

3/24/2020

# MARKET SURVEY

ITB Number: 19-101144

Agent: Randy Webb

Project Name: Stormwater Pipe Repair Using Chemical Liners (Multiyear Contract)

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Prepared By: Randy Webb

Company	Contact #	Contact Person	Did they show interest? Yes/No	Non-Response Justification
F.M. Shelton, Inc.	404-755-9448	Cynthia Kendrick <a href="mailto:cynthia@fmshelton.com">cynthia@fmshelton.com</a>	Yes, this vendor identified this as a solicitation of interest at a Mandatory DeKalb First LSBE Meeting.  Yes, this vendor is interested in working with Dekalb County in the future.	This vendor is a material/equipment supplier. It was looking for opportunities to get involved as a subcontractor.
SAK Construction, LLC	904-334-6686	Terry Adderhold <a href="mailto:tadderhold@sakcon.com">tadderhold@sakcon.com</a>	Yes, this vendor identified this as a solicitation of interest at a Mandatory DeKalb First LSBE Meeting.  Yes, this vendor is interested in working with Dekalb County in the future.	This vendor received ITB-101144 and was prepared to bid this project; however, the vendor felt that the many delays created more questions than answers. So, the vendor chose not bid.  Per the vendor, the overall reason for not responding was that the solicitation did not address the solution that the

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			<p>County was hoping to obtain. The vendor went on to say, “The application of Cured-In-Place Pipe (CIPP) is certainly viable for stormwater pipe repair and rehabilitation, however it is very difficult to arrive at a pricing structure that makes sense to the County and to the contractor.”</p>
<p><b>Results Summary</b></p>	<p>The previous ITB (ITB 14-100394) had three (3) respondents.</p> <p>Three responses to ITB 19-101144 were received by the deadline. Including the three respondents, eleven (11) vendors identified this as a solicitation of interest at the Mandatory DeKalb First LSBE Meetings. All vendors were polled to determine why they did not submit a bid. Some of the vendors did not respond and others routinely serve as subcontractors. The final response for ITB 19-101144 was in line with P&amp;C’s expectations, which were based upon historical response data.</p>		