City of Fort Smith Finance

MEMORANDUM

TO: Jeff Dingman, City Administrator

CC: Maggie Rice, Deputy City Administrator

FROM: Andrew Richards, Chief Financial Officer

DATE: November 24, 2026

SUBJECT: 2027 Bid for Aggregates, Sand, Concrete & Asphalt Concrete Products (Bid 5101-1123-BA)

SUMMARY

Attached please find the bid tabulation for the 2027 Bid for Aggregates, Sand, Concrete & Asphalt products. These materials will be utilized by various City departments throughout 2027.

This competitive bid was procured in accordance with the City of Fort Smith Purchasing Procedures. The Invitation to Bid was advertised in two newspapers, the Northwest Arkansas Democrat-Gazette and the River Valley Democrat-Gazette and on the Northwest Arkansas Democrat-Gazette's website. It was posted on the City's website from November 9, 2026, until closing date.

The public bid opening was held on Monday, November 23, 2026, at the Blue Lion building. A total of six vendors submitted bids. It should be noted that Mid-Continent Concrete and APAC-Central, which have historically submitted separate bids, are under common ownership and elected to submit a single bid response for the 2027 solicitation.

While Hoffman Construction submitted the lowest unit prices for certain asphalt items, the material would be obtained from its plant in Poteau, Oklahoma. Staff determined that the additional hauling distance and associated transportation costs would offset the unit-price savings. Accordingly, award to Emery Sapp is recommended as the lowest overall cost to the City.

Funding for these materials has been included in the 2027 budget. For comparison purposes, the 2026 pricing is also reflected upon the bid tabulation.

Based on the bids received and the evaluation conducted, I recommend acceptance of the bids identified on the attached bid tabulation. Please let me know if you have any questions.

ATTACHMENTS

1. 3255_Resolution (1).pdf
2. Signed Bid Tab - 5101-1123-BA.pdf

FISCAL IMPACT: *Annual Bid*
BUDGET INFORMATION: *Budgeted / Various*

RESOLUTION NO. _____

RESOLUTION ACCEPTING BIDS FOR THE PURCHASE OF AGGREGATES, SAND, CONCRETE, AND ASPHALT CONCRETE PRODUCTS FOR 2027

BE IT RESOLVED BY THE BOARD OF DIRECTORS OF THE CITY OF FORT SMITH, ARKANSAS THAT:

The Bids, as indicated by enclosure on the attached Bid Tabulation 5101-1123-BA for the purchase of concrete, asphalt, and other materials for 2027, are accepted.

This Resolution adopted this _____ day of December, 2026.

APPROVED:

_____
MAYOR

ATTEST:

_____
CITY CLERK

Approved as to form:

_____NPR

Tabulation of Bids for Concrete and Sand for **2027**

Bid Tab: 5101-1123-BA

Description	APAC-Arkhola, Inc. Ft. Smith, AR				River Valley Quarries Ft. Smith, AR				River Valley Materials Ft. Smith, AR					2026 Awarded Bid Prices	
	At Plant		Delivered		At Plant		Delivered		At Plant		Delivered		Bid Item #	At Plant	Delivered
1 - Crushed Stone (Aggregate Base Course)	$21.40		Haul Rate		$16.20	✓	$24.70	✓	No Bid		No Bid		1	$14.70	$22.58
2 - 3/4" to 1 1/2" Concrete Rock	$26.20		Haul Rate		$18.15	✓	$26.65	✓	No Bid		No Bid		2	$16.65	$24.53
3 - Rip Rap	$31.65		Haul Rate		$24.20	✓	$34.20	✓	No Bid		No Bid		3	$22.70	$32.08
4 - Gabion Stone	$31.65		Haul Rate		$20.45	✓	$28.95	✓	No Bid		No Bid		4	$18.95	$26.83
5a - Concrete Class AAA/4000 PSI	$173.00	✓	$198.00	✓	No Bid		No Bid		No Bid		No Bid		5a	$160.00	$196.00
5b - Concrete Class AAA (AE)/4000 PSI	$173.00	✓	$198.00	✓	No Bid		No Bid		No Bid		No Bid		5b	$160.00	$196.00
5c - Concrete Class AAA (AE)(HES)/4000 PSI	$195.00	✓	$220.00	✓	No Bid		No Bid		No Bid		No Bid		5c	$185.00	$217.00
5d - Concrete Class AA/3500 PSI	$168.00	✓	$193.00	✓	No Bid		No Bid		No Bid		No Bid		5d	$157.00	$192.00
5e - Concrete Class AA AE/3500 PSI	$168.00	✓	$193.00	✓	No Bid		No Bid		No Bid		No Bid		5e	$157.00	$192.00
5f - Concrete Class AA AE HES/3500 PSI	$190.00	✓	$215.00	✓	No Bid		No Bid		No Bid		No Bid		5f	$181.00	$212.00
5g - Concrete Class A/3000 PSI	$163.00	✓	$188.00	✓	No Bid		No Bid		No Bid		No Bid		5g	$154.00	$187.00
5h - Concrete Class A (AE)/3000 PSI	$163.00	✓	$188.00	✓	No Bid		No Bid		No Bid		No Bid		5h	$154.00	$187.00
5i - Concrete Class A (AE)(HES)/3000 PSI	$185.00	✓	$210.00	✓	No Bid		No Bid		No Bid		No Bid		5i	$177.00	$207.00
5j - Concrete Class B/2500 PSI	$158.00	✓	$183.00	✓	No Bid		No Bid		No Bid		No Bid		5j	$152.00	$182.00
5k - Concrete Class B (HES)/2500 PSI	$180.00	✓	$205.00	✓	No Bid		No Bid		No Bid		No Bid		5k	$172.00	$202.00
6 - Utility Backfill (Slurry)	$135.00	✓	$160.00	✓	No Bid		No Bid		No Bid		No Bid		6	$134.00	$158.00
7 - Sand	$18.50		Haul Rate		No Bid		No Bid		$13.85	✓	$22.35	✓	7	$16.70	Haul Rate
Optional Items															
Calcium Chloride – 1% (Per Cubic Yard)	N/A		$6.00	✓	N/A		N/A		N/A		N/A			$0.00	$5.00
Calcium Chloride – 2% (Per Cubic Yard)	N/A		$11.00	✓	N/A		N/A		N/A		N/A			$0.00	$10.00
Fiber (Per Bag)	N/A		$7.50	✓	N/A		N/A		N/A		N/A			$0.00	$7.00
Hot Water	N/A		$7.00	✓	N/A		N/A		N/A		N/A			$0.00	$7.00

All Prices Firm for 2027

✓ Bid Award

Advertised Nov 8 and Nov 15, 2026 in River Valley and NWA Democrat Gazette
Bid emailed to all known vendors on Nov 6, 2026
Bid posted on COFS Purchasing webpage from Nov 6 to Nov 23, 2026
One late bid received at 11:37 a.m. on Nov 23 from MDHC, LLC (Springfield, VA), bid returned to sender unopened

Approved by: Andrew Richards, CFO

Tabulation of Bids for Concrete and Sand for **2027**
Bid Tab: 5101-1123-BA

Description	APAC Arkhola Ft. Smith, AR		Emery Sapp Ft. Smith, AR		Hoffman Const Poteau, OK		Atlas Asphalt Batesville, AR		Bid Item #	2026 Bid Prices
	At Plant		At Plant		At Plant		At Plant			
8 - Asphalt Concrete Hot Mix Surface Course (II)	$82.00	✓	$84.25		No Bid		No Bid		8	$73.25
9 - Asphalt Concrete Cold Plant Mix	No Bid		No Bid		No Bid		No Bid		9	No Bid
10 - Asphalt Concrete High Performance Cold Mix	$145.00		$135.00	✓	$130.00		$137.00		10	$125.00
11 - Asphaltic Concrete Hot Mix Binder Course	$80.00		$80.00	✓	No Bid		No Bid		11	$72.00
12 - Asphaltic Concrete Hot Mix Surface Course	$84.00	✓	$84.25		No Bid		No Bid		12	$73.25
13 - Asphaltic Concrete Hot Mix Surface Course-AHTD 12.5 mm										
PG 64-22	$89.00		$88.00	✓	$79.00		No Bid		13	$79.00
PG 70-22	$94.00	✓	$95.00		No Bid		No Bid		13	$85.00
PG 76-22	$96.00	✓	$97.00		No Bid		No Bid		13	$89.00
14 - Asphaltic Concrete Hot Mix Surface Course-AHTD 9.5 mm										
PG 64-22	$94.00		$92.50	✓	$81.00		No Bid		14	$84.75
PG 70-22	$100.00	✓	$106.00		No Bid		No Bid		14	$90.00
PG 76-22	$102.00	✓	$110.00		No Bid		No Bid		14	$95.00

All Prices Firm for 2027
✓ Bid Award

Item 11 tie-breaker required a coin toss per the purchasing manual section 8.1.24. APAC and Emery Sapp both have business offices located in the City of Fort Smith. Tie-breaker held on Nov 24. Eric Mackey from APAC was present and Joseph McNeely joined by phone. Emery Sapp won on tails.
Items 10; 13 (a) and 14 (a) were awarded to Emery Sapp due to the travel distance from the Hoffman Plant - multiple daily trips would cause increase in fuel and wear & tear on City trucks and elimnate any savings