

Memorandum



To: Dale Berman, Village President & Board of Trustees
Cc: Steven Bosco, Village Administrator
From: John Laskowski, Public Works Director
Date: August 10, 2020
Re: Proposals for Snow and Ice Removal

Staff developed a proposal for snow and ice removal services and advertised it in the local newspaper and on the Village's website. This was done on July 13, 2020. We were contacted by two companies with questions about the contract. The questions were answered and put on the Village website for all interested contractors to view. Proposals were due back on Tuesday, August 4, 2020 by 4:30 pm. We received one proposal from Tri-county Excavation and Construction.

Below there are four tables to show the proposed new rates. Table one shows the rates for the next four years. Tables two and three show the rates plus the percentage increases for each year. Also the average yearly increase over the four year contract. The fourth table gives an example of the rate increase from last year to this upcoming season with the proposed new rates. We used a snow storm where we received 2" of snow on January 25, 2020. During this storm all routes and cul-de-sacs were serviced. We feel like the proposed rate increases are in line with what we have seen in the past with other contracts.

Tri-County Excavating has proven to provide excellent service to the Village in the past and have not had a problem meeting the required response time or providing additional equipment in large storms.

The board has recognized in the past that snow and ice removal services are a critical service provided to the community. After reviewing the proposal and information provide below, Staff is recommending the award of the four year contract with the option to terminate within 30 days by either party to Tri-County Excavating.

The 2017 contract for Snow and Ice Removal services ended on May 1, 2020. In order to guarantee service, a new contract must be in place before winter.

Table 1. Hourly Rates

Schedule of Prices for Vehicles and Equipment		Year 1	Year 2	Year 3	Year 4
		Winter 2020- 2021 Rate [\$ / Hr]	Winter 2021- 2022 Rate [\$ / Hr]	Winter 2022- 2023 Rate [\$ / Hr]	Winter 2023- 2024 Rate [\$ / Hr]
Vehicles and Equipment					
1	6-Wheeler with an 11-12 ft. Plow & Salter	166	169	174	174
2	6-Wheeler with an 11-12 ft. Plow & Salter with a Wing Plow	180	184	190	190
3	6-Wheeler Haul Off (if necessary)	96	98	101	101
4	5-Yard Truck 11 ft. Plow & Salter	156	159	164	164
5	5-Yard Truck 11 ft. Plow & Salter with a wing plow	170	173	178	178
6	1-Ton Truck 9-10 ft. Plow & Salter	133	136	140	140
7	Pick-up Truck 8.5 ft. Plow	122	124	128	128
8	Skid Steer with Bucket	139	142	146	146
9	Skid Steer with Plow	139	142	146	146
10	Wheel Loader with Bucket	212	216	222	222
11	Wheel Loader with Plow	234	239	246	246
12	Snow Blowers	111	113	116	116
13	4 Wheeler with Plows	133	136	140	140
14	Combination Backhoe with Plow or Bucket	234	239	246	246
15	Semi with Trailer Haul Off (if necessary)	116	118	122	122
16	4320 Tractor with Bucket	128	131	135	135
17	Polaris Ranger with Plow	122	124	128	128

New Vehicles Added this Contract

Table 2. Percentage Increases

Schedule of Prices for Vehicles and Equipment		Year 1			Year 2	
		Winter 2019-2020	Winter 2020-2021	Percent Increase	Winter 2021-2022	Percent Increase
Vehicles and Equipment		Rate [\$ / Hr]	Rate [\$ / Hr]	Percent Increase	Rate [\$ / Hr]	Percent Increase
1	6-Wheeler with an 11-12 ft. Plow & Salter	160	166	3.75%	169	1.81%
2	6-Wheeler with an 11-12 ft. Plow & Salter with a Wing Plow	180	180	0.00%	184	2.22%
3	6-Wheeler Haul Off (if necessary)	96	96	0.00%	98	2.08%
4	5-Yard Truck 11 ft. Plow & Salter	148	156	5.41%	159	1.92%
5	5-Yard Truck 11 ft. Plow & Salter with a wing plow	170	170	0.00%	173	1.76%
6	1-Ton Truck 9-10 ft. Plow & Salter	133	133	0.00%	136	2.26%
7	Pick-up Truck 8.5 ft. Plow	122	122	0.00%	124	1.64%
8	Skid Steer with Bucket	128	139	8.59%	142	2.16%
9	Skid Steer with Plow	128	139	8.59%	142	2.16%
10	Wheel Loader with Bucket	212	212	0.00%	216	1.89%
11	Wheel Loader with Plow	234	234	0.00%	239	2.14%
12	Snow Blowers	111	111	0.00%	113	1.80%
13	4 Wheeler with Plows	133	133	0.00%	136	2.26%
14	Combination Backhoe with Plow or Bucket		234		239	2.14%
15	Semi with Trailer Haul Off (if necessary)		116		118	1.72%
16	4320 Tractor with Bucket		128		131	2.34%
17	Polaris Ranger with Plow		122		124	1.64%
New Equipment for this Contract						

		Year 3		Year 4		Total %	Yearly Average Increase
		Winter 2022-2023	Percent Increase	Winter 2023-2024	Percent Increase		
Vehicles and Equipment		Rate [\$ / Hr]	Percent Increase	Rate [\$ / Hr]	Percent Increase	Increase	Increase
1	6-Wheeler with an 11-12 ft. Plow & Salter	174	3.26%	174	0	8.52%	2.13%
2	6-Wheeler with an 11-12 ft. Plow & Salter with a Wing Plow	190	3.26%	190	0	5.48%	1.37%
3	6-Wheeler Haul Off (if necessary)	101	3.26%	101	0	5.14%	1.29%
4	5-Yard Truck 11 ft. Plow & Salter	164	3.14%	164	0	10.47%	2.62%
5	5-Yard Truck 11 ft. Plow & Salter with a wing plow	178	2.89%	178	0	4.65%	1.16%
6	1-Ton Truck 9-10 ft. Plow & Salter	140	2.94%	140	0	5.20%	1.30%
7	Pick-up Truck 8.5 ft. Plow	128	3.23%	128	0	4.87%	1.22%
8	Skid Steer with Bucket	146	2.82%	146	0	13.57%	3.39%
9	Skid Steer with Plow	146	2.82%	146	0	13.57%	3.39%
10	Wheel Loader with Bucket	222	2.78%	222	0	4.66%	1.17%
11	Wheel Loader with Plow	246	2.93%	246	0	5.07%	1.27%
12	Snow Blowers	116	2.65%	116	0	4.46%	1.11%
13	4 Wheeler with Plows	140	2.94%	140	0	5.20%	1.30%
14	Combination Backhoe with Plow or Bucket	246	2.93%	246	0	5.07%	1.27%
15	Semi with Trailer Haul Off (if necessary)	122	3.39%	122	0	5.11%	1.28%
16	4320 Tractor with Bucket	135	3.05%	135	0	5.40%	1.35%
17	Polaris Ranger with Plow	128	3.23%	128	0	4.87%	1.22%
New Equipment for this Contract							

Table 3. Simulation Results

The table below shows the rates from last year and the new rates starting this year. The event used was the snow storm from January 25, 2020. We received 2 inches of snow during this storm. This was considered a typical event where all routes and cul-de-sacs were serviced. The price increase on this example storm would have been \$194.

2" Snow Storm on January 25, 2020								
Number of Vehicles	Vehicle Description	Hours	2019/2020 Rate [\$/hr]	1/25/2020 Total Per Vehicle	2020/2021 Rate [\$/hr]	2020/2021 Total Per Vehicle		
1	6-Wheeler with an 11-12 ft. Plow & Salter	6.5	160	\$1,040	166	\$1,079		
2	6-Wheeler with an 11-12 ft. Plow & Salter with a Wing Plow	13.5	180	\$2,430	180	\$2,430		
0	6-Wheeler Haul Off (if necessary)	0	96	0	96	0		
1	5-Yard Truck 11 ft. Plow & Salter	7	148	\$1,036	156	\$1,092		
0	5-Yard Truck 11 ft. Plow & Salter with a wing plow	0	170	0	170	0		
10	1-Ton Truck 9-10 ft. Plow & Salter	37.75	133	\$5,020.75	133	\$5,020.75		
4	Pick-up Truck 8.5 ft. Plow	16.5	122	\$2,013	122	\$2,013		
0	Skid Steer with Bucket	0	128	0	139	0		
3	Skid Steer with Plow	9	128	\$1,152	139	\$1,251		
0	Wheel Loader with Bucket	0	212	0	212	0		
0	Wheel Loader with Plow	0	234	0	234	0		
		90.25		\$12,691.75		\$12,885.75		
							Cost Increase of \$194	

References and Performance

Tri-County has worked for the past 15 years providing snow and ice removal services for the Village of North Aurora. To evaluate Tri-County's references staff is choosing to utilize its experience with the firm. Staff believes that Tri-County has performed effectively in the past because they have become familiar with the routes that the Village has assigned to them. They understand the subdivision layouts and know the locations to pile snow in cul-de-sacs. They are reliable and have never had a problem arriving on time. They are conscientious and communicate well with staff. If issues arise where a mailbox is struck, staff has been contacted quickly to address the problem. During long snow storms Tri-County has been able to work independently with little supervision while Village employees are taking mandated rest period. They also have experience with the City of Aurora, 8+ years, and the City of Naperville, 2+years.

Equipment

Tri-County has listed four additional pieces of equipment to help with snow removal; a Combination Backhoe with plow or bucket, 4320 Tractor with bucket, Semi with trailer for hauling snow or salt if needed, and a Polaris Ranger with a plow. This goes along with 4 six wheelers (2 with wing plows), 1 five yard dump truck, 10 one ton trucks or smaller, 2 skid steers, and 3 wheeler loaders.

Response Time

The response time required by this proposal is 45 minutes. Tri-County is located in Aurora and Sugar Grove, their response time can be as short as 15 minutes.

Subcontractors

Tri-County has listed Lockhart's Landscaping as a subcontractor. They assist with snow removal on routes and cul-de-sacs. They use two skid steers and two one tons.