



## ***Memorandum***

***To:***            ***Honorable Mayor and City Council  
City of Sunfish Lake***

***From:***        ***Don Sterna, PE, City Engineer  
WSB & Associates, Inc.***

***Date:***         ***October 4, 2016***

***Re:***            ***Snow Removal Quotes for 2016-2017 Season  
City of Sunfish Lake, MN  
WSB Project No. 1011-99***

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Four quotes were requested and only two quotes were received from nearby snow removal companies. Two companies are landscape/maintenance firms and the other two are highway construction companies.

Quotes were received from the following:

Executive Contractors, Inc., Inver Grove Heights, MN  
Professional Snow Removal Services, Mendota Heights, MN

The quotes submitted are attached for your review. Quotes identify the equipment available and estimated cost to complete snow removal for a 2” – 4” snowfall event. Also indicated at the bottom of the sheet is a calculated cost based on a similar event using the time of snow removal at 6 hours and salt utilized. The attachments summarize the quotes submitted.

### **Recommendation**

Engineering recommends based on WSB’s cost comparison of the proposed services and their understanding of the work involved based on discussions with both companies. We recommend that Executive Contractors, Inc. be approved to perform the 2016- 2017 snow removal services. Each of these companies have identified equipment that potentially could be required being available to them and based on units prices, Executive Contractors provides the best value for the City. We used Executive Contractors last year and had several issues, however they have new management and based on the material price for sand which makes up over half of the snow removal costs every year, I am recommending that we again utilize Executive Contractors based on the significant unit price differences between the two firms. I’ll work closer with them this year and after we worked out the kinks last year, I’m confident that the level of service will be significantly improved.

Attachments

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**2016 - 2017 SNOW PLOW SEASON**  
**PROPOSAL FOR SUNFISH LAKE**

ITEM	2014-2015		2015-2016		2016-2017		2016-2017		2016-2017		2016-2017	
	Units	Past Prices	Units	Past Prices	Professional Snow Removal Service		Executive Contractors		Ace Blacktop		Bituminous Roadway	
					Proposal	% Incr.	Proposal	% Incr.	Proposal	% Incr.	Proposal	% Incr.
<b>EQUIPMENT &amp; LABOR</b>												
										Did not quote		Did not quote
<i>Front-End Loader &amp; Operator</i>	hour	\$ 110.00	hour	\$ 85.00	\$ 120.00	29.17%	\$ 85.00	0.00%				
<i>Motor grader &amp; Operator</i>	hour	\$ 120.00	hour	\$ 85.00			\$ 85.00	0.00%				
<i>Motor grader (with wing) &amp; Operator</i>	hour	\$ 140.00	hour	\$ 85.00			\$ 85.00	0.00%				
<i>Plow Truck &amp; Driver w/ Sander</i>	hour	\$ 89.00	hour	\$ 85.00	\$ 80.00	-6.25%	\$ 85.00	0.00%				
<i>Sanding Truck &amp; Driver</i>	hour	\$ 79.00	hour	\$ 75.00	\$ 80.00	6.25%	\$ 75.00	0.00%				
<i>12 CY Dump Truck &amp; Driver</i>	hour	\$ 95.00	hour	\$ 85.00			\$ 85.00	0.00%				
<i>Single Axel Dump Truck /w Wing &amp; Driver</i>	hour	\$ 99.00	hour	\$ 85.00	\$ 100.00	15.00%	\$ 85.00	0.00%				
<i>Bobcat Loader &amp; Operator</i>	hour	\$ 89.00	hour	\$ 85.00	\$ 100.00	15.00%	\$ 85.00	0.00%				
<i>4x4 Pick-Up with Plow</i>	hour		hour									
<b>MATERIAL COSTS</b>												
<i>Salt/Sand Mixture (plus tax)</i>	ton	\$ 80.00	ton	\$ 70.00	\$ 125.00	44.00%	\$ 70.00	0.00%				
<i>Road Salt</i>	ton		ton		\$ 250.00							
<b>Contractor Estimated Cost - 2"- 4" snowfall</b>	Each	Event	Each		<b>\$ 1,800.00</b>		<b>\$ 660.00</b>					
<i>Includes 2 Plow Trunks and 1 Tandem</i>												
<i>Includes Single Axel, Plow, Sanding Trucks</i>												
<b>Calculated cost @ 6 hours &amp; 14 ton</b>	Each	Event	Each		<b>\$ 2,870.00</b>		<b>\$ 2,150.00</b>					
<b>Calculated cost @ 2-3 hours &amp; 14 ton</b>					<b>\$ 2,450.00</b>		<b>\$ 1,640.00</b>					
2015-2016 Rates - calculated cost					<b>\$ 2,870.00</b>		<b>\$ 1,640.00</b>					

<b>AVERAGE SNOW FALL CLEARING EVENT - 2" - 4" SNOW</b>														
			2010-2011		2011-2012		2012-2013		2013-2014		2014-2015		2015-2016	
<i>Plow Truck &amp; Driver w/ Sander</i>	hour	6 hrs.	\$ 82.00	\$ 492.00	\$ 80.00	\$ 480.00	\$ 85.00	\$ 510.00	\$ 89.00	\$ 534.00	\$ 89.00	\$ 534.00	\$ 85.00	\$ 510.00
<i>Salt/Sand Mixture (including 6.5% sales tax)</i>	ton	14 ton	\$ 55.00	\$ 770.00	\$ 55.00	\$ 770.00	\$ 60.00	\$ 840.00	\$ 80.00	\$ 1,120.00	\$ 57.00	\$ 798.00	\$ 70.00	\$ 980.00
<i>Misc. Clean Up / Plow Truck w/ Sander</i>	hour	2 hrs.	\$ 82.00	\$ 164.00	\$ 80.00	\$ 160.00	\$ 85.00	\$ 170.00	\$ 85.00	\$ 170.00	\$ 79.00	\$ 158.00	\$ 75.00	\$ 150.00
<b>TOTAL</b>				<b>\$ 1,426.00</b>		<b>\$ 1,410.00</b>		<b>\$ 1,520.00</b>		<b>\$ 1,824.00</b>		<b>\$ 1,490.00</b>		<b>\$ 1,640.00</b>

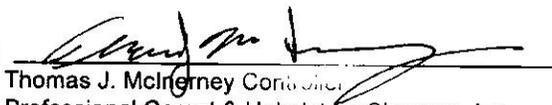
## 2016 - 2017 SNOW PLOW SEASON QUOTE FOR SUNFISH LAKE

ITEM	2016-2017	
	Unit	Price
<b>EQUIPMENT &amp; LABOR</b>		
Front-End Loader & Operator	hour	\$ 120.00
Motorgrader & Operator	hour	
Motorgrader (with wing) & Operator	hour	
Plow Truck & Driver w/ Sander	hour	\$ 80.00
Sanding Truck & Driver	hour	\$ 80.00
12 CY Dump Truck & Driver	hour	
Single Axel Dump Truck w Wing & Driver	hour	\$ 100.00
Bobcat Loader & Operator	hour	\$ 100.00
Spread Safety Salt	ton	\$ 250.00
<b>MATERIAL COSTS</b>		
Sand/Salt Mixture 80-20 mix (plus tax)	ton	\$ 125.00

24 HOUR CONTACT NAME Daniel Nedoroski

24 HOUR CONTACT TELEPHONE NUMBER 651-645-0244

Snow plowing to be completed on city streets according to the City's Street Maintenance Policy - Snow Plowing.

Signature:   
Thomas J. McInerney Controller  
Professional Carpet & Upholstery Cleaners, Inc.

Company Name: Professional Snow Removal Services

2476 Haverton Road

Mendota Heights, MN 55120

Telephone Number: 651-645-0244  
Email: info@prosnowremoval.com

# 2016 - 2017 SNOW PLOW SEASON

## TYPICAL SNOW REMOVAL EVENT 2-4 INCHES OF SNOW 2016-2017

<u>Equipment to be Utilized</u>	<u>Estimated Hours</u>	<u>Unit Cost</u>	<u>Cost</u>
1. __ Plow Truck & Driver	6	\$ 80.00	\$ 480.00
2. __ Plow Truck & Driver	6	\$ 80.00	\$ 480.00
3. __ Tandem Dump w/wing	6	\$ 100.00	\$ 600.00
4. __ Sanding Truck	3	\$ 80.00	\$ 240.00
5. _____	_____		\$ _____
<b>TOTAL COST PER EVENT</b>			<b>\$ 1,800.00</b>

## 2016 - 2017 SNOW PLOW SEASON QUOTE FOR SUNFISH LAKE

ITEM	2016-2017	
	Unit	Price
<b>EQUIPMENT &amp; LABOR</b>		
Front-End Loader & Operator	hour	85 <sup>00</sup>
Motorgrader & Operator	hour	85 <sup>00</sup>
Motorgrader (with wing) & Operator	hour	85 <sup>00</sup>
Plow Truck & Driver w/ Sander	hour	85 <sup>00</sup>
Sanding Truck & Driver	hour	75 <sup>00</sup>
12 CY Dump Truck & Driver	hour	85 <sup>00</sup>
Single Axle Dump Truck /w Wing & Driver	hour	85 <sup>00</sup>
Bobcat Loader & Operator	hour	85 <sup>00</sup>
<b>MATERIAL COSTS</b>		
Sand/Salt Mixture 80-20 mix (plus tax)	ton	70 <sup>00</sup>

24 HOUR CONTACT NAME Craig Kromrey

24 HOUR CONTACT TELEPHONE NUMBER 651-248-1350

+ Denise Grimes -651-260-0766

Snow plowing to be completed on city streets according to the City's Street Maintenance Policy - Snow Plowing.

Signature: \_\_\_\_\_

Company Name: Executive Contractors Inc.

Address: PO Box 2473

Inver Grove Heights, MN 55076

Telephone Number: 651-260-0766

# 2016 - 2017 SNOW PLOW SEASON

## TYPICAL SNOW REMOVAL EVENT 2-4 INCHES OF SNOW

2016-2017

<u>Equipment to be Utilized</u>	<u>Estimated Hours</u>	<u>Cost</u>
1. <u>Single Dump w/plow or Tractor</u>	<u>2-3</u>	\$ <u>\$170 - \$255</u>
2. <u>Plow Truck</u>	<u>2-3</u>	\$ <u>\$170 - \$255</u>
3. <u>Sanding Trucks</u>	<u>1-2</u>	\$ <u>\$75 - \$150</u>
4. _____	_____	\$ _____
5. _____	_____	\$ _____
TOTAL COST PER EVENT		\$ <u>\$415 - \$660</u>