

COMMISSION MEETING DATE: August 29, 2023

Vendor Name (& Location): Multiple Vendors		Number: RM-179560 - Rebid	
Description: 2023-2026 Snow Removal and Salting Services at various locations on both Roadways		Total Amount: \$ 2,485,200.00	
		Budget Code: Various	
		Contract Term (Including Options, if any): Three-year contracts with the option to extend for two (2) 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.	F	Funds are available in the appropriate operating/capital budgets for the referenced procurements.
<input type="checkbox"/>		<input type="checkbox"/>	
FF	Future Funded	FP	Subject to funding availability at the time of ordering.
<input type="checkbox"/>		<input checked="" type="checkbox"/>	
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			
Requesting Department: Operations			
Director/Manager: Kevin Dunn			
Publicly advertised in the Star Ledger and Asbury Park Press and posted on the Authority's and State's websites on July 14, 2023.			

Previously, on June 7, 2023, the Authority advertised bids for 2023-2026 Snow Removal and Salting Services at 46 locations on both roadways and, on June 22, 2023, received four (4) bids for only twelve (12) of the forty-six (46) locations. As a result, at the July 25, 2023 Board of Commissioners' meeting, the Authority awarded contracts to all four bidders, as the lowest responsible bidders, and re-advertised for Snow Removal and Salting Services on July 14, 2023 for the thirty-four (34) remaining locations for which no bids were received.

On August 1, 2023, the Authority received eight (8) bids for twelve (12) of the thirty-four (34) locations solicited. Contracts covered by the bid consisted of five (5) plow and/or spreader contracts for various locations on both roadways as well as twenty-nine (29) loader contracts at various service areas, commuter lots, toll plazas, and Authority facilities. 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 \$500 with a set Stand-By rate of \$300 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 \$230 per hour (for both Regular and Stand-By hours).

After review by the Operations and Procurement and Materials Management ("PMM") Departments (collectively, the "Departments"), one (1) of the eight (8) bids received was deemed non-compliant, and one (1) bid was higher than the lowest responsible bid received for the same location. Based on the Departments' review, which included inspection of the compliant bidders' equipment, the Departments make the following recommendations:

1. That contracts for 2023-2026 Snow Removal and Salting Services be awarded to the six (6) lowest responsible bidders, whose names are highlighted in bold on the attached bid results (Attachment A), for the twelve (12) contracts listed thereon. The contracts will be for three (3) years with the option to extend for two (2) additional

one-year terms. Bids for these contracts were procured, and the authorization being sought is to award these fair and open contracts to the lowest responsible bidders, in accordance with N.J.S.A. 27:23-6.1, N.J.A.C. 19:9-2.2, and Executive Order No. 37 (Corzine 2006).

2. That the bid received from Garme Energy Solutions, Inc. ("Garme") of Hackensack, NJ for contracts PPN-6B-23, PPN-6G-23 and SPS-FL2-23 be rejected for Garme's failure to submit the mandatory required Bid Bond, Letter of Surety, or Cashier's Check, which is a material, non-curable deficiency.

Further, since no bids were received on two (2) occasions for the locations listed on Attachment B hereto, pursuant to the Authority's enabling statute *N.J.S.A. 27:23-6.1(a)*, staff has commenced negotiations with responsible contractors for the twenty-two (22) outstanding contracts required, upon terms, conditions, restrictions and specifications substantially similar to those that were the subject of competitive bidding on two (2) occasions. Given the need to secure these essential services on a timely basis, authorization is requested for delegated authority to the Executive Director to award such contracts upon completion of successful negotiations with responsible contractors, subject to ratification by the Board.

In accordance with the foregoing, authorization is requested to award contracts to the six (6) vendors on Attachment A, as outlined herein, for a total amount not to exceed \$828,400 for the next three (3) snow seasons, subject to funding availability at the time of service. Authorization is further requested for the Executive Director to exercise, within his discretion, the options for two (2) 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 (5) percent.

Finally, it is respectfully requested that the Executive Director be given delegated authority, subject to subsequent ratification of the Board, to award all successfully negotiated contracts as described herein.

ATTACHMENT A

GARDEN STATE PARKWAY LOCATIONS

Contract PPN-6B-23 Location / Area Limits Driscoll Bridge (Outer span) to 127A and turning at Exit 129 to Exit 124 (North and South) – PMD6 Estimated Annual Contract Value \$200,800			
Contractor	All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:	All-Inclusive Hourly Operating Rate (1) Plow Truck Only:	All-Inclusive Hourly Rates Combined:
NSG GROUP, LLC COLONIA, NJ	\$765.00	\$765.00	\$1,530.00
Canyon Trucking Inc. Brick, NJ	\$949.00	\$899.00	\$1,848.00
L&Y Enterprises, LLC Paterson, NJ	\$1,200.00	\$1,000.00	\$2,200.00

Contract PPN-6G-23 Location / Area Limits Driscoll Bridge (Inner span) MM 124 to MM 131 – PMD6 Estimated Annual Contract Value \$123,000			
Contractor	All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:	All-Inclusive Hourly Operating Rate (1) Plow Truck Only:	All-Inclusive Hourly Rates Combined:
FRANK GALBRAITH & SON EXCAVATION AND DEMOLITION, LLC SCOTCH PLAINS, NJ	\$395.00		\$395.00
NSG Group, LLC Colonia, NJ	\$735.00		\$735.00
Canyon Trucking Inc. Brick, NJ	\$949.00		\$949.00
Harbor Trucking, LLC Milltown, NJ	\$1,200.00		\$1,200.00

Contract SPS-FL2-23 Location / Area Limits GSP Southern Division – Stage MM 94.3SB – PMD4 (NJSP CVI) Estimated Annual Contract Value \$123,000			
Contractor	All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:	All-Inclusive Hourly Operating Rate (1) Plow Truck Only:	All-Inclusive Hourly Rates Combined:
CANYON TRUCKING INC. BRICK, NJ	\$949.00		\$949.00

Contract LPP-159-23 Location / Toll Plaza Interchange 159 Saddlebrook Tolls – PMD7 Loader Only Estimated Annual Contract Value \$16,000			
Contractor		ALL-INCLUSIVE HOURLY OPERATING RATE (1) LOADER ONLY	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		\$500.00	

Contract LPP-160-23 Location / Toll Plaza Bergen Toll Plaza MM 160.4N – PMD7 Loader Only Estimated Annual Contract Value \$32,000			
		<u>ALL-INCLUSIVE</u>	
Contractor		<u>HOURLY OPERATING</u>	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		<u>RATE (1) LOADER ONLY</u>	
		\$500.00	

Contract LPP-165-23 Location / Toll Plaza Interchange 165 - Paramus – PMD8 Loader Only Estimated Annual Contract Value \$32,000			
		<u>ALL-INCLUSIVE</u>	
Contractor		<u>HOURLY OPERATING</u>	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		<u>RATE (1) LOADER ONLY</u>	
		\$500.00	

Contract LPP-166-23 Location / Toll Plaza Pascack Valley Toll Plaza MM 166.1S– PMD8 Loader Only Estimated Annual Contract Value \$32,000			
		<u>ALL-INCLUSIVE</u>	
Contractor		<u>HOURLY OPERATING</u>	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		<u>RATE (1) LOADER ONLY</u>	
		\$500.00	

NEW JERSEY TURNPIKE LOCATIONS

Contract STS-3SB-23 Location / Area Limits Pearl Harbor Memorial Extension – TMD3 (Stage TMD3A Florence) Estimated Annual Contract Value \$157,600			
Contractor	All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:	All-Inclusive Hourly Operating Rate (1) Plow Truck Only:	All-Inclusive Hourly Rates Combined:
SIL-KEMP CONCRETE, INC. T/A SILVI OF ENGLISHTOWN FAIRLESS HILLS, PA	\$594.00		\$594.00
Canyon Trucking Inc. Brick, NJ	\$899.00		\$899.00
Tuckahoe Sand and Gravel Company, Inc. Egg Harbor Township, NJ	\$900.00		\$900.00

Contract LTSP-HQ-23 Location / Area Limits Cranbury Station – TP MM71.45 – TMD4 Estimated Annual Contract Value \$32,000			
Contractor	All-Inclusive Hourly Operating Rate (1) Plow & Spreader Truck:	All-Inclusive Hourly Operating Rate (1) Plow Truck Only:	All-Inclusive Hourly Rates Combined:
Tuckahoe Sand and Gravel Company, Inc. Egg Harbor Township, NJ	\$900.00	\$500.00	\$1,400.00

Contract LTP-14B-23 Location / Toll Plaza Interchange 14B – TMD9 Loader Only Estimated Annual Contract Value \$20,000			
Contractor		ALL-INCLUSIVE HOURLY OPERATING RATE (1) LOADER ONLY	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		\$500.00	

Contract LTP-16W-23 Location / Toll Plaza Interchange 16W – TMD10 Loader Only Estimated Annual Contract Value \$20,000			
Contractor		ALL-INCLUSIVE HOURLY OPERATING RATE (1) LOADER ONLY	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		\$500.00	

Contract LTP-18W-23 Location / Toll Plaza Interchange 18W – TMD10 Loader Only Estimated Annual Contract Value \$40,000			
Contractor		ALL-INCLUSIVE HOURLY OPERATING RATE (1) LOADER ONLY	
JOSEPH M. SANZARI, INC. HACKENSACK, NJ		\$500.00	

ATTACHMENT B

Contract No.	Locations:	Annual Contract Value
LPCL-153-23	153 ALLWOOD RD. COMMUTER PARK & RIDE LOTS – CLIFTON PMD7	\$12,000.00
LPSP-153-23	BLOOMFIELD STATION – GSP MM153.0N – PMD7	\$12,000.00
LHC-OD1-23	FLOATER LOADERS - IF AND WHERE DIRECTED – 1-3 LOADERS WITH TRANSIT	\$13,000.00
LPS-ODPS-23	FLOATER LOADERS - IF AND WHERE DIRECTED – 1-3 LOADERS WITH TRANSIT	\$13,000.00
LPN-ODPN-23	FLOATER LOADERS - IF AND WHERE DIRECTED – 1-3 LOADERS WITH TRANSIT	\$13,000.00
LPP-117-23	TOLL PLAZA INTERCHANGE 117 KEYPORT TOLLS – PMD5	\$20,000.00
LPP-125-23	TOLL PLAZA RARITAN TOLL PLAZA – MM125.6S – PMD6	\$68,000.00
LPP-142-23	TOLL PLAZA INTERCHANGE 142/UNION NB/UNION RAMP TOLLS – PMD6	\$68,000.00
LPP-145-23	TOLL PLAZA INTERCHANGE 145 EAST ORANGE N&S – PMD7	\$20,000.00
LPP-148-23	TOLL PLAZA INTERCHANGE 148 BLOOMFIELD N&S TOLLS – PMD7	\$16,000.00
LPP-150-23	TOLL PLAZA ESSEX TOLL PLAZA MM150.8S – PMD7	\$63,000.00
LTP-13A-23	TOLL PLAZA INTERCHANGE 13A – TMD6	\$32,000.00
LTP-14-23	TOLL PLAZA INTERCHANGE 14 – TMD9	\$40,000.00
LTP-14A-23	TOLL PLAZA INTERCHANGE 14A – TMD9	\$20,000.00
LTP-14C-23	TOLL PLAZA INTERCHANGE 14C – TMD9	\$20,000.00
LTP-15E-23	TOLL PLAZA INTERCHANGE 15E – TMD8	\$20,000.00
LTP-15W-23	TOLL PLAZA INTERCHANGE 15W – TMD10	\$20,000.00
LTP-15X-23	TOLL PLAZA INTERCHANGE 15X – TMD8	\$20,000.00
LTP-16E/18E-23	TOLL PLAZA INTERCHANGE 16E/18W – TMD8	\$40,000.00
LTP-17E-23	TOLL PLAZA INTERCHANGE 17E – TMD8	\$20,000.00
LTS-ODTS-23	FLOATER LOADERS - IF AND WHERE DIRECTED – 1-3 LOADERS WITH TRANSIT	\$13,000.00
LTN-ODTN-23	FLOATER LOADERS - IF AND WHERE DIRECTED – 1-3 LOADERS WITH TRANSIT	\$13,000.00