120	L/F	\$ 24.67 <i>28.37</i>	\$ 2,960.40 <i>3,404.40</i>
7.	24-Inch sewer pipe	120	L/F	\$ 49.79 <i>57.25</i>	\$ 5,974.80 <i>6,870.00</i>
8.	Flexible Saddle Wye to fit 4-inch diameter or large PVC pipe with the following 4-inch inlet to fit SCH-R DOWN TO SDR-35	50	EA.	\$ 19.54 <i>21.49</i>	977.00 <i>1,074.50</i>
9.	Flexible Saddle Wye to fit 4-inch diameter or large PVC pipe with the following 6-inch inlet to fit SCH-R DOWN TO SDR-35	50	EA.	\$ 19.54 <i>21.49</i>	977.00 <i>1,074.50</i>
10.	4-inch x 4 inch Wye (45 degree) Schedule 40. DWV HX H	300	EA	\$ 11.79 <i>12.96</i>	3,537.00 <i>3,888.00</i>
11.	4-inch x 22-1/2 inch degree bend Schedule 40, DWV, H x S	300	EA	\$ 7.06 <i>7.76</i>	\$ 2,118.00 <i>2,328.00</i>

PRICE SCHEDULE-Cont'd.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED No. OF UNITS	UNITS	UNIT PRICE	AMOUNT
12.	4-inch x 45 degree band, Schedule 40, DWV, H x S	300	EA	\$ 5.18 <i>5.69</i>	\$ 1,554.00 <i>1707.00</i>
13.	4-inch x 90 degree bend, Schedule 40 DWV, H x S	300	EA	\$ 7.14 <i>7.85</i>	\$ 2,142.00 <i>2355.00</i>
14.	4-inch x 4-inch Fernco coupling – AC/SCHED 40	200	EA.	\$ 3.33 <i>3.66</i>	\$ 666.00 <i>732.00</i>
15.	4-inch x 4-inch Fernco coupling – PVC/Clay	700	EA.	\$ 3.33 <i>3.66</i>	\$ 2,331.00 <i>2562.00</i>
16.	4-inch x 4-inch Fernco coupling–cast iron to plastic	700	EA.	\$ 3.33 <i>3.66</i>	\$ 2,331.00 <i>2562.00</i>
17.	8-inch x 8-inch Fernco coupling – cast iron to plastic	1000	EA.	\$ 10.95 <i>12.04</i>	\$ 10,950.00 <i>12,040.00</i>
18.	8-inch x 8-inch Fernco coupling – cast iron to plastic	100	EA.	\$ 10.95 <i>12.04</i>	\$ 1,095.00 <i>1204.00</i>
19.	10-inch x 10inch Fernco coupling – cast iron to plastic	100	EA.	\$ 14.85 <i>16.33</i>	\$ 1,485.00 <i>1633.00</i>
20.	12-inch x 12-inch Fernco coupling - cast iron to plastic	100	EA.	\$ 17.73 <i>19.50</i>	\$ 1,773.00 <i>1950.00</i>
21.	12-inch x 12-inch Fernco coupling – PVC/CONC	130	EA.	\$ 17.73 <i>19.50</i>	\$ 2,304.00 <i>2535.00</i>
22.	4-inch x 6 INCH Fernco coupling – PVC/CLAY	700	EA.	\$ 7.76 <i>8.53</i>	\$ 5,432.00 <i>5971.00</i>
23.	6-inch x 4-INCH Fernco coupling – cast iron to plastic	700	EA.	\$ 7.76 <i>8.53</i>	\$ 5,432.00 <i>5971.00</i>
24.	6-inch x 4-inch Fernco coupling – PVC/CLAY	700	EA.	\$ 7.76 <i>8.53</i>	\$ 5,432.00 <i>5971.00</i>
25.	6 inch x 4 inch Fernco coupling – PVC/CLAY	700	EA.	\$ 7.76 <i>8.53</i>	\$ 5,432.00 <i>5971.00</i>
26.	6-inch x 6 inch Fernco coupling – PVC/CONC	100	EA.	\$ 17.73 <i>19.50</i>	\$ 1,773.00 <i>1950.00</i>
27.	8-inch x 8-inch Fernco coupling – PVC/CONC	1000	EA.	\$ 11.63 <i>12.79</i>	\$ 11,630.00 <i>12,790.00</i>
28.	8-inch x 8-inch Fernco coupling	400	EA.	\$ 10.95 <i>12.04</i>	\$ 4,380.00 <i>4316.00</i>
29.	10-inch x 8 inch Fernco coupling – cast iron to plastic.	400	EA.	\$ 16.23 <i>17.35</i>	\$ 6,492.00 <i>7140.00</i>
30.	10-inch x 10-inch Fernco coupling – PVC/CONC	100	EA.	\$ 14.85 <i>16.33</i>	\$ 1,485.00 <i>1633.00</i>

PRICE SCHEDULE-Cont'd.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED No. OF UNITS	UNITS	UNIT PRICE	AMOUNT
31.	12-inch x 10-inch Fernco coupling- cast iron to plastic	100	EA.	\$ 19.18 <i>21.09</i>	\$ 1,918.00 <i>2,109.00</i>
32.	15-inch x 18-inch – cast iron to plastic	100	EA.	\$ 101.79 <i>111.96</i>	\$ 10,179.00 <i>11,196.00</i>
33.	PVC quickset concrete-Heavy duty; clear P-14 quart container	5000	EA.	\$ 9.60 <i>10.56</i>	\$ 48,000.00 <i>52,800.00</i>
34.	6-inch PVC/Plastic (stoppers), Mfg., in Green Iowa	200	EA.	\$ 12.18 <i>13.39</i>	\$ 2,436.00 <i>2,678.00</i>
35.	Clean-out adapter, 6-inch PVC SDR 35, thread	2,500	EA.	\$ 14.20 <i>15.62</i>	\$ 35,500.00 <i>39,050.00</i>
36.	Clean out plug, 6-inch PVC SDR 35, Thread	5000	EA.	\$ 9.19 <i>10.10</i>	\$ 45,950.00 <i>50,500.00</i>
37.	4-inch 22 degree bonds Schedule 40 plain and by hub	20,000.	EA.	\$ 7.25 <i>7.97</i>	\$ 145,000.00 <i>159,400.00</i>
38.	4-inch 22 degree bonds Schedule 40 plain and by hub	30	EA.	\$ 7.25 <i>7.97</i>	\$ 217.50 <i>239.10</i>
39.	4-inch 45 degree bends, Schedule 40 DWV, H x H	300	EA.	\$ 5.83 <i>6.41</i>	\$ 1,749.00 <i>1,923.00</i>
40.	4-inch 90 degree bends, Schedule 40 DWV, H x H	100	EA.	\$ 6.07 <i>6.67</i>	\$ 607.00 <i>667.00</i>
41.	4-inch adapter, female hub with plug threaded cleanout, Schedule 40	1200	EA.	\$ 5.97 <i>6.56</i>	\$ 7,164.00 <i>7,872.00</i>
42.	4inch combinations, long rafius Schedule 40	300	EA.	\$ 17.70 <i>19.47</i>	\$ 5,310.00 <i>5,841.00</i>
43.	4-inch coupling, Schedule 40	100	EA.	\$ 3.30 <i>3.63</i>	\$ 330.00 <i>363.00</i>
44.	Clean-out plug 4-inch threaded plastic	300	EA.	\$ 7.81 → 7.10	\$ 2,130.00 <i>2,343.00</i>
45.	Clean-out Plug, 4-inch threaded plastic	250	EA.	\$ 7.10 <i>7.81</i>	\$ 1,775.00 <i>1,952.50</i>
46.	Clamp, Hose, worn drive "swivel lock" stainless steel 300B and housing 5/146 inch head slotted screw, 9/16-inch- ban-width, rang 2-5/16-inch head slotted screw 9/16-inch – ban- width, range 2-5/16 in Wye, 6" xx 6" H x H PVC 12 inch.	20,000	EA.	\$ 4.67 <i>5.13</i>	\$ 93,400.00 <i>102,600.00</i>
47.	Wye, 6" x 6"x J PVC- SDR 35 Solvent Weld	1000	EA.	\$ 21.64 <i>23.30</i>	\$ 21,640.00 <i>23,800.00</i>
48.	Wye, 8" x 6"x J PVC- SDR 35 Solvent Weld	100	EA.	\$ 48.41 <i>53.25</i>	\$ 4,841.00 <i>5,325.00</i>
49.	Bend, 6" x 22-1/2 degree, H x WS	1000	EA.	\$ 15.67 <i>17.23</i>	\$ 15,670.00 <i>17,230.00</i>

PRICE SCHEDULE-Cont'd.

ITEM NO.	ITEM DESCRIPTION	ESTIMATED No. OF UNITS	UNITS	UNIT PRICE	AMOUNT
50.	Bend, 6" x 90 degree. H x S PVC-SDR 35 Solvent Weld	1000	EA.	\$ 10.23 <i>11.25</i>	\$ 10,230.00 <i>11,250.00</i>
51.	Bend 6": x 90 degree, H x S PVC- SDR 35 Solvent Weld	100	EA.	\$ 10.23 <i>11.25</i>	\$ 1,023.00 <i>1,125.00</i>
52.	Tee, 8" x 6" H x H PVC=SDR 35 SOLVENT Weld	60	EA	\$ 33.93 <i>37.32</i>	\$ 2,035.80 <i>2,257.20</i>
53.	Tee 8" x 8" , H x H PVC- SDR 35 Solvent Weld	50	EA	\$ 51.12 <i>56.23</i>	\$ 2,556.00 <i>2,811.50</i>

(Note to Bidder: Add line items **1 through 7** enter the amount) TOTAL: \$ ~~59,343.20~~ *98,486.00*
full truckload quantities:

(Note to Bidder: Add items **8 through 53** enter the amount) TOTAL: \$ ~~525,544.50~~ *605,318.30*

NOTE TO SUPPLIER:

NOTE 1: In pricing items, bidder notes that DeKalb County will unload each order

NOTE 2: Abbreviation: L/F – Linear Foot

NOTES:

Items # 35, 36, 40, 49, 52, 53 Freight allowed on orders over \$~~1,150~~ *\$1,275*
 Items # 14 - 32 Freight allowed on orders over \$680 *\$ 795*
 Items # 14 - 32 Pricing is valid until December 31, 2018

[End of Price Schedule]

Thomas, Sophia D.

From: Stroman, Valencia D.
Sent: Monday, August 19, 2019 4:21 PM
To: Thomas, Sophia D.; Killingbeck, Marketa H
Subject: RE: Updated Price Increase info from FM Shelton



Follow Up Flag: Follow up
Flag Status: Flagged

The user department is okay with the price increase from FM Shelton.

Best Regards,
Valencia D. Stroman

Fiscal Assistant
DeKalb County Department of Watershed Management

1580 Roadhaven Drive
Stone Mountain, Georgia 30083
vstroman@dekalbcountyga.gov

 770-621-3530
 DeKalbCountyGA.gov



-----Original Message-----

From: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Sent: Thursday, August 8, 2019 12:23 PM
To: Killingbeck, Marketa H <mhillingbeck@dekalbcountyga.gov>
Cc: Stroman, Valencia D. <vstroman@dekalbcountyga.gov>
Subject: FW: Updated Price Increase info from FM Shelton

Please see the attached updated price increase information from FM Shelton.

-----Original Message-----

From: Cynthia R. Kendrick <cynthia@fmshelton.com>
Sent: Thursday, August 8, 2019 11:34 AM
To: Thomas, Sophia D. <sdthomas@dekalbcountyga.gov>
Subject: Re: Price Increase

**** WARNING:** The sender of this email could not be validated and may not match the person in the "From" field. **

Sophia - Please see the attached. Let me know if we need to provide additional documentation.