




## INTEROFFICE MEMORANDUM

**TO:** Felicia Strong-Whitaker, Chief Purchasing Agent,  
Purchasing and Contract Compliance

**FROM:** Joseph Davis, Director, DREAM 

**DATE:** March 20, 2025

**SUBJECT:** Recommendation Award – ITB #25ITB1336430C-JH,  
**On-Site Door Repair Services Countywide –**  
FY20255

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**Recommendation:** We are recommending approval of the lowest responsible bidders for ITB #25ITB1336430C-JH, On-Site Door Repair Services Countywide in the total amount not to exceed \$300,000.00 with (A) Overhead Door Company of Atlanta, dba D.H. Pace Company, Inc., (Peachtree Corners, GA) in the amount not to exceed \$195,000.00 and (B) Piedmont Door Solutions (Dawsonville, GA) in the amount not to exceed \$105,000.00, to provide standby on-site door repair and preventive and predictive maintenance services on an “as needed” basis for all Fulton County facilities. Effective upon execution of contracts through December 31, 2025, with two (2) renewal options.

**Discussion:** The recommendation was based on the bidders’ costs with given quantities for each Fulton County facility for fixed pricing for preventive semi-annual and annual service maintenance services, to include estimated hourly labor rates during normal & weekends/holidays for on-call services, and truck charges. Combining all line item numbers #1 through #58 for semi and annual services and labor costs and truck charges line items #60 thru #62 to receive a Total Base Bid Amount from Pricing for Service Year 2025 to determine the lowest responsible and responsive bidder(s) to provide Countywide On-Site Door Repair and Overhead Door Preventive and Predictive Maintenance Services for Fulton County for FY2025.

**Evaluation Process:** The County received and evaluated three (3) bid responses to the solicitation. Piedmont Door Solutions, the apparent lowest bidder with a total base bid amount \$70,520.00, but was not considered as the overall lowest responsible bidder because they did not submit a pricing on 9 out of 61 total line items. This was because they do not maintain or repair roll up doors (types “C”) or any sliding gates entrances used for vehicular traffic (types “D”), which are located at 9 locations (#28, #29, #31, #32, #35, #36, #37, #46 and #54). Piedmont Doors provided costs for the type of doors they are equipped to maintain/ or repair.

Also, their services labor charges (Line Items #60, #61 & #62) were \$25.00 higher @ \$105.00 per hour during normal hours and @ \$130.00 an hour after working hours

compared to the next lowest bidder @ \$80.00 and \$110.00 for normal and after working hours. The hourly rates are approximately 40% of the average cost of service.

D. H. Pace Company, Inc., apparent 2<sup>nd</sup> lowest bidder, submitted a complete base bid amount of \$77,160.00. They provided costs for all 58 Line Items specified in the ITB (Bid Form) for preventive and predictive on-site door repair and comparable hourly labor rates (#60, #61 & #62), and Lavonne Industries, LLC, the 3<sup>rd</sup> lowest bidder, submitted a complete base bid of \$197,650.00.

**Conclusion:** After careful review, DREAM recommends the overall complete lowest and the 2<sup>nd</sup> lowest most responsive and responsible bidders respectively: D. H. Pace Company, Inc and Piedmont Door Solutions, to provide on-site door repair and preventive and predictive maintenance services for Fulton County facilities in FY2025.

	<b>Recommended Bidders</b>	<b>Base Bid Amount</b>	<b>Award Authority</b>
1	D. H. Pace Company, Inc	\$77,160.00	<b>\$195,000.00</b>
2	Piedmont Door Solutions	\$70,520.00	<b>\$105,000.00</b>
3	Lavonne Industries, LLC	\$197,650.00	Not Recommended

Having multiple contractors will provide the County with maximum flexibility and sufficient manpower resources to respond to the scope and complexity of service needs for a county of this size. Both recommended contractors have a current contract with Fulton County and has performed satisfactorily (79 ratings respectfully) and highly competent as a door contractor for Fulton County as stated in their performance reports (see Exhibit 2).

The requested spending authority in the total amount of \$300,000.00, is an increase of \$40,000.00 over the prior contract previously awarded for 2024 (\$260,000.00) and is largely for the Central Fulton Maintenance Division which will service the Fulton County Jail for FY2025. These planned projects for 2025 consists of replacement and major repairs of several roll up doors, including main sallyport doors.

These are time and materials contracts. The requested spending authority in the total amount of \$300,000.00 will cover costs for major/or routine repairs, replacement of doors and components, and hourly labor for on-site door repairs for all building for FY2025.

Funding for this recommendation is the in accounts for FY2025: #100-520-5220-1116 in the amount of \$170,000.00; #100-520-5221-1116 in the amount of \$90,000.00, and #100-520-5224-1116 in the amount of \$40,000.00 for a total amount of \$300,000.00.

Authorized Signature: Joseph N. Davis Date: 3.20.25  
(By Director/Deputy Director)

If you require additional information, contact Harry Jordan at (404) 612-5933.

Cc. Tim Dimond, Deputy Director, DREAM  
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