

# MARKET SURVEY

**ITB Number:** 21-101387

**Agent:** Sophia Thomas

**Project Name:** Road Construction Signs  
(Three (3) Year Multiyear Contract)

**Department:** Watershed Management (DWM)

**Prepared By:** Renee' Stevenson

Company	Contact #	Contact Person	Receive bid invitation? Yes/No	Non-Response Justification	Bid in Future
Safety Products Inc.	(704)339-0024 Cell#:(704)622-3385  Ann's #: (404)290-6252	Ted Schiellerd, Branch Manager <a href="mailto:tschiellerd@spisafety.com">tschiellerd@spisafety.com</a>  Ann McGorrian <a href="mailto:Amcgorrian@spisafety.com">Amcgorrian@spisafety.com</a>	Yes	<b>12/01/21:</b> Received an email from Ms. McGorrian on 11/16/21 advising that their company was not located in DeKalb County and was unable to partner with a LSBE vendor. Also, their company would not be able to honor an 8-year warranty due to inflation and the increase of shipping cost. Currently, securing pricing is already a challenge and they are unable to determine future costs based on the economic changes.	No
Eastern Metal of Elmira/Signs and Safety Equipment	(607)734-2295  Tim's #: (770)329-5632	Tim Hancock <a href="mailto:thancock@usa-sign.com">thancock@usa-sign.com</a>  <a href="mailto:customerservice@usa-sign.com">customerservice@usa-sign.com</a>	Yes	<b>12/01/21:</b> Received an email from Mr. Hancock advising that they did not submit a bid due to not in DeKalb County	No
Big Mouth Signs	(770)381-9300	Mark Kasson <a href="mailto:mark@bigmouthsigns.com">mark@bigmouthsigns.com</a>	Yes	<b>12/01/21:</b> Received an email from Mr. Kasson advising that this company did not submit a bid due to current material shortages, low staffing levels and difficulty with current workload.	Unknown
Traffic Troopers Inc.	(770)896-3459	Harold Cox <a href="mailto:harold@traffictroopersinc.com">harold@traffictroopersinc.com</a>	Yes	<b>12/01/21:</b> Spoke with Mr. Cox on 11/22/21 and due to overlook and lack of preparation time he was not able to submit a bid. However, if the solicitation is offered again in the future, he will be sure to prepare in advance to submit his bid.	Yes
CBI International Group, Inc.	(404)315-9889	Sherlyn Parker <a href="mailto:cbuzz.bus@gmail.com">cbuzz.bus@gmail.com</a>	Yes	<b>12/01/21:</b> Spoke with Ms. Parker on 11/22/21 and she advised that they are a LSBE vendor and that their company due to size are only interested in subcontracting, in which they were unable to secure for this project.	Yes, as a subcontractor
Ferguson Enterprises LLC dba Pollardwater	(757)773-6005	Alexandria Jackson <a href="mailto:bid@pollardwater.com">bid@pollardwater.com</a> <a href="mailto:alexj@pollardwater.com">alexj@pollardwater.com</a>  General Email <a href="mailto:info@pollardwater.com">info@pollardwater.com</a>	Yes	<b>12/01/21:</b> Received an email on 11/22/21 from Ms. Jackson advising that they did not submit a bid due to not enough lead time.	Unknown

**Summary:** Location as well as LSBE requirement impacted the decision of 2 vendors. Other key factors associated with economic changes due to the global pandemic, such as, material shortages, inflation, and decrease in workforce, affected a few vendors. Other vendors were by affected by internal oversight and preparation time.