



AFM

ENVIRONMENTAL, INC

City of Santa Rosa
Transportation & Public Works Department
Attention: Grant Bailey P.E.
69 Stony Circle
Santa Rosa, CA. 95401

June 20, 2019

RE: Response to AMG Protest letter

Mr. Bailey,

Regarding the Bid tabulations for Project C02162. Asbestos Management Group has missed understood how to calculate the low bidder in accordance with the bid documents provided.

On the bid form AFM list the two bid items(#3 and #4) as lump sum items and not linear foot items. Quoting from City of Santa Rosa's general conditions which is part of the bid documents.

“In the case of any discrepancy between the unit price and the total set forth for the item, the unit price shall prevail; provided, however, that if the amount set forth as a unit price is ambiguous, unintelligible or **uncertain for any reason**, or is omitted, or in the case of lump sum items, is not the same amount as the entry in the “Total “ column for the item shall prevail in accordance in accordance with the following:

1. As to lump sum items, the amount set forth in the “Total” column shall be the unit price.
2. As to unit basis items, the amount set forth in the “Total” column shall be divided by the estimated quantity for the item and the price thus obtained shall be the unit price.

Now let us reason together. AFM entered in the same amount for the unit price as they did for the total price. Reasoning puts it that AFM would not charge \$3,000.00 a foot for fencing nor would AFM charge \$10,000.00 a foot for K rail. Also AFM was so sure that there bid was to be \$511,000.00 that it was even written out below the numerical entry. Now using our abilities to reason it is uncertain what AFM wanted their unit price to be.

Therefore using the guidelines outlined in the bid by the City of Santa Rosa the unit price for the fencing should be \$3,000.00 divided by 70 equaling \$42.857 per foot. The K rail unit price would be \$10,000.00 divided by 70 equaling \$142.57 per foot.

The City of Santa Rosa's general council has confirmed that the above method is the proper way to calculate the lowest bid in this circumstance.

In response to AFM not listing a fencing subcontractor. AFM holds a B license which allows for

fencing to be performed when there is two or more separate trades on a contract. AFM under its B license will along with the fencing will perform the electrical disconnect of the buildings, and the plumbing disconnections. Under this method it is proper for AFM to use its B license for the fencing work.

If the City has any questions please feel free to contact myself or Alfred Hardwick.

Sincerely,

Mark Gillming
AFM Environmental, Inc.

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