



Procurement Department

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Andy Penick, CPSM, GCPM, GCPA, MBA  
Procurement Director

October 1, 2025

Mailed & Emailed ([robert.witcher@cspipe.com](mailto:robert.witcher@cspipe.com) / [scott.mccrary@cspipe.com](mailto:scott.mccrary@cspipe.com))

Mr. Robert Witcher  
Mr. Scott McCrary  
Consolidated Pipe and Supply Company  
10887 Old Atlanta Hwy.  
Covington, GA 30014

Re: RFP #25-174 Water Meters  
For Augusta, GA – Utilities Department

Dear Mr. Witcher and Mr. McCrary,

Thank you for your response to RFP 25-174. On August 14, 2025, Augusta provided a request to enter into contract negotiations with your company in reference to Category 4 of RFP 25-174. Please be advised that Augusta has requested to cease negotiations with your company due to the delayed response from your company. The request to cease negotiations is based on the lack of responsiveness from your company since the initial decision to enter into negotiations was made as detailed below:

- AUD and Procurement met with your company on August 13th to notify them they were selected for Category 4 of the RFP. On this same date your company was provided a list of questions to answer and were requested to provide a sample contract for review by AUD's attorney in preparation to submit an agenda item for Commission approval. Your company was directed to respond by August 19th.
- On August 21<sup>st</sup> at 9:47 a.m. the Procurement Department emailed your company to inform you that we had not received a response to the questions or a sample contract. You were directed to respond by 2:00 p.m. on August 22<sup>nd</sup>.
- On September 4<sup>th</sup> at 3:45 p.m. the Procurement Department emailed your company to inform them that we had still not received a response, and that per an earlier phone call they were directed to provide a response by the end of day on September 10<sup>th</sup>.
- On September 16<sup>th</sup> the procurement department again contacted your company by phone to inform them we had still not received a response.
- On September 16<sup>th</sup> at 4:15 p.m., your company provided an incomplete response to the questions and a sample contract. In their response they did not respond appropriately to the question of a parts discount that was also clearly required in the initial RFP response.

For these reasons, Augusta has determined that a long-term partnership with your company for our Advanced Metering Project is not in the best interests of Augusta. The user department, Augusta Utilities Department, has requested to move forward with awarding Category 4 of RFP 25-174, Water Meters, to the next most responsive vendor.

535 Telfair Street, Suite 605, Augusta, GA 30901  
Ph: (706) 821-2422 / Email: [procadministrative@augustaga.gov](mailto:procadministrative@augustaga.gov)

Proposers may address all correspondence and questions regarding this notice via email to Andy Penick, Procurement Director, at [bidandcontract@augustaga.gov](mailto:bidandcontract@augustaga.gov), or by mail to the address below.

Andy Penick  
Augusta Procurement Department  
605 Telfair Steet, Suite 605  
Augusta, GA 30901

Thank you for your interest in partnering with Augusta, GA.

A handwritten signature in dark ink, appearing to read "Andy Penick", is written over a horizontal line.

Andy Penick  
Procurement Director  
Augusta, GA