



Water Treatment and Distribution Engineering

TO: Heidi Solheid
FROM: Rob Verke
DATE: February 22, 2013
SUBJECT: Award recommendation OP 7767

Heidi

We find the Bid submitted by Whipps Inc. to be the lowest bid meeting specifications and therefore recommend award in an amount of approximately \$128,000 to furnish all equipment per OP # 7767

The project logistics required a specific delivery timeline and liquidate damages if this timeline is not met. These project constraints are necessary because we have approximately 45 days in a calendar year in which this equipment can be installed. This installation work is scheduled for fall as part of a general construction project to be bid this spring. These gates are the longest lead time item in that project which is why we bid them early.

I did communicate with the other suggested vendors prior to and after as to why they did not offer a bid.

I spoke with San Dyrude of Van Bergen & Markson, Inc. the Hydrogate Representative prior to the bid opening. Hydrogate would not offer a bid due to the City's standard terms and conditions. The project schedule and liquidated damages had no impact on their desire or lack thereof to offer a bid.

I again spoke with San Dyrude of Van Bergen & Markson, Inc. after the bid opening. He was inquiring of the bid price. He asked if it was under \$200,000. I said yes it was at 128,300. Sam expressed surprise and said this was competitive pricing.

I also spoke with Don Kluck of Northwestern Power Equipment Co the Rodney Hunt/Fontaine representative. Rodney Hunt wanted complete removal of the delivery timeline and constraints to offer a bid. We clarified the procurement requirements via addenda in attempts to entice them to bid. I reviewed the timeline the day before the bid opening. I stated we could open the delivery window two additional weeks. This was not sufficient to get them to bid. We had 120 days in our timeline. Don indicated that current delivery timeline for Rodney hunt was greater than 180 days. This would delay our project by an additional year.

