



Procurement Form (FOR)

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Document Title:
Vendor Response Follow-up

Document Owner/Department:
Procurement Team

Contract No. 2103350
Date: 10/17/2022

Vendor	Contact Name	Email Address	Explanation of No Bid Submittal
Z Contractors, Inc	Black Zapczynski	bzap@z-contractors.com	Did not believe we could be competitive with other GC's in attendance
Kokosing Industrial	Sonja Nichols	snichols@kokosing.biz	Kokosing reviewed the referenced solicitation, but decided not to submit a proposal. Our decision was based primarily on other proposal commitments that we made during the same time period. We did not feel as if we could provide the effort necessary to prepare a thorough, competitive proposal for GLWA, but we do look forward to other continued opportunities with GLWA.
DES Electric	Michael Elder	melder	This project was determined to be too high of risk for DES.
Walsh Construction	Firas Joseph	fjoseph@walshgroup.com	Walsh did not submit a bid for the stated project due to the high risk items contained within the project documents. GLWA chose to single source a pump supplier who is notoriously known for over promising and under-delivering on deliveries & customer service, as well as not accepting contractual terms and conditions that the Prime Contract sets forth on the Contractor and flow down to the subs and suppliers. GLWA eliminated any and all negotiating power us contractors may have had by sole sourcing the pump vendor and expected the contractors to assume the risks, liabilities, and penalties that come along with a historically difficult vendor. GLWA chose to pre-purchase valves and make up air units, but not the most important, highest risk, and presumably longest lead equipment on the project. On top of that, GLWA included



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			<p>performance requirements on the sole sourced equipment. Since the contractor will hold the contract with GLWA, should the pumps not perform as expected, the contractor will be tied to the dispute resolution which will eat up time, money, and resources, all based on a vendor we were unwillingly married to. If the pumps were sole sourced, GLWA should have tied all performance, delivery, quality, etc. strictly to the chosen pump vendor and not the contractors. Walsh (and others) aired our concerns in the pre-bid meeting, as well as during the pre-bid question period with hopes that the risk profile would be addressed. While some minor changes were made to the bid documents, not enough was done to reduce the risk on the contractors.</p> <p>While Walsh considers GLWA one of our most important and valuable clients, and we were really excited about this pursuit coming out, we had to no-go this project due to the high risk factors explained above.</p>
Fluid Process Equipment	Jordan Prangle	jprangle@sunsrce.com	The specifications for 2103350 Rehabilitation of Pump Station seemed to be written around one particular supplier and did not give much room for other suppliers with the capabilities to do the work to submit a bid.
Progressive	Jerry Sitek	jsitek@progressivemech.com	We ultimately determined that we could not commit the resources for the length of that particular project at this



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Mechanical, inc			particular time.
Wood PLC	Dave Agnew	David.agnew@woodplc.com	Too much Ovation work for Emerson and not enough other work that we can do.
Smith's Waterproofing, LLC	Brandon Smith	brandon@swcdllc.com	We quoted the prime contractors on this job. We looked at the masonry and concrete repair portion of this project and were not low with Weiss
Rotor Electric	Benjamin Rosenberg	brosenberg@rotorelectric	Submitted a bid as an Electrical Subcontractor to the GC
HECO, Inc	Geoffrey Brewer	gbrewer@hecoinc.com	We did submit a bid for the electric motor repair portion through a few of the General Contractors. The full scope of this project was above and beyond our scope of supply.
Primary Flow Signal Inc	Dean Soderberg	dsoderberg@primaryflowsignal.com	Primary Flow Signal supplied quotes for our portion of this project (spec sections 40 71 23.24 & 40 73 13) to two general contractors, two electrical contractors and one systems integrator.
HESCO	Heather Walker	Heather.walker@hesco-mi-com	We are a manufacturer's rep firm. We downloaded the documents in order to be able to bid equipment to the contractors. We submitted our bid to them.
Applied Science, Inc	Lisa Lynn	llynn@asi-detroit.com	Applied Science, Inc. was part of the Weiss Construction team that submitted a bid on the project.
Doublejack Electric Company, Inc	Ian Nash	iann@doublejackelectric.com	We bid on this project as a subcontractor to both Weiss and F. H. Paschen.
J. F. Cavanaugh	Jessica George	jessica@jfcav.com	J. F. Cavanaugh did submit a bid as a mechanical sub-contractor to FH Paschen.
Mueller Water Products	Nick Weldon	nweldon@muellerwp.com	We submitted our bid direct to contractors through our local representative Peterson & Matz, Inc



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De-Cal	Andrew Calcaterra	acalcaterra@de-cal.com	We submitted a bid to Pachen as a subcontractor
Emerson Process Management Power and Water Solutions	Ray Card	Raymond.card@emerson.com	Emerson bid the project as a subcontractor. Emerson bids were issued to several general contractors who advised they were going to bid the project.
Xylem	Shawn Stevenson	Shawn.stevenson@xylem.com	I believe this solicitation required submersible pumps so our local rep would have decided to bid or not. Locally we are represented by Kennedy Industries. We did not have anything to offer on this project.
ASWP	Anooj Kothari	akothari@american-usa.com	We quote directly to the contractors
CJGeo	Kirk Roberts	kirk@cjgeo.com	None of the work we do was required (we looked at it as a potential subcontractor.
HDR, Inc	James Scholl	James.scholl@hdrinc.com	HDR is an engineering consultant service company and does not perform construction as required for this RFB. We reviewed the project information to stay informed with ongoing GLWA projects.
Kennedy Industries	Keith Sikaitis	ksikaitis@kennedyind.com	We are an Equipment Supplier and downloaded/viewed the Plans & Specifications so that we could provide pump & valve pricing to the Mechanical Contractors for their Proposals.
Commerce Controls Inc	Eric Hine	ehine@commercecontrols.com	CCI did bid on this project but as a subcontractor
Mix On Site USA	Aga Rdzak	ardzak@mixon-site.com	We are only a subcontractor. We did not price this project as there was no work for us on it
Schreiber Roofing Corporation	Shawn Kirk	shawnk@schreiberroofing.com	I bid the project through the general contractors



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PCI Vertrix	Hassan Ajami	hajami@pci-vertrix.com	We were part of the design team and did not bid the construction work.
Jett Pump & Valve, LLC	Jennifer Greene	jgreene@jettump.com	Jett Pump submitted the Purafil PPUs to the listed interested bidders.
Environmental Sales, Inc	Eric Schiebold	eschiebold@aol.com	I am an equipment supplier and quote my equipment to mechanical contractors.
Pullman Services	Zach Carroll	zcarroll@pullman-services.com	We bid the project as a subcontractor.
Kerr Pump & Supply, Inc	Joe Ash	joeash@kerrpump.com	My company Kerr Pump & Supply represents Fairbanks brand pumps in the state of Michigan. The specifications for 2103350 named Flowserve as the only approved pump supplier.
Ballard Marine Construction	Tony Raphael	Tony.rafael@ballardmc.com	We bid as a subcontractor.