



CITY COUNCIL AGENDA ITEM

September 14, 2012

To: Michael W. Culpepper, Acting City Manager

From: Susan A. Leirstein, Purchasing Director
Timothy L. Richnak, Public Works Director
Kurt Bovensiepe, Superintendent Parks, Streets, and Drains

Subject: Standard Purchasing Resolution 3 – Exercise Renewal Option - Snow Removal Rental Equipment Including Operators

Background

On November 21, 2011, Troy City Council approved contracts to provide seasonal requirements for snow removal services to Advanced Landscape & Builders Supply Inc for municipal property and snow removal rental equipment including operators for local roads to Florence Cement Company and DiPonio Contracting. Both proposals provided an option to renew for one additional year. (Resolution #2011-11-267-J-4a).

All three (3) vendors have agreed to renew their contracts under the same pricing, terms and conditions as last season.

In accordance with the City's snow plowing policy, subdivisions and local roads are plowed only when snow accumulation is four-inches or more in a single snowfall. These contractors listed for snow removal rental equipment, will be utilized to assist in the City's snow plowing efforts on an as needed basis. 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.

The Purchasing department reviewed Troy's November 2011 bid results for similar services with Oakland County for 2012, and found pricing to be comparable. In addition, Troy has multiple contractors with more available equipment and therefore better coverage. Based on these results, the Purchasing department anticipates no additional value would be obtained if these services were rebid at this time.

Recommendation

City management recommends renewing the contracts for one (1) additional season to provide snow removal services to municipal property and local roads with snow removal rental equipment including operators to the following bidders: Advanced Landscape & Builders Supply Inc of Clawson MI for municipal property, Florence Cement Company and DiPonio Contracting of Shelby Township for local roads, at original contract prices as listed in the bid tabulation opened November 1, 2011.

Fund Availability

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

**County of Oakland
Purchasing Division
Bid Tabulation
Solicitation Event 002322
West Oakland Snow Removal 2012**

ITEM NO.	DESCRIPTION ↓ COMPANY →	Bidder #1	Bidder #2	Bidder #3	Bidder #4
		Progressive Irrigation, Inc.	Brantley Development, LLC	Troy Clogg Landscape Associates, LLC	United Resource, LLC
		Price ea.	Price ea.	Price ea.	Price ea.
All Sites:					
1	Loader per hour	\$125.00	\$125.00	\$165.00	\$110.00
2	Tractor per hour	\$125.00	\$125.00	\$90.00	\$75.00
3	Hand Shoveling per labor per hour	\$31.00	\$30.00	\$40.00	\$22.00
4	Ice Management other than rock salt	Upon Request, Liquid Calcium	N/A	Salt for lots/ Pink Deicer for sidewalks	Calcium Chloride/ Magnesium Chloride
West Oakland Office Building:					
5	1.5"-6" per Plow	\$75.00	\$80.00	\$250.00	\$233.00
6	6"-10" per Plow	\$105.00	\$55.00	\$325.00	\$307.00
7	Bulk Salt per Ton	\$109.00	\$105.00	\$130.00	\$110.00
8	Bag Salt per Bag	\$23.75	\$23.00	\$30.00	\$22.00
9	Magnesium Chloride per Bag	\$16.75	\$16.00	\$33.00	\$32.00
52-1 District Court:					
10	1.5"-6" per Plow	\$110.00	\$110.00	\$450.00	\$408.00
11	6"-10" per Plow	\$150.00	\$90.00	\$585.00	\$586.00
12	Bulk Salt per Ton	\$109.00	\$105.00	\$130.00	\$110.00
13	Bag Salt per Bag	\$23.75	\$23.00	\$30.00	\$22.00
14	Magnesium Chloride per Bag	\$16.75	\$16.00	\$33.00	\$32.00
15	Payment Discounts	3% 15 Net	2% 10 Days/30 Net	N/A	3% 14 Days/ 30 Net
Company Qualifications:					
16	Number of Years in business	15	15	14	4
17	Number of Full time employees	28	4	25	9
18	Number of Part-time employees	23	8	0	6
19	Number of Field employees committed to contract	3	4	3	4
20	Number of trucks with plows committed to contract	3	2	2	2
21	Does Company have a maintenance program?	Yes	Yes	Yes	Yes
22	Total Number of snow plowing contracts	8	4	100 +	4
23	Equipment List Provided	Yes	Yes	Yes	Yes
24	Contact Provided	Yes	Yes	Yes	Yes
25	References Provided	Yes	Yes	Yes	Yes
Awarded to Progressive Irrigation - Please see evaluation below					

**Oakland County Purchasing Division
Solicitation Evaluation
Solicitation Event ID: 002322
West Oakland Snow Removal 2012**

Company →		Progressive Irrigation		Brantley Development		Troy Clogg		United Resource	
Category	Evaluation Percentage	Score	Weighted Score	Score	Weighted Score	Score	Weighted Score	Score	Weighted Score
Qualifications & Experience	25.00%	5	1.25	5	1.25	5	1.25	5	1.25
Equipment & Maintenance	25.00%	5	1.25	4	1	5	1.25	4	1
Pricing	50.00%	4.5	2.25	4.75	2.375	3	1.5	3	1.5
Total Weighted Score:		4.75		4.625		4		3.75	

Evaluation Percentage is based on previous expenditures on similar contracts
 Scored on a Scale of 1-5, with 1 being the lowest score (least favorable) and 5 the highest (most favorable).



September 6, 2012

Advanced Landscape & Builders Supply Inc.
 Attn: Russ Maloney
 890 N. Rochester
 Clawson, MI 48017
 FAX: (248) 556-5130

Dear Mr. Maloney:

The City of Troy entered into contract #2012-80000017 with Advanced Landscape & Builders Supply Inc. to provide one-season requirements of snow removal in the City's municipal parking lots, which expired April 30, 2012, with an option to renew for one additional year. The City is interested to know whether Advanced Landscape & Builders Supply Inc. will renew its contract under the same pricing structure, terms and conditions.

Please fax this letter back to Susan Leirstein at the City of Troy indicating if Advanced Landscape & Builders Supply Inc. wishes to renew this contract until April 30, 2013. The fax number is (248) 619-7808. It should be understood that this request to renew the contract is subject to a favorable market survey and City Council approval. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City.

If you have any questions please call me at (248) 524-3338.

CHECK ONE:

Advanced Landscape & Builders Supply Inc. is interested in renewing the contract under the same prices, terms, and conditions:


 Signed: Authorized Company Representative

Advanced Landscape & Builders Supply Inc. is not interested in renewing the contract:

X
 Signed: Authorized Company Representative

Date: _____

Thank you,
 Susan Leirstein
 Purchasing Director

From:

09/06/2012 12:25

#360 P.001/001



September 6, 2012

DIPonio Contracting, Inc.
 Attn: Frank T. DiPonio
 61173 Simone Ind. Dr.
 Shelby Township, MI 48316
 FAX: (586) 997-4192

Dear Mr. DiPonio:

The City of Troy entered into contract #2012-90000018 with DiPonio Contracting Inc. to provide one-season requirements of snow removal on the City's local roads, which expired April 30, 2012, with an option to renew for one additional year. The City is interested to know whether DiPonio Contracting Inc. will renew its contract under the same pricing structure, terms and conditions.

Please fax this letter back to Susan Leirstein at the City of Troy indicating if DiPonio Contracting Inc. wishes to renew this contract until April 30, 2013. The fax number is (248) 619-7608. It should be understood that this request to renew the contract is subject to a favorable market survey and City Council approval. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City.

If you have any questions please call me at (248) 624-3338.

CHECK ONE:

DiPonio Contracting Inc. is interested in renewing the contract under the same prices, terms, and conditions:

x Marie A. Chorney
 Signed: Authorized Company Representative

DiPonio Contracting Inc. is not interested in renewing the contract: ()

X _____
 Signed: Authorized Company Representative

Date: 9-10-2012

Thank you,
 Susan Leirstein
 Purchasing Director

From:

09/06/2012 12:26

#361 P.001/001



September 6, 2012

Florence Cement Company
Attn: Angelo S. Lanni
12585 23 Mile Road
Shelby Township, MI 48315
FAX: (586) 997-3966

Dear Mr. Lanni:

The City of Troy entered into contract #2012-90000019 with Florence Cement Co. to provide one-season requirements of snow removal on the City's local roads, which expired April 30, 2012, with an option to renew for one additional year. The City is interested to know whether Florence Cement Company will renew its contract under the same pricing structure, terms and conditions.

Please fax this letter back to Susan Leirstein at the City of Troy indicating if Florence Cement Company wishes to renew this contract until April 30, 2013. The fax number is (248) 619-7608. It should be understood that this request to renew the contract is subject to a favorable market survey and City Council approval. A request by City staff to determine the successful bidder's interest in renewing the contract in no way obligates the City.

If you have any questions please call me at (248) 524-3338.

CHECK ONE:

Florence Cement Co. is interested in renewing the contract under the same prices, terms, and conditions:

X _____ ANGELO S. LANNI
Signed: Authorized Company Representative

Florence Cement Co. is not interested in renewing the contract: ()

X _____
Signed: Authorized Company Representative

Date: 9/7/12

Thank you,
Susan Leirstein
Purchasing Director

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

Resolution #2011-11-267-J-4a

RESOLVED, That Troy City Council hereby **AWARDS** contract(s) for seasonal requirements of snow removal services under Proposals A and E with an option to renew for one (1) additional season to the following low bidders: Advanced Landscape & Builders Supply Inc of Clawson MI for Proposal A – Municipal Parking Lots, Building Entrances and Sidewalks, and to DiPonio Contracting Inc and Florence Cement Company, of Shelby Township MI, for Proposal E - Local Roads Emergency Basis, all at hourly rates as contained in the bid tabulation opened November 1, 2011, a copy of which shall be **ATTACHED** to the original Minutes of this meeting.

BE IT FURTHER RESOLVED, That Troy City Council hereby **AUTHORIZES** City staff to extend the hourly contract prices to other contractors after the successful bidders have been employed, to speed the snow removal process during times of snow emergencies.

BE IT FINALLY RESOLVED, That awards are **CONTINGENT UPON** contractors' submission of properly executed proposal and contract documents, including insurance certificates and all other specified requirements.

b) **Standard Purchasing Resolution 1: Award to Low Bidders – Snow Removal Services – Home Chore Program and Public Sidewalks**

Resolution #2011-11-267-J-4b

RESOLVED, That Troy City Council hereby **AWARDS** contracts to provide seasonal requirements of snow removal services for the City's municipal sidewalks (Proposal A), code enforcement tasks (Proposal B), and the Home Chore Program (Proposal C) with an option to renew for one (1) additional season to the low total bidder, MVP Environmental, LLC of Troy as the primary contractor for all three (3) proposals; and Brantley Development LLC of Westland, as secondary contractor for code enforcement and the home chore program, to be used in the event the primary contractor is unable to provide the services as needed, all at unit prices contained in the bid tabulation opened November 11, 2011, a copy of which shall be **ATTACHED** to the original Minutes of this meeting, with contracts expiring April 30, 2012.

BE IT FURTHER RESOLVED, That the awards are **CONTINGENT** upon contractors' submission of properly executed bid and contract documents, including insurance certificates and all other specified requirements.

J-5 Request to Waive Recapture of Community Development Block Grant 2009 Funds

Resolution #2011-11-267-J-5

WHEREAS, The U.S. Department of Housing and Urban Development (HUD) mandates that Community Development Block Grant (CDBG) balances not exceed 1.5 times the current program year allocation sixty (60) days prior to the end of the program year (February 28th); and



CITY COUNCIL AGENDA ITEM

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

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 – 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

sl
 VENDOR NAME:

**Advanced Landscape &
 Builders Supply Inc.**

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

Item	Type of Equipment	# Dedicated	COST		
Parking Lots					
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		
Sidewalks:					
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		
SITE VISITS:	Proposal A: Y/N	Y		
	Date	10/20/2011		
	Proposal B: Y/N	N/A		
	Date			
INSURANCE:	Can Meet	XX		
	Cannot Meet			
PAYMENT TERMS:		Net 30		
ALL OR NONE AWARD	Y/N	N		
EXCEPTIONS:		None		
ACKNOWLEDGEMENT:	Signed Y/N	Y		
VENDOR QUESTIONNAIRE:	Y/N	Y		
FORMS:	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

sl
 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
Parking Lots					
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
Sidewalks:					
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:	Florence Cement Company	DiPonio Contracting, 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	original bid=> 7	(\$185.00) \$ 140.00	2	\$ 140.00
3 Yd Capacity	agreed to match low bidder		2	\$ 130.00
Other Size		No Bid		No Bid
Other Size		No Bid		No Bid
Pick up with 8 ft Blade	2	\$ 85.00		No Bid
Road Grader with Minimum Size of 6 Wheels 20,000 GVW Grader	3	\$ 185.00		No Bid
Other Size				No Bid
Truck with 10 ft Snowplow		No Bid	1	\$ 100.00
SITE VISITS:	Proposal A: Y/N Date	N/A	N/A	
	Proposal B: Y/N Date	N/A	N/A	
INSURANCE:	Can Meet Cannot Meet	XX	XX	
PAYMENT TERMS:		30 Days	Blank	
ALL OR NONE AWARD	Y/N	N	N	
EXCEPTIONS:		Identified Proposal E as service provided by Florence Cement only	Blank	
ACKNOWLEDGEMENT:		Y	Y	
VENDOR QUESTIONNAIRE:	Y/N	Y	Y	
FORMS:	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