

**PUBLIC WORKS COMMISSION
ACTION REQUEST FORM**

TO: Timothy L. Bryant, CEO/General Manager

DATE: May 15, 2026

FROM: Candice Kirtz, Director of Supply Chain

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ACTION REQUESTED: Approve the recommendation to reject all bids for Inventory - BABA Galvanized Steel Transmission Poles (PWC2526006)

BID/PROJECT NAME: Inventory - BABA Galvanized Steel Transmission Poles

BID DATE: August 19, 2025

DEPARTMENT: Electrical Engineering

BUDGET INFORMATION: Warehouse Inventory

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NON-CONFORMING BIDDERS

- Cecil Energy Structures, Birmingham, MI
- Wesco Distribution, Inc, Clayton, NC
- M.D. Henry Co, Inc., Pelham, AL
- Belfort Capital LLC, Louisville, OH
- Meyer Utility Structures, LLC, Dallas, TX
- Southland Industrial Coatings/Grid Structures, Amite City, LA
- Nucor Tower & Structures, Rock Hill, SC
- Valmont Industries, Valley, NE

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BASIS OF REJECTION: Lowest responsive, responsible bidder

COMMENTS: The bid notice was advertised through our usual channels on July 30, 2025, with a bid opening date of August 19, 2025. Bids were solicited from thirteen (13) vendors, and eight (8) bids were received.

An award was previously approved on September 10, 2025, to Wesco Distribution, Inc., Clayton, NC. However, due to an inability to reach agreement on contractual language, the bidder was deemed non-responsible, as they required revisions to the form contract to which PWC objected, including provisions to which PWC may not agree as a public entity.

As a result, an award recommendation for M.D. Henry Co., Inc. was approved at the January 28, 2026 meeting. However, before contracts could be executed, M.D. Henry requested a price adjustment to its bid price. Due to the timeframe required to obtain award approval and negotiate contract terms, all bids received under the August 2025 solicitation are now beyond the original bid validity period and can no longer be considered for award.

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ACTION BY COMMISSION
APPROVED _____ REJECTED _____
DATE _____

ACTION BY COUNCIL
APPROVED _____ REJECTED _____
DATE _____

BID HISTORY
BABA GALVANIZED STEEL
TRANSMISSION POLE
CONTRACT

BID DATE: August 19, 2025

Advertisement

1. PWC Website 07/30/2025 through 08/19/2025
2. Addendum 1 08/07/25

List of Prospective Bidders Notified of Bid

1. Preferred Sales Agency, LTD, Kannapolis, NC
2. Valmont Industries, Valley, NE
3. Border States Electric, Greenville, SC
4. Stuart Irby, Johnson City, TN
5. Wesco Distribution, Clayton, NC
6. TransAmerican Power Products, Inc, Houston, TX
7. Sabre Industries, Alvarado, TX
8. Belfort Capital LLC, Louisville, OH
9. Southland Industrial Coatings/Grid Structures, Amite City, LA
10. Utility Service Agency Inc, Wake Forest, NC
11. Lekson Association Inc, Raleigh, NC
12. Meyer Utility Structures, LLC, Dallas, TX
13. M.D. Henry Co., Inc., Pelham, AL

PWC Procurement Mailing List- Registered vendors via the PWC website and Industry Day registrants. (approximately 2000+ contacts)

Small Business Administration Programs:

Small Business Administration Regional Office (SBA)
NC Procurement & Technical Assistance Center (NCPTAC)
Veterans Business Outreach Center (VBOC)
Small Business Technology Center (SBTDC)
Women's Business Center of Fayetteville (WBC)

Local Business and Community Programs

FSU Construction Resource Office (FSUCRO)
FSU Economic Development Administration Program (FSUEDA)
FSU Career Pathways Initiative
NAACP, Fayetteville Branch
FTCC Small Business Center (SBC)
Greater Fayetteville Chamber, RFP posting submitted
Hope Mills Chamber
Spring Lake Chamber
Hoke Chamber
Fayetteville Business & Professional League (FBPL)

State Business and Community Programs

NC Institute of Minority Economic Development (The Institute) Durham, NC
NAACP, State Branch Raleigh, NC
National Utility Contracting Association- NC Chapter (NUCA)

Durham Chapter of the National Association of Women in Construction (NAWIC)
South Atlantic Region of National Association of Women in Construction (NAWIC)
The Hispanic Contractors Association of the Carolinas (HCAC)
United Minority Contractors of North Carolina
International Women in Transportation- Triangle Chapter

Media

Fayetteville Observer
WIDU, AM1600
IBronco Radio at FSU
Fayetteville Press News
Up & Coming Weekly
Bladen Journal
Greater Fayetteville Business Journal

MWDBE / SLS Participation

N/A