



GLWA Procurement

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Vendor Response Follow-up

Document Owner/Department:
Procurement Team

Contract No. 2400082/Northeast Water Treatment Plant Filter Replacement
Date: 4/30/2025

Vendor	Contact Name	Email Address	Explanation of No Bid Submittal
Core & Main	Mark Dombrosky	mark.dombrosky@coreandmain.com	We supply material to contractors.
DE-CAL Inc.	Andrew Calcaterra	acalcaterra@de-cal.com	We were on the team with Walsh Construction to provide mechanical design assistance and installation for this project so we did not turn in a separate proposal. Please let me know if you need any further information.
HDR, Inc.	Ernie West	Ernie.West@hdrinc.com	<p>As far as this project RFP goes, HDR was interested in the project and had looked at a possible teaming arrangement with a construction contractor, but ultimately decided against pursuing for the following reasons.</p> <ol style="list-style-type: none"> 1. Competing proposals - HDR had positioned with a team ahead of release of the Southeast Michigan Flood Study RFP and were undertaking the development of a large proposal for that project. This project then came out for bid at around the same time. While we felt as a firm that our qualifications were very well matched with the NE WTP Filter project, and that with enough time we could submit a competitive proposal, we had concerns about diluting our



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			<p>effort on the flood study pursuit while pursuing the filter replacement at the same time.</p> <ol style="list-style-type: none">2. Lack of relationships - It has been our experience that successful proposals for plant work require good existing relationships with the plant staff and knowledge of the plant and drivers of the project. We did consider a contracting partner that had knowledge of the plant but at the time of the submittal, we felt our engineering competitors had better familiarity with the project and the site and that this put us at a competitive disadvantage.3. Lack of clarity of how GLWA evaluates design build proposal qualifications - The contractor we had considered teaming with did have experience at the site but didn't have firm experience for filter replacement. Their staff did have this type of experience, but from working for other firms. We knew that these other firms were also competing for the project. HDR has good filter replacement/rehabilitation experience and we had a good candidate for a project manager, who also had specific related experience. However, the lack of clarity around how qualifications would be scored
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			<p>discouraged us as we felt we wouldn't score as well as competitors when considered with the qualifications of the contractor.</p> <p>4. Large design effort - The development of significant conceptual design content was required for the proposal submittal. Following review of other current commitments from our technical staff and project manager, we felt the proposal effort was very high and very demanding, within the original response period. Considering both our marketing and technical commitments at the time of the RFP release, we felt we could not devote the time required to produce a competitive proposal.</p> <p>We appreciate you reaching out and soliciting this type of feedback. We strive to provide top notch proposals on all GLWA projects that we submit on and it takes a very, very significant effort for us to do so for each one.</p> <p>We remain interested in working with GLWA on future similar projects and look forward to the next opportunity.</p>
Somat Engineering, Inc.	Natiera Farrington	nfarrington@somateng.com	Somat Engineering, Inc. did not submit an independent proposal for the referenced project because we



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			participated as a subconsultant on the Fishbeck/Kokosing Design-Build Team.
Kennedy Industries	Spencer Hasbrouck	shasbrouck@geiconsultants.com	We submitted our proposal for the equipment that we are providing (pumps, valves, surface wash system) to the contractors that were bidding on this job.
Ferndale Electric	Nicholas Phillips	nickphil@ferndale-electric.com	Thanks for reaching out. When the Northeast Water Treatment Filter Replacement was being bid, we were working on the Great Lakes Water Authority Lake Huron Instrumentation design build project. We also had made other previous commitments in that same time period. As such, the Northeast Water Treatment Plan Filter Replacement was not a good fit for us. Ferndale Electric is very interested in doing these types of projects with GLWA in the future. However in this particular case, the timing was not right for us.
Weiss Construction	Sherry Field	sfield@weissconstruction.com	Our estimating team was engaged in other conflicting pursuits at that time.
Eaton Electrical	Evan DeTone	EvanDeTone@Eaton.com	We did not submit a proposal directly but we did work with both competing teams during the bid phase. I do not believe this project would have made sense for Eaton to bid directly as there is much more than just electrical content. For reference, we would rarely ever bid a GLWA project directly. We mainly work with the electrical contractors and provide quotes to them.
Pullman	Rob Johnson	rjohnson@pullman-services.com	Pullman reviewed the project and determined that the scope was not a great fit to bid Prime at this time due to our current backlog / workload. We look forward to



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			working with GLWA on future opportunities!
PCI-Vetrix	Hassan Ajami	hajami@pci-vetrix.com	We bid as a subcontractor under the Walsh team.
CEC Controls	Blake Dahlka	bdahlka@cecontrols.com	This was a design/build job that required a general contractor as the prime. CEC Controls is a systems integrator who bids on controls and instrumentation scope. If the majority of scope is instrumentation and controls (I&C), then CEC Controls would bid as prime and carry a sub. However, in this case, I&C was not the majority of the scope.
Arcadis of Michigan, LLC	Mike Halwani	Mike.Halwani@arcadis.com	Thanks for the inquiry. Arcadis routinely review RFP issued by GLWA. For this Design Build type delivery project , We were not successful to join with prime contractor. Arcadis is committed to serve GLWA and its member partners and we look forward to continuing looking for the best-fit opportunity to serve GLWA.
GGSG, LLC	Mike Haman	mike@ggsg1.com	GGSG is not a general contractor and we did receive an invitation to bid from Kokosing and could not get the bid out in time.
Hubbell, Roth & Clark	Janice Strine	JStrine@hrcengr.com	HRC's Business Development team downloads documents as received and evaluates if the scope aligns with our current business model. Our team assessed the referenced RFP and determined it did not fit at this time.



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			HRC continues to track GLWA opportunities and is prepared to submit a proposal when the opportunity aligns with the prospect of success. We look forward to the opportunity to work with GLWA on their needs in the future.
Emerson PWS	Raymond Card	Raymond.Card@emerson.com	Due to the scope of work, Emerson could not bid the project as a prime bidder. We did, however, respond and submitted a subcontractor bid for the instrumentation and controls scope of work to several electrical and general contractors.
LGC Global	Jignesh Madhani	Jignesh.Madhani@lgccorp.com	We submitted quote to Walsh Construction Company for this project.
Hach	Ben Scrace	ben.scrace@hach.com	Good afternoon. Hach did submit bids to 3 integration companies for Northeast WTP, which were included in their proposals. Hach is a supplier, not a contractor. Please advise if you need additional information.
Metco Services	Ali Khraizat	akhraizat@metcoservices.com	Metco does not have the technical capacity to bid on this type of project as a prime, but we did bid as a sub to the Walsh team for aspects of the project that line up with our expertise. We were the electrical designer for them. We also provide Mechanical/HVAC/Plumbing and I&C design with some process mechanical background.



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Hazen and Sawyer	Jared Stewart	JStewart@hazenandsawyer.com	We did actively look into this opportunity; however, we were not able to find a Contractor we felt comfortable teaming with on such a complicated project. Therefore, we elected to pass.
Hamlett Environmental Tech. Company	Jen Wagner	jenw@hamlettenvironmental.com	We are a manufacturer's rep and submitted equipment pricing to the bidders. We do not perform construction or that type of work so we would not have submitted a bid ourselves.
Elenis Contracting, LLC	Anadio Elenis	eleniscontractingllc@yahoo.com	We were very interested in the underdrain, filter media replacement and interior coating portion of the project but we're fully booked until Q2 of 2026.
Anthratech U.S., Inc.	Perry Pelitera	perry@awi-us.com	AWI-US did provide a proposal for the project but not through the website with a tabulated bid response. We bid this project through our manufacturer representative, Peterson & Matz directly to Walsh/CDM and Kokosing/Fishbeck.
Continental Carbon Group	Erick Cortes	ecortes@continental-carbon.com	Continental Carbon Group declined to bid as this project was beyond our scope and capability as a General Contractor. Instead, we supported one of the General Contractors as a subcontractor/supplier.
Clark Construction Company	Colt Odeh	COdeh@clarkcc.com	Several addenda were issued on the project that elevated the complexity of the work and required repeated revisions to our design-build approach. As we were concurrently focused on other major pursuits,



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			we elected to forego our submittal and eliminate any due burden to GLWA.
CCI Industrial Constructors	Cameron Hedges	cameron.hedges@ccigroupusa.com	For the NEWP Filter Replacement project, the ROM was larger than what we would bid as prime on currently. Additionally, this was a Design/ Build project, which is also something we have not performed as a general contractor at this scale. We did, however, submit a proposal as a specialty contractor to one of the prime bidders.
American Cone Valve	Justin Ross	justinross@acservicerepair.com	Unfortunately, this one slipped by me, and I missed the cutoff. I usually bid Projects through Rep. Firms, rather than dealing directly with the contractors. The rep firm we used in the past was HESCO, but we parted ways about a year ago. I didn't look for another rep because I typically deal with GLWA direct or Lakeshore.
Air Design, Inc.	Andy Webster	awebster@airdesign.com	We would normally quote equipment to contractors. If GLWA is buying directly we would fill out the bid form to quote it. I believe I looked at the job and it didn't match our equipment scope of fans, dampers, electric heaters.