

MARKET SURVEY

ITB Number: 21-101477

Agent: Judi Moore

Project Name: Valve Boxes & Risers (Three (3) Year Multiyear Contract) Department: DWM

Prepared By: Renee' Stevenson

Company	Contact #	Contact Person	Receive bid invitation? Yes/No	Non-Response Justification	Bid in Future
US Foundry An Eagle Manufacturing Company	(800)696-6986 John's#:77 0-262-5978	atlsales@usfoundry.com John Cronley Jcronley@usfoundry.com	Yes	Received an email from Mr. Cronley advising that in the past their company have been low bidder on several items for DeKalb County but never get orders. When they visit the DeKalb yard we see competitor items, even though we were low. We usually don't bother responding anymore since the bid process doesn't seem to have much application to actual purchasing.	No
Municipal Equipment Exporters, Inc. DBA Max-Life Mfg. Corp	(562)481-0174	Giovanni Hernandez giovanni@maxlifemfg.com	Yes	Received an email from Giovanni advising that their company does not manufacture valve boxes and risers	No, unable to manufacture / supply product requested
Delta Municipal Supply	(770) 277-0211	Dave Lyle info@deltamunicipal.com Micheal Truelove MTruelove@deltamunicipal.com Shane Slocum sslocum@deltamunicipal.com	Yes	Received an email from Mr. Lyle advising that after reached out to their vendor (East Jordan), they will not be bidding this project due to instability in the iron market.	No

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Trumbull	(877)504-1507	<p>Brian Rogers, Regional Sales Manager bprogers@trumbull.com</p> <p>Vic Dasbach, Regional Sales Manager vdasbach@trumbull.com</p> <p>Sharon Palo spalo@trumbull.com</p> <p>Diane Rogers drogers@trumbull.com</p> <p>Richard Koch, Regional Sales Manager rkoch@trumbull.com</p>	Yes	<p>Received an email from Richard Koch advising that they don't bid/quote direct. Bids/quotes handled by waterworks distributors such as Core & Main and Ferguson. They generally won't bid multi-year contracts due to current fluctuations in material costs.</p>	<p>Unknown, it would depend on the request terms.</p>

Summary: There were various reasons why vendors did not participate in this solicitation. One vendor advised that they only sell their products through distributors, not formal bidding process. Another company stated that after speaking with their vendor there was too much uncertainty in the iron market. On the other hand, one vendor did not manufacture the items being solicited. Lastly, one vendor provided feedback, based on previous DeKalb County projects, stating that they never received orders on items they were previously deemed the lowest bidder, now resulting in their lack of willingness to participate.