



Notice of Intent to Award

Solicitation Number	RFQ 399417	Award Date	11/25/2025 11:39 AM CST
Solicitation Title	Fire Hydrants, Valves, Repair Parts and related items.		
Buyer Name	Von L Bell	Buyer Email	von.bell@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Fortiline, Inc. dba Fortiline Waterworks	Company Contact	Michael Hester
Street Address	1317 Elm Hill Pike		
City	Nashville	State	TN
		Zipcode	37210

Company Name	FERGUSON ENTERPRISES INC dba Ferguson Waterworks	Company Contact	Jackson Higgins
Street Address	660-A Massman Drive		
City	Nashville	State	TN
		Zipcode	37210

Company Name	Hayes Pipe Supply, Inc	Company Contact	Greg Thurman
Street Address	950 Fiber Glass Road		
City	Nashville	State	TN
		Zipcode	37210

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

☐ Yes, the EBO Program is applicable.

☒ No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service-disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

☐ Yes, monthly reporting is applicable.

☒ No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange. A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

A valid protest must demonstrate that the purchasing agent did not follow the law, the regulations, or the dictates of the solicitation. Protests based upon subjective scoring are not appropriate and may be grounds for placing the actual or prospective bidder, offeror, or contractor on the list of suspended or debarred persons.

Dennis Rowland

Dennis Rowland

Purchasing Agent & Chief Procurement Officer

Zak Kelley

(Initial)

_____Manager (Initial)



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Company Name	Consolidated Pipe Supply		Company Contact		CRAIG SLOAN	
Street Address	1500 COUNTY HOSPITAL RD					
City	NASHVILLE		State	TN	Zipcode	37218
Company Name			Company Contact			
Street Address						
City			State		Zipcode	
Company Name			Company Contact			
Street Address						
City			State		Zipcode	

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Dennis Rowland

Purchasing Agent & Chief Procurement Officer

_____ (Initial)

Zak Kelley

Enter Solicitation Title & Number Below						
RFQ - 399417 Fire Hydrants, Valves, Repair Parts and related items.	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	
	0.0%	0.00%	0.00%	\$34,850,891.00	\$0	
Offeror's Name	Bids	0	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
FORTILINE	\$ 34,850,891.00	\$0.00	\$0	\$0	\$34,850,891.00	Awarded
Ferguson Waterworks	\$ 37,795,272.77	\$0.00	\$0	\$0	\$37,795,272.77	Awarded
Hayes Pipe Supply, Inc.	\$ 37,926,263.42	\$0.00	\$0	\$0	\$37,926,263.42	Awarded
Consolidated Pipe & Supply Co. Inc.	\$ 37,969,660.70	\$0.00	\$0	\$0	\$37,969,660.70	Awarded
Trade on Demand, Inc. d/b/a Skilled Workforce	\$ 43,377,559.64	\$0.00	\$0	\$0	\$43,377,559.64	Not Awarded: Outside Competitive Range

Certificate Of Completion

Envelope Id: 545C386A-FD1F-44D0-834A-BED8A13746A8

Status: Completed

Subject: Intent to Award - RFQ # 399417 Fire Hydrants, Valves, Repair Parts and related items

Source Envelope:

Document Pages: 3

Signatures: 1

Envelope Originator:

Certificate Pages: 2

Initials: 2

Von Bell

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

von.bell@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Von Bell

Location: DocuSign

11/24/2025 3:35:35 PM

von.bell@nashville.gov

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: Metropolitan Government of Nashville and Davidson County

Location: Docusign

Signer Events

Signature

Timestamp

Sandra Walker

Sandra.Walker@nashville.gov

Senior Procurement Officer

Metro Nashville Finance Procurement

Security Level: Email, Account Authentication (None)

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.185

Sent: 11/24/2025 3:39:43 PM

Viewed: 11/24/2025 9:24:11 PM

Signed: 11/24/2025 9:24:55 PM

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Zak Kelley

Zak.Kelley@Nashville.gov

Finance Manager

Metro Nashville Government

Security Level: Email, Account Authentication (None)

Signature Adoption: Uploaded Signature Image

Using IP Address: 170.190.198.185

Sent: 11/24/2025 9:24:56 PM

Viewed: 11/25/2025 11:36:31 AM

Signed: 11/25/2025 11:36:53 AM

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Dennis Rowland

Dennis.Rowland@nashville.gov

Purchasing Agent & Chief Procurement Officer

Security Level: Email, Account Authentication (None)

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.190

Sent: 11/25/2025 11:36:54 AM

Viewed: 11/25/2025 11:38:22 AM

Signed: 11/25/2025 11:39:06 AM

Electronic Record and Signature Disclosure:

Not Offered via Docusign

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	11/24/2025 3:39:43 PM
Certified Delivered	Security Checked	11/25/2025 11:38:22 AM
Signing Complete	Security Checked	11/25/2025 11:39:06 AM
Completed	Security Checked	11/25/2025 11:39:06 AM
Payment Events	Status	Timestamps