

Pat Drosten

From: Justin Lusk <justin@cobraenvironmental.com>
Sent: Friday, December 12, 2025 9:38 AM
To: Pat Drosten
Cc: Colten.brickler@kimley-horn.com
Subject: Re: ITB No. ITB 26-PW-01 Rehabilitation of Sanitary Sewer Lines and Manholes (CDBG 23DB-N33)

Thank you very much for your update. I look forward to hearing from you soon. Have a great weekend.

Best Regards,

Justin Lusk
President-CEO
Cobra Environmental
Cell: 561-398-1122
Justin@CEFL.co
Www.CEFL.co

"We Strive For Excellence"

On Dec 12, 2025, at 9:04 AM, Pat Drosten <pdrosten@cityofedgewater.org> wrote:

Mr. Lusk,

We are reviewing your correspondence with the evaluation team and our legal team.

I will get back with you when we have made a determination.

Thank you,

Pat
Pat Drosten
Purchasing Specialist
PO Box 100
City of Edgewater, FL 32132
386.424.2400 ext 1306
fax 386.424.2409

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From: Justin Lusk <justin@cobraenvironmental.com>
Sent: Friday, December 12, 2025 8:42 AM
To: Pat Drosten <pdrosten@CITYOFEDGEWATER.ORG>
Cc: Colten.brickler@kimley-horn.com
Subject: Re: ITB No. ITB 26-PW-01 Rehabilitation of Sanitary Sewer Lines and Manholes (CDBG 23DB-N33)

Good Morning Mr. Drosten,

I am writing to respectfully follow up on my prior correspondence regarding the bid evaluation for the City of Edgewater Sanitary Sewer Rehabilitation project.

I understand the City's responsibilities under the competitive bidding process and am simply seeking confirmation as to whether the clarification provided—specifically regarding the application of deductive alternates as outlined in Section 1.14(C) of the bid documents—has been reviewed.

At your convenience, please let me know if any additional information or documentation is required from Cobra Environmental to assist in the City's evaluation, or if the City has reached a determination on this matter.

Thank you for your time and consideration. I look forward to your response.

Justin Lusk
President-CEO
Cobra Environmental
Cell: 561-398-1122
Justin@CEFL.co
www.CEFL.co

"We Strive For Excellence"

On Dec 10, 2025, at 4:22 PM, Justin Lusk <justin@cobraenvironmental.com> wrote:

Good afternoon Mr. Drosten,

Thank you for your response. I want to respectfully clarify that I am not requesting any modification to the bid price after opening, nor am I attempting to alter any material term of my submitted bid.

My intent is only to reference a provision already included in the City's bid documents. Specifically, Section 1.14(C) – Basis of Award, which states:

"The lowest Bid will be determined by comparison of the 'Lump Sum Price' stipulated on the Bid Form, plus any combination of Additive or Deductive Alternate Bid Items of the Owner's choosing."

The deductive amount I referenced is not a new number, nor is it a post-opening adjustment. It reflects a deductive alternate that was established at the time of bid preparation and disclosed through the required Major Manufacturers or Suppliers form, where Vortex Structure Guard was listed as an alternate manufacturer for the manhole rehabilitation scope.

My pricing on the Bid Form reflects the specified product (Sprayroq).

The deductive amount exists only if the City elects to accept Vortex as an approved equal, consistent with the specification language allowing deductive alternates.

To summarize:

1. No bid prices are being revised.
2. The deductive alternate was part of the bid at submission.

3. Section 1.14(C) expressly allows the Owner to apply deductive alternates of its choosing when evaluating bids.

I hope this clarification is helpful. If the City would like any supporting product data sheets or alternate approval documentation for Vortex structure coating, I am happy to provide them.

Thank you again for your time and consideration.

Respectfully,

Justin Lusk
President - CEO
Cobra Environmental
15896 Mellen Ln
Jupiter, FL 33478
Cell: 561-398-1122
www.CEFL.co

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On Dec 10, 2025, at 2:56 PM, Pat Drosten
<pdrosten@CITYOFEDGEWATER.ORG> wrote:

Mr. Lusk,

I regret to inform you that we are unable to consider any changes to the bid price after the sealed bids have been publicly opened. This rule is a cornerstone of the competitive bidding process and serves to protect the integrity of the procurement process. The prohibition on post-bid-opening price changes prevents unfair advantage and prevents manipulation/collusion of the bidding process. The rule also ensures all vendors have an equal opportunity to compete based solely on the price they submitted in the sealed bid prior to the deadline. Furthermore, allowing any bidder to change price or material terms at or beyond this phase violates fundamental competitive-bid principles (Equal Treatment, Prohibition of Material Changes After Bid Opening,

etc.) and federal procurement regulations (2 CFR 200.319, and 2 CFR 200.320, etc.).

Sincerely,

Pat Drosten
Purchasing Specialist
PO Box 100
City of Edgewater, FL 32132
386.424.2400 ext 1306
fax 386.424.2409

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Please consider the environment before printing this e-mail

From: Justin Lusk <justin@cobraenvironmental.com>
Sent: Tuesday, December 9, 2025 4:05 PM
To: Pat Drosten <pdrosten@CITYOFEDGEWATER.ORG>
Cc: Colten.brickler@kimley-horn.com
Subject: ITB No. ITB 26-PW-01 Rehabilitation of Sanitary Sewer Lines and Manholes (CDBG 23DB-N33)

Good afternoon Mr. Drosten,

Upon reviewing the bid results and associated bid documents, I would like to provide a brief clarification. In the "Major Manufacturers or Suppliers" form, I identified Vortex Structure Guard as an alternate manufacturer for the manhole rehabilitation scope included in the alternate bid.

However, the pricing reflected in my submitted alternate bid is based on a subcontractor utilizing Sprayroq, the product specified in the bid documents. Should the City determine that Vortex is an acceptable approved equal, please apply the corresponding deduct of \$197,700 to our alternate bid amount.

Cobra Environmental Bid Summary:

1. Base Bid: \$439,528.20
2. Alternate Bid: +\$474,653.00
3. Deduct (if Vortex approved equal): -\$197,700.00
4. Adjusted Total Bid: \$716,481.20

Please let me know if any further documentation or clarification is required.

Respectfully,

Justin Lusk
President - CEO
Cobra Environmental
15896 Mellen Ln
Jupiter, FL 33478
Cell: 561-398-1122
www.CEFL.co

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