



## CITY COUNCIL AGENDA ITEM

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November 15, 2011

To: John Szerlag, City Manager

From: Susan A. Leirstein, Purchasing Director  
Timothy L. Richnak, Public Works Director

Subject: Standard Purchasing Resolution 1: Award to Low Bidders – Snow Removal Services – Municipal Parking Lots and Local Roads

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### **Background**

On November 1, 2011, bid proposals were received for ITB-COT 11-22, seasonal requirements of snow removal services with an option to renew for one (1) additional season. Services were separated into five (5) proposal categories, A – municipal parking lots, B – public sidewalks, C – code enforcement tasks, D – the home chore program, and E – local roads, each to be evaluated and awarded by proposal. 231 vendors were notified of the solicitation by the City's e-procurement website – [www.mitn.info](http://www.mitn.info) – Three (3) bid responses were received. Because the City did not receive bids for proposals B, C and D, contracts for those services were re-solicited under ITB-COT 11-24 and awarded separately.

City staff is responsible for completing snow and ice control removal services to municipal owned properties and local roads. However, due to staff reductions, departmental reorganization and City Council support of the 24-hr snow and ice protocol, contracted services are needed to supplement City forces during snow events.

Under Proposal E, snowplowing on local roads, contract pricing is set by the company(s) offering the lowest price for each piece of equipment, and all awarded vendors have agreed to meet this established contract pricing. Additionally, due to the variability of weather and fluctuating equipment availability, many companies do not bid on snow removal services. Therefore, the City hires additional contractors based upon the emergency power of the City Manager. Pre-approval to extend contract prices to other contractors, after the successful bidders have been employed, could speed the snow removal process. It is our recommendation that the contract be extended to other contractors, on an as needed basis, and impose the awarded hourly rates to these contractors at the time of a snow emergency.

### **Recommendation**

City management recommends awarding contracts for snow removal services under proposals A and E to the following low bidders: Advanced Landscape & Builders Supply Inc of Clawson, MI for Proposal A: Municipal Parking Lots, Building Entrances and Sidewalks; and DiPonio Contracting, Inc and Florence Cement Company of Shelby Township, MI for Proposal E: Snow Removal Services – Local Roads Emergency Basis, all at rates as contained in the bid tabulation opened November 1, 2011.

### **Fund Availability**

Funds are available in the operating budgets of the Parks Division for contractual services and Streets Division for snow and ice control for local, major and county roads.

Opening Date -- 11/1/2011  
 Date Reviewed -- 11/8/11

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 VENDOR NAME:

**Advanced Landscape &  
 Builders Supply Inc.**

**Proposal (A): City Owned Properties - Parking Lots, Building Entrances and Sidewalks**

Item	Type of Equipment	# Dedicated	COST		
<b>Parking Lots</b>					
1	5-10 Yd Capacity Truck w/Salting Capabilities	Blank	\$ 90.00 /Hr		
2	Front End Loader - 5 yd Capacity w/Snow Pusher	Blank	\$ 120.00 /Hr		
3	Front End Loader - 3 yd Capacity w/Snow Pusher	Blank	\$ 120.00 /Hr		
4	Skid Steer with Snow Pusher	Blank	\$ 100.00 /Hr		
5	Pickup with 8 ft Blade	Blank	\$ 75.00 /Hr		
6	Truck with 10 ft Snowplow	Blank	\$ 85.00 /Hr		
7	Parking Lot Salt	Blank	\$ 65.00 /Ton		
<b>Sidewalks:</b>					
8	Utility Vehicle with 5' Snow Plow	Blank	\$ 55.00 /Hr		
9	Utility Vehicle with Salt Spreader	Blank	\$ 55.00 /Hr		
10	Utility Vehicle w/5' Snow Plow & Salt Spreader	Blank	\$ 55.00 /Hr		
11	Utility Tractor Mounted Snow Blower	Blank	\$ 55.00 /Hr		
12	Walk-Behind Snow Blower	Blank	\$ 35.00 /Hr		
13	Snow Shovel and Operator	Blank	\$ 35.00 /Hr		
14	Walk-Behind Salt Spreader with Operator	Blank	\$ 35.00 /Hr		
15	Sidewalk Salt: To be supplied by the City of Troy	Blank	Included		
<i>ESTIMATED GRAND TOTAL - PROPOSAL A:</i>			\$ 980.00		

**Proposal (B): City Owned Properties - Sidewalks (Various locations within the City of Troy)**

Item	Description	Sidewalk - Deicing	Sidewalks - Plowing	Sidewalk - Deicing	Sidewalks - Plowing
1	Less than One (1) inch or Icy Conditions	No Bid			
2	Three (3) inches to Six (6) inches	No Bid	No Bid		
3	Greater than Six (6) inches	No Bid	No Bid		

**Proposal (C): Code Enforcement per Call Basis**

Item	Description	Cost	Cost
1	Price for Snow / Ice Removal	No Bid	
2	Price for Salting per each Service Call	No Bid	

**Proposal (D): Snow Removal Services for the Home Chore Program**

Est #	Description	Snow Removal Per Service Call	Salting Per Service Call	Snow Removal Per Service Call	Salting Per Service Call
85	Snow Removal and/or Salting at Residential City of Troy Homes	No Bid	No Bid		

VENDOR NAME: Advanced Landscape & Builders Supply Inc.

**Proposal (E): Snow Removal Services - Local Roads Emergency Basis**

Type of Equipment	# of Available Pieces of Eq	Hourly Rate Per Piece	# of Available Pieces of Eq	Hourly Rate Per Piece
Front End Loader: Minimum Size 3 Yards				
5 Yd Capacity		No Bid		
3 Yd Capacity		No Bid		
Other Size		No Bid		
Other Size		No Bid		
Pick up with 8 ft Blade		No Bid		
Road Grader with Minimum Size of 6 Wheels				
20,000 GVW Grader		No Bid		
Other Size		No Bid		
Truck with 10 ft Snowplow		No Bid		
<b>SITE VISITS:</b>	Proposal A: Y/N	Y		
	Date	10/20/2011		
	Proposal B: Y/N	N/A		
	Date			
<b>INSURANCE:</b>	Can Meet	XX		
	Cannot Meet			
<b>PAYMENT TERMS:</b>		Net 30		
<b>ALL OR NONE AWARD</b>	Y/N	N		
<b>EXCEPTIONS:</b>		None		
<b>ACKNOWLEDGEMENT:</b>	Signed Y/N	Y		
<b>VENDOR QUESTIONNAIRE:</b>	Y/N	Y		
<b>FORMS:</b>	Legal Status Y/N	Y		
	Non-Collusion Y/N	Y		
	Indemnification Y/N	Y		
	Sole Proprietor Y/N	N/A		

ATTEST:  
Kurt Bovensiep  
Susan Riesterer  
Julie Hamilton

Susan Leirstein CPPO CPPB  
 Purchasing Director

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 VENDOR NAME: Florence Cement Company DiPonio Contracting, Inc.

**Proposal (A): City Owned Properties - Parking Lots, Building Entrances and Sidewalks**

Item	Type of Equipment	# Dedicated	COST	# Dedicated	COST
<b>Parking Lots</b>					
1	5-10 Yd Capacity Truck w/Salting Capabilities		No Bid		No Bid
2	Front End Loader - 5 yd Capacity w/Snow Pusher		No Bid		No Bid
3	Front End Loader - 3 yd Capacity w/Snow Pusher		No Bid		No Bid
4	Skid Steer with Snow Pusher		No Bid		No Bid
5	Pickup with 8 ft Blade		No Bid		No Bid
6	Truck with 10 ft Snowplow		No Bid		No Bid
7	Parking Lot Salt		No Bid		No Bid
<b>Sidewalks:</b>					
8	Utility Vehicle with 5' Snow Plow		No Bid		No Bid
9	Utility Vehicle with Salt Spreader		No Bid		No Bid
10	Utility Vehicle w/5' Snow Plow & Salt Spreader		No Bid		No Bid
11	Utility Tractor Mounted Snow Blower		No Bid		No Bid
12	Walk-Behind Snow Blower		No Bid		No Bid
13	Snow Shovel and Operator		No Bid		No Bid
14	Walk-Behind Salt Spreader with Operator		No Bid		No Bid
15	Sidewalk Salt: To be supplied by the City of Troy		Included		Included
<i>ESTIMATED GRAND TOTAL - PROPOSAL A:</i>			No Bid		No Bid

**Proposal (B): City Owned Properties - Sidewalks (Various locations within the City of Troy)**

Item	Description	Sidewalk - Deicing	Sidewalks - Plowing	Sidewalk - Deicing	Sidewalks - Plowing
1	Less than One (1) inch or Icy Conditions	No Bid		No Bid	
2	Three (3) inches to Six (6) inches	No Bid	No Bid	No Bid	No Bid
3	Greater than Six (6) inches	No Bid	No Bid	No Bid	No Bid

**Proposal (C): Code Enforcement per Call Basis**

Item	Description	Cost	Cost
1	Price for Snow / Ice Removal	No Bid	No Bid
2	Price for Salting per each Service Call	No Bid	No Bid

**Proposal (D): Snow Removal Services for the Home Chore Program**

Est #	Description	Snow Removal Per Service Call	Salting Per Service Call	Snow Removal Per Service Call	Salting Per Service Call
85	Snow Removal and/or Salting at Residential City of Troy Homes	No Bid	No Bid	No Bid	No Bid

VENDOR NAME:	<b>Florence Cement Company</b>	<b>DiPonio Contracting, Inc.</b>
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<b>Proposal (E): Snow Removal Services - Local Roads Emergency Basis</b>				
<b>Type of Equipment</b>	<b># of Available Pieces of Eq</b>	<b>Hourly Rate Per Piece</b>	<b># of Available Pieces of Eq</b>	<b>Hourly Rate Per Piece</b>
Front End Loader: Minimum Size 3 Yards 5 Yd Capacity	original bid=> <b>7</b>	(\$185.00) <b>\$ 140.00</b>	<b>2</b>	<b>\$ 140.00</b>
3 Yd Capacity	<b>agreed to match low bidder</b>		<b>2</b>	<b>\$ 130.00</b>
Other Size		No Bid		No Bid
Other Size		No Bid		No Bid
Pick up with 8 ft Blade	<b>2</b>	<b>\$ 85.00</b>		No Bid
Road Grader with Minimum Size of 6 Wheels 20,000 GVW Grader	<b>3</b>	<b>\$ 185.00</b>		No Bid
Other Size				No Bid
Truck with 10 ft Snowplow		No Bid	<b>1</b>	<b>\$ 100.00</b>
<b>SITE VISITS:</b>	Proposal A: Y/N Date	N/A	N/A	
	Proposal B: Y/N Date	N/A	N/A	
<b>INSURANCE:</b>	Can Meet Cannot Meet	XX	XX	
<b>PAYMENT TERMS:</b>		30 Days	Blank	
<b>ALL OR NONE AWARD</b>	Y/N	N	N	
<b>EXCEPTIONS:</b>		Identified Proposal E as service provided by Florence Cement only	Blank	
<b>ACKNOWLEDGEMENT:</b>		Y	Y	
<b>VENDOR QUESTIONNAIRE:</b>	Y/N	Y	Y	
<b>FORMS:</b>	Legal Status Y/N	Y	Y	
	Non-Collusion Y/N	Y	Y	
	Indemnification Y/N	Y	Y	
	Sole Proprietor Y/N	N/A	N/A	

PROPOSAL -- Seasonal Requirements of Snow Removal Services for the City of Troy with an Option to Renew for One (1) Additional Season

**BOLDFACE TYPE DENOTES RECOMMENDED BIDDERS**