

Agenda Report Form

Open Session Item

SUBJECT: Bid Award (PUR-1727) Seventy-Two Stainless Steel Bollard Covers at the Hagerstown Regional Airport

PRESENTATION DATE: April 8, 2025

PRESENTATION BY: Brandi Kentner, CPPO, Purchasing Director; Neil Doran, Airport Director

RECOMMENDED MOTION: Move to award the procurement of seventy-two (72) stainless steel bollard covers at the Hagerstown Regional Airport. to Humana Chemicals, Inc. of Potomac, MD for a Total Sum Bid Price of \$61,995.80.

REPORT-IN-BRIEF: The Invitation to Bid (ITB) was advertised on the State of Maryland's "*eMaryland Marketplace Advantage*" website, the County's website, in the local newspaper; and on the County's new electronic bid site (Enuna/Ionwave). Twenty-eight (28) persons/companies registered/downloaded the bid document online and on February 26, 2025, the county accepted bids; seventeen (17) bids were received.

The contractor shall furnish seventy-two (72) stainless steel bollard covers at the Hagerstown Regional Airport. County staff will install the bollards. This procurement is simply to provide the covers.

Background: Security-related assessments from both the Transportation Security Administration (TSA) and Washington County Sheriff's Department recommended the install of bollards along the terminal curb. The cost of these bollard covers is grant eligible with 75% of the costs paid by a previously awarded grant from the Maryland Aviation Administration (MAA-GR-25-017) related to terminal parking lot improvements.

FISCAL IMPACT: Funds are budgeted in the Airport's Capital Improvement Project (CIP) account 515000-35-45010-BLD088-CNST-000000, Airport Systemic Improvement Projects.

CONCURRENCES: Director of Public Works, Airport Director, County Administrator, Director of Budget & Finance

ALTERNATIVES: N/A

ATTACHMENTS: Bid Tabulation Matrix

AUDIO/VISUAL NEEDS: N/A

PUR-1727 Seventy-Two (72) Stainless Steel Bollard Covers at the Hagerstown Regional Airport

1 Seventy-Two (72) Stainless Steel Bollard Covers at the Hagerstown Regional Airport					
Supplier	QTY	UOM	Unit Price	Total Price	Supplier Notes
		Total			
Humana Chemicals, Inc	1	Lump Sum	\$61,995.80	\$61,995.80	
		Price			
		Total			
Phoenix Metal Products, Inc.	1	Lump Sum	\$62,280.00	\$62,280.00	
		Price			
		Total			
Technology International, Inc.	1	Lump Sum	\$65,520.00	\$65,520.00	
		Price			
		Total			
Nasatka Barrier Incorporated	1	Lump Sum	\$70,920.00	\$70,920.00	Bid includes the three (3) required "response Attachments and four (4) additional Bid supplemental attachments for review and consideration.
		Price			
		Total			
JLN Construction Services, LLC	1	Lump Sum	\$76,111.00	\$76,111.00	Supply only installation excluded
		Price			
		Total			
BRW Corp. (Bart Richard Woodward Corporation)	1	Lump Sum	\$80,280.00	\$80,280.00	
		Price			
		Total			
Callas Contractors, LLC	1	Lump Sum	\$84,800.00	\$84,800.00	
		Price			
		Total			
Dawn Enterprises LLC	1	Lump Sum	\$85,369.44	\$85,369.44	
		Price			
		Total			
Media Centre (Luther Washington)	1	Lump Sum	\$86,999.00	\$86,999.00	
		Price			
		Total			
Hanada Contracting LLC	1	Lump Sum	\$87,000.00	\$87,000.00	
		Price			
		Total			
Grassfield Construction LLC	1	Lump Sum	\$89,213.00	\$89,213.00	
		Price			
		Total			
Donald H Shaw Welding & Iron	1	Lump Sum	\$92,440.00	\$92,440.00	Lead time is 8-12 weeks for delivery using DFARS compliant materials
		Price			

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Supplier	QTY	UOM	Unit Price	Total Price	Supplier Notes
Winding Road Roofing	1	Total Lump Sum Price	\$107,850.00	\$107,850.00	A. 2 - 44" top slope, 40" to bottom. A. 3 - 9" schedule 10 Stainless Steel Bollard Cover. B. 1 - Set Screw. 1. 50% down to order materials. 2. 5-7 week lead time before materials are delivered. 3. Final payment due 20 days after materials are delivered.
Warner Construction	1	Total Lump Sum Price	\$113,999.00	\$113,999.00	Complies with Buy American. Please note there is another supplier that is significantly cheaper (~\$10k) that provides the exact spec for what was prescribed, but the country of origin for the product is Malaysia.
Everline Coatings and Services Baltimore NE (Driven Pavement Maintenance and Services LLC)	1	Total Lump Sum Price	\$130,223.81	\$130,223.81	The total sum for the bollards includes the cost of freight, delivery, taxes required by Local, State and Federal laws, the cost of all material, labor, equipment, as well as other services and facilities of every nature whatsoever or as may be necessary to provide the products as described in the bid specifications.
Emerge Contracting	1	Total Lump Sum Price	\$166,377.00	\$166,377.00	
Westex Group	1	Total Lump Sum Price	\$299,754.00	\$299,754.00	TSB - TruckStopper 6-30 + 100 Bollard System - [CHOOSE ONE] Fixed/Removable Shallow Mount Bollard - Tested to PAS68 N2 as a single bollard, exceeding the requirements for ASTM F2656-07 M30 P2 (equivalent to U.S. DOS K4 L2). Crash tested and certified with a total truck weight of 16,534 lbs (7.5 metric tons) at a 90-degree angle. Impact speed of 30 mph. Total vehicle penetration 9'- 3" (2.8 meters). Note: Footing details found on dwg TS-30-001 (Fixed, sidewalk installations), TS-30-002 (Fixed, asphalt/paver installations), TS-30-003 (Removable, sidewalk installations) or TS-30-004 (Removable, asphalt/paver installations).

Remarks:

Custom Mfg. & Polishing, Inc. - Non-Responsive - Vendor submitted a copy of the bid via email.

Dawn Enterprises, LLC - Non-Responsive - Vendor submitted a copy of the bid via email.

***“Electronic” bids shall only be accepted on the online bidding site at <https://washco-md.ionwave.net>. Facsimile, Email or Electronic Bids of any type other than through the new online bidding platform will not be accepted.**