Susquehanna: a specialist pipe-repair pursuit

Dated teaching case

SP33002700002; Defense Logistics Agency Susquehanna; New Cumberland, PA 17070; condensate return-pipe CIPP repair; reported 811310/K047 and small-business set-aside. Checked 10 Oct 2026. https://sam.gov/opp/62b4a980ae194fe7b3c51b7004d5b3c4/view

Read the RFQ, scope, Q&A and incorporated wage determination together. The notice and RFQ identify the small-business condition; confirm current amendments before relying on the response requirements.

Selected because the purchased service, unknown-history alternative, cure/inspection requirements and invoicing route teach procurement judgment. It is outside the shared 238220 baseline and is not evidence of a DLA incumbent.

Response and schedule

Quotes due 13 Oct 2026 at 5:30 p.m. Eastern Daylight Time; written questions due noon Eastern the same day. RFQ directs complete email quotation, not fax/hardcopy. Verify current notice/amendments before responding or recording.

RFQ page 4 specifies completion 15 Nov 2026; scope page 4 says 30 calendar days from official notice to proceed or mutually agreed final schedule. Obtain the controlling schedule in writing.

Map the actual method and qualification

Scope and evidence

Approximately 170 feet of 4-inch carbon-steel condensate return pipe: clean, prepare, install reinforced liner/resin system, cure and inspect. A Government-approved equivalent is permitted under the stated scope; approval is not automatic.

Q&A describes two elbows, manhole access, casing and roadway constraints; no diagram/video is provided there. Pressure and temperature are written without clear engineering units. Confirm units, conditions and manufacturer suitability.

Manufacturer/resin cure specifications are due five business days before mobilization. Inspection video is due within three business days after curing; final inspection and acceptance remain.

Past performance and eligibility

RFQ page 12: an unknown relevant past-performance record is acceptable without favorable or unfavorable rating. This does not waive technical compliance, responsibility, registration or the stated small-business condition.

Reported 811310 size standard is $12.50M; that is an eligibility measure, not the job budget. Confirm actual company evidence and an assigned specialist delivery route.

The Government intends one all-or-none purchase order to the lowest overall priced responsible, compliant quoter; it may reject all offers. Apply the rule to your actual delivery evidence before deciding whether to quote.

Build price, cash and the next action

What belongs in the quote

Crew, liner/resin, cleaning/preparation, equipment, curing, waste, inspection/video and acceptance belong in the cost plan. Distinguish Government water, staging and internal-permit support from your delivery costs.

Use incorporated Service Contract Act wage determination 2015-4245 revision 33 for the relevant work. Hold prices firm for 30 calendar days; quote validity is separate from performance duration.

RFQ pages 11–12 specify controlled-information markings/control block for quotes. Confirm designation/category and approved handling with the contracting officer before preparing controlled submission information; no assertion that Qualified Bid is approved to process it.

Invoice and decision

Wide Area Workflow requires the stated invoice/receiving-report and routing instructions. Verify supporting records, acceptance and controlling payment clauses; do not assume advance funding or an unconditional payment date.

Record confirmed sources, technical method, team proof, controlling schedule, price assumptions and cash. Decide pursue/team/watch/pass with a named next action. Use the worksheet and evidence matrix; do not treat a historical supplier as a committed partner.