



TOWN OF NORTH CASTLE

WATER & SEWER DEPARTMENT

15 Business Park Drive
Armonk, New York 10504

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Member

American Water Works Association

N.Y. Rural Water Association

N.Y. Water Environment Association

Westchester Water Works Conference

Sal Misiti

Director of Water & Sewer Operations

smisiti@northcastleny.com

watersewer@northcastleny.com

MEMORANDUM

To: Supervisor Schiliro & Town Board Members

From: Sal Misiti

Date: March 7, 2019

Cc: Patti Dwyer, Interim Town Administrator

Re: Water & Sewer Department **SCADA** (Supervisory Control and Data Acquisition) Project
Bid results

The above referenced project was advertised for bidding on February 4, 2019 and a mandatory walk-thru of all sites had been scheduled on February 13, 2019. All potential bidders were required to register with our Consultant for the project, Woodard & Curran. There were fifteen (15) registered contractors of which five (5) were present at the walk-thru. On February 28, 2019 bids were opened for the project, we received three (3) bids. All bidders were present at the site walk. The results of the bid proposals are illustrated below:

	Contractor	Bid Price
1	Armani Engineering Corp	\$341,960.00
2	Pat Kearns Electrical LTD	\$698,725.00
3	Elm Electrical, Inc.	\$1,130,323.09

The bid results are vastly different. Our consultant has examined the bids and contacted the bidders. It was determined that the low bidder has obviously missed several items required for the project and is requesting to withdraw their bid. Attached is a letter from the consultant and also a letter from Armani Engineering Corp. which explains this. The consultant has recommended that we accept the bid from the second lowest bidder Pat Kearns Electrical LTD.

Date: March 7, 2019
To: Supervisor Schiliro & Town Board Members
Re: Water & Sewer Department **SCADA** (Supervisory Control and Data Acquisition) Project
Bid results



Based upon the recommendations of our Consultant, I concur and hereby respectfully request that the Board take the following actions:

1. Based upon the letter from Armani Engineering Corp. and the details associated with their request which have been verified by our Consultant Woodard & Curran, release Armani Engineering Corp. from their bid and grant the withdrawal.
2. Based upon the letter and recommendation of our Consultant, award the bid to the next lowest bidder Pat Kearns Electric LTD.
3. Authorize the Supervisor to sign the necessary contract documents.

Should you have any questions please contact me.

Attachments

Via Electronic Mail

March 6, 2019



Sal Misiti
Town of North Castle
15 Business Park Drive
Armonk, NY 10504

Re: Bid Tabulation – Water & Wastewater SCADA Upgrades

Dear Mr. Misiti:

Woodard & Curran prepared bid documents, including drawings and specifications, for the Water & Wastewater SCADA Upgrades Project. The bid period was from February 4 through February 28, 2019. On February 13, 2019 a pre-bid conference was held at Town of North Castle Town Hall followed by a tour of the project sites. The pre-bid conference was attended by five contractors including Elm Electrical, General Control Systems, Pat Kearns Electric, Armani Engr Corp, and PCS Integrators. Questions were received from Elm Electrical, Pat Kearns Electric, and Armani Engr Corp. Three addenda were issued for the project on February 14, February 21, and February 22.

Bids were opened on February 28 at 11:00 am at the Town of North Castle Town Hall. Three bids were received for the project. All bids received for the project are listed below.

1.	Elm Electrical, Inc.	Westfield, MA	\$	1,130,323.09
2.	Pat Kearns Electric LTD	Carmel, NY	\$	698,725.00
3.	Armani Engr Corp	Poughkeepsie, NY	\$	341,960.00

Upon review of the low bid, we noted Armani Engr Corp's bid was significantly lower than the engineer's estimate. After a conference call held on March 4, 2019, Armani Engr Corp expressed interest in withdrawing their bid due to mistakes made putting together their bid. Please reference the attached letter from Armani Engr Corp, formally requesting withdrawal of their bid.

The next lowest bidder was Pat Kearns Electric LTD. We have reviewed the bid for completeness and accuracy. There was an omission of pricing for the Wastewater Treatment Plant Lab building, however Pat Kearns Electric LTD affirmed during a conference call held on March 5, 2019 that the cost for that site was included in the Wastewater Treatment Plant Manager's Office pricing. He also sent us confirmation that all software and equipment as specified was accounted for in his pricing. Pat Kearns Electric LTD has done similar work for Woodard & Curran in the past and has been generally viewed as a competent electrician capable of performing the work required for this project. He indicated during the conference call that he understood the elements of the project and was willing to move forward for the price indicated in his bid.

Based on their demonstrated experience, bid package with only one minor discrepancy, lowest remaining bid price after the withdrawal of Armani Engr Corp, and acceptability of their Work Plan drafted for this project, we recommend award to Pat Kearns Electric LTD.



Sincerely,

WOODARD & CURRAN ENGINEERING P.A. P.C.

A handwritten signature in blue ink, appearing to read 'Paul Couture', with a long horizontal flourish extending to the right.

Paul Couture
Project Manager

Enclosure: Letter of Intent to Withdraw Bid from Armani Engr Corp

PN: 0229424.03



Armani Consulting Corp / Armani Engr Corp
Industrial Automation Services
TEL: 610-737-8469

DATE: March 6, 2019

TO: Sal Misiti and Alison Simon
TOWN OF NORTH CASTLE, NEW YORK

Robert Speyer & Jonathan Grank
WOODARD & CURRAN ENGINEERING

FR: KATHY & ARMANI BALLESTEROS
Armani Consulting Corp/ ARMANI Engr Corp.

RE: TOWN OF NORTH CASTLE, NEW YORK
PROJECT NO. 0229424.03
WATER & WASTEWATER SCADA UPGRADES

Please advised that Armani Consulting Corporation is withdrawing the bid submitted for the above referenced project due limitations of submittal time we only submitted the Hardware and partial labor figures.

Apologies for inconvenience. Please advise.