

Vendor Name (& Location):	
Longford Landscapes and Excavation Hamilton, NJ Silvi Concrete of Englishtown Fairless Hills, PA	
Description:	
2018-2021 Snow Removal and Salting Services (Rebid)	
PROCUREMENT TYPE:	
<input checked="" type="checkbox"/>	Competitive
<input type="checkbox"/>	Non-Competitive
SOLICITATION TYPE:	
<input checked="" type="checkbox"/>	Bid
<input type="checkbox"/>	RFP
<input type="checkbox"/>	State Contract
<input type="checkbox"/>	Sole Source
<input type="checkbox"/>	Other

Number: RM-141055 (Rebid)	
Total Amount: \$ 810,000.00	
Budget Code:	
Various	
Contract Term (Including Options, if any):	
Three-year contracts with the option to extend for two additional one-year terms at the discretion of the Authority and with the concurrence of the vendor.	
Funding Source: <input checked="" type="checkbox"/> Operating <input type="checkbox"/> Capital	
FS	Funding subject to authorization through WRAF approval process.
<input type="checkbox"/>	<input type="checkbox"/>
FF	Future Funded
<input type="checkbox"/>	<input checked="" type="checkbox"/>
F	Funds are available in the appropriate operating/capital budgets for the referenced procurements.
<input type="checkbox"/>	<input type="checkbox"/>
FP	Subject to funding availability at the time of ordering.
<input type="checkbox"/>	<input checked="" type="checkbox"/>
Requesting Department:	
Maintenance	
Director/Manager:	
Kenneth McGoldrick	
Publicly advertised in the Star Ledger and posted on the Authority's and State's websites on July 27, 2016	

Authorization is requested to award contracts for snow removal and salting services for three (3) designated locations on the New Jersey Turnpike. These contracts will be for three (3) years with the option to extend for two (2) additional one-year terms. Bidders were required to bid "Regular" and "Standby" hourly rates for the specified equipment at each location with the maximum allowable hourly bid rate for loaders capped at \$350.00 and the maximum allowable hourly bid rate for Standby not to exceed 50% of the hourly rate bid for Regular operating time. The bid also established fixed rates for supervisory and/or back-up vehicles at \$125.00 per hour (for both Regular and Stand-By hours). The bid was fully advertised and the 34 vendors listed in the Authority's database for the referenced services were notified of the procurement. Bids were received on June 25, 2018.

The Maintenance and Procurement Departments thoroughly reviewed all bids and make the following recommendations:

1. Staff recommends that the three (3) contracts (STS-7B-18, STS-12B-18, and STS-13B-18) be awarded to the lowest responsible bidders (highlighted in bold in the attached bid results).

2. Non-Compliance

An additional bid was submitted by M&M Trucking Gudullu, LLC, Burlington, NJ ("M&M") for contracts STS-7B-18, STS-12B-18, and STS-13B-18. M&M's bid, however, was found to have several deficiencies during the equipment site inspection conducted by the Maintenance Department. For examples, 1) the dump-body trucks listed in the bid and provided for inspection were not able to carry the Authority provided salt spreaders as required in the Pre-Award Vehicle/Equipment Inspection Checklist ("Inspection Checklist") in the RFB (Sec.2; page 42, B-h4). Contracts STS-7B-18, STS-12B-18, and STS-13B-18 specifically require the use of Authority issued V-body salt spreaders,

therefore, this deficiency is significant; 2) M&M's vehicles had no mounted plow lighting as required in the RFB (Sec.2; page 29, Part 13, A-3); and 3) One of M&M's vehicles had an expired annual diesel certification as required in Inspection Checklist I the RFB (Sec.2; page 42, B-4a). The vendor failed to adequately resolve these deficiencies within the given cure period. Thus, it is recommended that the bid submitted by M&M Trucking Gudullu, LLC be rejected.

3. The Authority conducted a re-bid for four (4) Areas which had received no bids from the prior solicitation, namely LTP-02-18, LTP-03-18, LTP-04-18 and LTP-05-18. The re-bid was fully advertised and the 34 vendors listed in the Authority's data base for the referenced services were notified of the procurement. The re-bids were due July 25, 2018. For the second time, however, no bids were received for all four Areas. Pursuant to the Authority's enabling statute N.J.S.A. 27:23-6.1(a), since no bids were received on two occasions, staff can and will negotiate contracts with available responsible contractors for the four outstanding contracts. Given the need to establish these essential service contracts in a timely basis, authorization is requested to grant delegated authority to the Executive Director to award the four contracts to the lowest responsible contractors upon receipt and review of the bids. The awards will be ratified by the Board of Commissioners at a later date.
4. At the July 24th Board of Commissioners Meeting, Agenda No. 163-07-2018, an award of contract was made to Silvi Concrete of Englishtown for Contract # LHC-ODI-18. The Item (under Bid Results") inadvertently stated that the equipment was "Plow Trucks w/Authority supplied Plows & Spreaders" instead of "Loaders as Specified". This Item seeks to correct the equipment information.

Bids were procured, and authorization is being sought to award this contract in accordance with *N.J.S.A. 27:23-1 et seq.*, the Authority's enabling legislation, *N.J.A.C. 19:9-2.2*, promulgated pursuant thereto, and Executive Order No. 37 (Corzine 2006). This award is contingent upon the Treasurer of the State of New Jersey completing the review of all documents submitted by the selected awardee pursuant to Public Law 2005, Chapter 51 and Executive Order No. 117 (Corzine 2008), and having no objection to same.

Accordingly, authorization is requested to award contracts to Longford Landscapes & Excavation, Inc. and Silvi Concrete of Englishtown for snow removal and salting services as outlined herein, for a total amount not to exceed \$810,000.00 for the three (3) snow seasons, subject to funding availability at the time of service. Authorization is further requested for the Executive Director to approve each of the two, one-year extensions upon satisfactory performance by the vendors. The prices for the succeeding years of the contract will be adjusted yearly based on a Consumer Price Index ("CPI") factor consisting of the average of 1) the New York/ Northern New Jersey CPI and 2) the Philadelphia/Southern New Jersey CPI. The maximum annual increase permitted, however, shall be five percent.

Authorization is also requested to permit direct negotiations with available snow removal vendors for Contract Nos. LTP-02-18, LTP-03-18, LTP-04-18 and LTP-05-18, in accordance with *N.J.S.A. 27:23-6.1(a)*, and to delegate authority to the Executive Director to award the negotiated contracts listed in No. 3 above.

TURNPIKE LOCATIONS

Contract STS-7B-18

RAMPS- INTERCHANGE 7A/8A TMD5

Estimated Contract Value - \$ 54,000.00

Longford Landscapes and
Excavation
Hamilton, NJ

	Bid Hours	Hourly Rate	Total
Regular Time			
1. Plow Trucks w/Authority supplied plows & spreaders (2)	8	\$465.00	\$ 7,440.00
2. Supervisory Vehicle (1)	2	\$125.00	\$ 250.00
Standby Time			
1. Plow Trucks w/Authority supplied plows & spreaders (2)	2	\$230.50	\$ 920.00
2. Supervisory Vehicle (1)	2	\$125.00	\$ 250.00
TOTALS			<u>\$ 8,860.00</u>

Contract STS-12B-18

MM 67.6 to INT. 8 to MM 83.3 INT. 9 – TMD5

Estimated Contract Value - \$ 108,000.00

Silvi Concrete of Englishtown
Fairless Hills, PA

	Bid Hours	Hourly Rate	Total
Regular Time			
1. Plow Trucks w/Authority supplied plows & spreaders (4)	8	\$645.00	\$20,640.00
2. Supervisory Vehicle (1)	2	\$125.00	\$ 250.00
Standby Time			
1. Plow Trucks w/Authority supplied plows & spreaders (4)	2	\$322.50	\$ 2,580.00
2. Supervisory Vehicle (1)	2	\$125.00	\$ 250.00
TOTALS			<u>\$23,720.00</u>

Contract STS-13B-18

MM 83.3 INT. 9 to MM 91.0 INT. 11 – TMD6A

Estimated Contract Value - \$ 108,000.00

Silvi Concrete of Englishtown
Fairless Hills, PA

	Bid Hours	Hourly Rate	Total
Regular Time			
1. Plow Trucks w/Authority supplied plows & spreaders (4)	8	\$645.00	\$20,640.00
2. Supervisory Vehicle (1)	2	\$125.00	\$ 250.00
Standby Time			
1. Plow Trucks w/Authority supplied plows & spreaders (4)	2	\$322.50	\$ 2,580.00
2. Supervisory Vehicle (1)	2	\$125.00	\$ 250.00
TOTALS			<u>\$23,720.00</u>