

COMMISSION MEETING DATE: July 23, 2019

Vendor Name (& Location):	
Multiple Vendors	
Description:	
2019-2022 Snow Removal and Salting Services on the New Jersey Turnpike and Garden State Parkway	
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-148853	
Total Amount: \$ 7,500,000.00	
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"/>
F	Funds are available in the appropriate operating/capital budgets for the referenced procurements.
<input type="checkbox"/>	<input type="checkbox"/>
FF	Future Funded
<input type="checkbox"/>	<input checked="" type="checkbox"/>
FP	Subject to funding availability at the time of ordering.
<input type="checkbox"/>	<input 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 June 8, 2018.	

Authorization is requested to award multiple contracts for snow removal and salting services for 38 designated locations on the Authority's Roadways. The contracts will be for three (3) snow seasons (the period beginning October 15, 2019 and ending April 15, 2022). Bidders were required to bid all-inclusive "Regular" operating hourly rates for specific equipment required for each location. The maximum allowable hourly bid rate for loaders was capped at \$375.00 with a set Stand-By rate of \$187.50 per hour. Stand-by rates for trucks with plows were set at 50% of the hourly operating rate as bid. 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 data base for the referenced services were notified of the procurement. On June 24, 2019 bids were received from 19 contractors for all 38 locations solicited. The Maintenance and Procurement and Materials Management ("PMM") Departments' staffs thoroughly reviewed all bids (including inspection of the required equipment listed with the bids), and make the following recommendations:

1. Non-Compliance

- a. Additional bids were received from DVS Trucking Company, Inc. of Rutherford, NJ for contracts SPN-5SC-19 and PTN-FL2-19 and Devino Truck and Parts, Inc. of Newark, NJ for contract SPS-4SA-19. These bidders, however, failed to include a valid form of Bid Security as required by the specifications. Section 1.3 (Bidder Guidelines/Checklist), 1.3.1(a) of the RFB states that a "Bid Bond, Letter of Surety or Cashier's Check for 10% of the amount Bid" is a mandatory requirement, and failure to submit one will result in bid rejection. Thus, it is recommended that the bids submitted by DVS Trucking Company, Inc. and Devino Truck and Parts, Inc. be rejected.
- b. An additional bid was received from Atlantic Recycling Group, LLC, ("Atlantic") of Point Pleasant, NJ for contract SPS-4SA-19. Atlantic's bid, however, was found to have trucks which did not meet the minimum gross vehicle weight rating (GVWR) of 55,000 lbs. as listed in Section 1.10 (Qualification Questionnaire), 1.10.1 as well as Section 2.13

(Vehicle/Equipment Requirements) of the RFB. These deficiencies were confirmed during an equipment site inspection conducted by the Maintenance Department. Thus, it is recommended that the bid submitted by Atlantic Recycling Group, LLC be rejected.

- c. An additional bid was also received from New Prince Concrete Construction Company, Inc. ("New Prince") of Hackensack, NJ for contract LPP-165-19. This bidder, however, bid an Hourly Operating Rate of \$840.00 which is in excess of the maximum allowable Hourly Operating Rate of \$375.00 for Loader equipment, as stated in Section 2.18.1 (Operating Time) of the RFB. Thus, it is recommended that the bid submitted by New Prince be rejected.

2. Staff recommends that contracts for snow removal and salting services be awarded to the lowest responsible bidders (highlighted in bold in the attached bid results).

Bids were procured, and authorization is being sought to award these contracts 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). These awards are also 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 ten (10) vendors for snow removal and salting services as outlined herein, for a total amount not to exceed \$7,500,000.00 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.

PARKWAY LOCATIONS

<p><u>Contract PPS-2A-19</u> Location / Area Limits MM 30 TO MM 47 – PMD2 Estimated Annual Contract Value \$90,000</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Seashore Asphalt Corp., Woodbine, NJ	\$297.00
Arawak Paving Corp., Hammonton, NJ	\$334.00
Earle Asphalt Paving Co., Farmingdale, NJ	\$375.00
M&M Trucking Gudullu, LLC, Burlington, NJ	\$500.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$745.00

<p><u>Contract SPS-2SA-19</u> Location / Area Limits MM 30 TO MM 47 – PMD2 Estimated Annual Contract Value \$123,000</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Seashore Asphalt Corp., Woodbine, NJ	\$342.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$765.00

<p><u>Contract SPS-2SB-19</u> Location / Area Limits INTERCHANGES 36-38 – PMD2 Estimated Annual Contract Value \$123,000</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
AE Stone, Inc., Egg Harbor Twp., NJ	\$278.00
Seashore Asphalt Corp., Woodbine, NJ	\$342.00
M&M Trucking Gudullu, LLC, Burlington, NJ	\$575.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$765.00

<p><u>Contract SPS-2SC-19</u> Location / Area Limits MM 46 TO MM 65 – PMD2 Estimated Annual Contract Value \$123,000</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
M&M Trucking Gudullu, LLC, Burlington, NJ	\$575.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$765.00

<p><u>Contract SPS-4SA-19</u> Location / Area Limits MM 91 TO MM 105 – PMD4 Estimated Annual Contract Value \$123,000</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Stavola Contracting Co. Inc., Tinton Falls, NJ	\$400.00
Harbor Trucking, Inc., Burlington, NJ*	\$400.00
Tuckahoe Sand and Gravel Company, Inc. Pleasantville, NJ	\$700.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$765.00

* Note: Harbor Trucking, Inc. and Stavola Contracting Co. Inc. submitted bids with identical hourly rates, thus, pursuant to N.J.A.C. 19:9-2(c)6, a coin-toss was conducted to determine the winning bid.

<u>Contract SPN-5SA-19</u> Location / Area Limits INTERCHANGES 105 & 117- PMD5 Estimated Annual Contract Value \$123,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Stavola Contracting Co. Inc., Tinton Falls, NJ	\$499.00
Triple C Nurseries, Inc., Holmdel, NJ	\$501.00
DeFino Contracting Co., Cliffwood Beach, NJ	\$539.48
Tarheel Enterprises, Inc., Morgan, NJ	\$579.00
NSG Group, LLC, Colonia, NJ	\$620.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$765.00

<u>Contract PPN-5A-19</u> Location / Area Limits MM 117 TO MM 126 EXPRESS – PMD5 Estimated Annual Contract Value \$108,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Tarheel Enterprises, Inc., Morgan, NJ	\$430.00

<u>Contract PPN-5B-19</u> Location / Area Limits MM 117 TO MM 126 Outer Lanes, Mainline – PMD5 Estimated Annual Contract Value \$108,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Tarheel Enterprises, Inc., Morgan, NJ	\$430.00
Triple C Nurseries, Inc., Holmdel, NJ	\$501.00

<u>Contract SPN-5SB-19</u> Location / Area Limits Asbury Tolls MM 104 to Raritan Tolls MM 124 - Inner – PMD5 Estimated Annual Contract Value \$123,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Central Jersey Landscaping, Inc., Chesterfield, NJ	\$275.00
Triple C Nurseries, Inc., Holmdel, NJ	\$401.00
Tarheel Enterprises, Inc., Morgan, NJ	\$575.00
DeFino Contracting Co., Cliffwood Beach, NJ	\$599.44
NSG Group, LLC, Colonia, NJ	\$620.00

<u>Contract SPN-5SC-19</u> Location / Area Limits Asbury Tolls MM 104 to Raritan Tolls MM 124 - Outer Lanes – PMD5 Estimated Annual Contract Value \$123,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Central Jersey Landscaping, Inc., Chesterfield, NJ	\$275.00
Triple C Nurseries, Inc., Holmdel, NJ	\$401.00

TURNPIKE LOCATIONS

<u>Contract STS-FL1-19</u>	
Location / Area Limits Floating Snow Plow Team-Stage MM37.1 NB TMD 2 Estimated Annual Contract Value \$123,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Tuckahoe Sand and Gravel Company, Inc. Pleasantville, NJ	\$540.00
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$745.00

<u>Contract PTN-FL2-19</u>	
Location / Area Limits Floating Snow Plow Team-Stage MM91.3 TMD-6A Estimated Annual Contract Value \$144,000	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
DeFino Contracting Co., Cliffwood Beach, NJ	\$444.44
Silvi Concrete of Brick, Inc., Fairless Hills, PA	\$745.00

LOADER SERVICES - SERVICE AREAS, STMC AND COMMUTER PARK & RIDE FACILITIES

<p><u>Contract LPSA-03-19</u> Location / Area Limits Oceanview Service Area MM18.3 – PMD1 Estimated Annual Contract Value \$11,200</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Seashore Asphalt Corp., Woodbine, NJ	\$349.00
AE Stone, Inc., Egg Harbor Twp., NJ	\$354.00

<p><u>Contract LPTMC-47-19</u> Location / Area Limits Woodbridge STMC-PMD6 Estimated Annual Contract Value \$11,200</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Tarheel Enterprises, Inc., Morgan, NJ	\$350.00
Joseph M. Sanzari, Inc., Hackensack, NJ	\$375.00

<p><u>Contract LPCL-116-19</u> Location / Area Limits Telegraph Hill Commuter Park & Ride Lot MM115.8S – PMD5 Estimated Annual Contract Value \$11,200</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Triple C Nurseries, Inc., Holmdel, NJ	\$325.00
Stavola Contracting Co. Inc., Tinton Falls, NJ	\$365.00
Joseph M. Sanzari, Inc., Hackensack, NJ	\$375.00

<p><u>Contract LPCL-153-19</u> Location / Area Limits 153 Commuter Park & Ride Lots Estimated Annual Contract Value \$11,200</p>	
<u>Contractor:</u>	<u>All-Inclusive Hourly Bid Rate:</u>
Joseph M. Sanzari, Inc., Hackensack, NJ	\$375.00

LOADER SERVICES AT AUTHORITY TOLL PLAZA FACILITIES

Parkway Toll Facilities

<u>Contract LPP-166-19</u> Location / Area Limits Pascack Valley SB Estimated Annual Contract Value \$21,000	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-165-19</u> Location / Area Limits Paramus N&S Interchange 165 Estimated Annual Contract Value \$21,000	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-160-19</u> Location / Area Limits Bergen NB Estimated Annual Contract Value \$21,000	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-163-19</u> Location / Area Limits Saddlebrook NB Interchange 163 Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-150-19</u> Location / Area Limits Essex SB Estimated Annual Contract Value \$21,000	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-148-19</u> Location / Area Limits Bloomfield N&S Interchange 148 Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-145-19</u> Location / Area Limits East Orange N&S Interchange 145 Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-142-19</u>	
Location / Area Limits Interchange 142 / Union NB / Union Ramp Estimated Annual Contract Value \$42,000	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-117-19</u>	
Location / Area Limits Keyport Interchange 117 Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LPP-109-19</u>	
Location / Area Limits Red Bank Interchange 109 W/Commuter Park & Ride Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Stavola Contracting Co. Inc., Tinton Falls, NJ Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$360.00 \$375.00

Turnpike Toll Facilities

<u>Contract LTP-13A-19</u>	
Location / Area Limits Toll Plaza Interchange 13A Estimated Annual Contract Value \$21,000	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-14-19</u>	
Location / Area Limits Toll Plaza Interchange 14 Estimated Annual Contract Value \$34,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-14A-19</u>	
Location / Area Limits Toll Plaza Interchange 14A Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-14B-19</u>	
Location / Area Limits Toll Plaza Interchange 14B Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-14C-19</u>	
Location / Area Limits Toll Plaza Interchange 14C Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-15E-19</u>	
Location / Area Limits Toll Plaza Interchange 15E Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-15X-19</u>	
Location / Area Limits Toll Plaza Interchange 15X Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-15W-19</u>	
Location / Area Limits Toll Plaza Interchange 15W Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-16E/18E-19</u>	
Location / Area Limits Toll Plaza Interchange 16E/18E Estimated Annual Contract Value \$34,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-16W-19</u>	
Location / Area Limits Toll Plaza Interchange 16W Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-17E-19</u> Location / Area Limits Toll Plaza Interchange 17E Estimated Annual Contract Value \$13,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00

<u>Contract LTP-18W-19</u> Location / Area Limits Toll Plaza Interchange 18W Estimated Annual Contract Value \$34,500	
<u>Contractor:</u> Joseph M. Sanzari, Inc., Hackensack, NJ	<u>All-Inclusive Hourly Bid Rate:</u> \$375.00