

Purchasing Department
Madison County Board of Supervisors
146 West Center Street
Canton, Mississippi 39046

601-855-5503
hardy@madison-co.com

1 March 2017

Subject: Mowing and Spraying Rights of Way Proposals

Dear Board Members:

Following the February 21 board meeting, Danny Lee and Amber Pope, representing County Engineer/Road Manager Dan Gaillet, and I meet with Rotolo's representatives to afford the company an opportunity to reduce the price of its proposal.

Rotolo's original proposal for mowing all county rights of way was \$1,178,635. The original proposal included four county-wide cutting cycles plus 16 zero-turn cutting cycles on selected roads and intersections. It also included litter control prior to cutting.

Rotolo's amended proposal is \$647,170. It basically includes all elements of the original proposal except for the following: (1) rural and state aid roads reduced to three cuttings; (2) zero-turn cuttings reduced to 12; and (3) all litter control deleted.

The Road Department's estimated mowing cost (litter control removed to match Rotolo's amended proposal) is approximately \$500,000. That is approximately \$150,000 less than Rotolo's amended proposal.

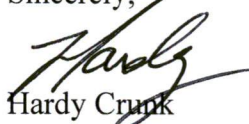
Mr. Gaillet and I discussed the proposal and agree that the best course at present is for the Road Department to mow this season while at the same time keeping accurate records of all mowing costs and the number of the mowings. Then, if the board wishes to revisit mowing next winter, we would have accurate data to make an apples-to-apples comparison.

SPRAYING

As to the proposals for spraying rights of way only, the lowest price was submitted by Helena Chemical. Please see the attached sheet entitled *Spraying Rights of Way Tabulation*.

Mr. Gaillet and I recommend that the board consider implementing a spraying program. The low cost of spraying could be offset by the savings from a reduced number of mowing cycles in the future. If approved today, Helena Chemical could begin spraying within the next two weeks.

Sincerely,


Hardy Crunk
Purchase Clerk

SPRAYING RIGHTS OF WAY TABULATION

	HELENA CHEMICAL	ROTOLO DBA RCI
ONE SPRAY PER MILE (BOTH SIDES OF ROAD)	\$67.12	\$81.25
YEARLY SPRAY COST PER MILE (3 SPRAYS)	\$201.36	\$243.75
YEARLY SPRAY COST PER 200 MILES (3 SPRAYS)	\$40,272.00	\$48,750.00
YEARLY SPRAY COST PER 300 MILES (3 SPRAYS)	\$60,408.00	\$73,125.00
YEARLY SPRAY COST PER 400 MILES (3 SPRAYS)	\$80,544.00	\$97,500.00
YEARLY SPRAY COST PER 500 MILES (3 SPRAYS)	\$100,680.00	\$121,875.00

NOTE: SPRAY SPECIFICATIONS REQUIRE A MINIMUM OF 200 MILES PER YEAR

PROPOSAL SHEET

RIGHT OF WAY MOWING AND SPRAYING

Proposal Due Date: 10 A.M. 14 February 2017

Madison County Chancery Clerk's Office

Madison County Chancery Courthouse

Rooms 225-227, Second Floor

146 West Center Street, Canton, Mississippi 39046

URBAN AREA AS DEPICTED ON MAP

FOUR CUTS, 16 ZERO-TURN CUTS (2 PER MONTH FOR 8 MONTHS), AND TWO SPRAYS PER YEAR

\$ _____

EXTRA CUTS (EACH)

\$ _____

EXTRA ZERO-TURN CUTS (EACH)

\$ _____

EXTRA SPRAYS (EACH)

\$ _____

NO BIP

ZERO-TURN ROADS/INTERSECTIONS ONLY (TO BE CONSIDERED IF AN URBAN AREA CONTRACT IS NOT AWARDED)

16 ZERO-TURN CUTS (2 PER MONTH FOR 8 MONTHS), AND TWO SPRAYS PER YEAR

\$ _____

EXTRA ZERO-TURN CUTS (EACH)

\$ _____

EXTRA SPRAYS (EACH)

\$ _____

NO BIP

GREG J. WALL
HELENA CHEMICAL
P. O. BOX 219
STURGIS, MS 39769

ALL STATE AID ROADS NOT LOCATED IN URBAN AREA OR CITY

FOUR CUTS AND TWO SPRAYS PER YEAR

\$ _____

EXTRA CUTS (EACH)

\$ _____

EXTRA SPRAYS (EACH)

\$ _____

NO BID

RURAL AREA (DEFINED AS ALL COUNTY ROADS NOT LOCATED IN THE URBAN AREA AND NOT A STATE AID ROAD)

FOUR CUTS AND TWO SPRAYS PER YEAR

\$ _____

EXTRA CUTS (EACH)

\$ _____

EXTRA SPRAYS (EACH)

\$ _____

NO BID

MOWING RIGHT OF WAY UP TO 15 FOOT MAXIMUM FROM EDGE OF PAVEMENT WITH ROADS TO BE DETERMINED AT FUTURE DATE BY ROAD MANAGER. MINIMUM OF 200 MILES (A MILE EQUALS ONE LINEAR MILE ON BOTH SIDES OF THE ROAD.).

MOWING PER MILE (BOTH SIDES OF ROAD)

\$ NO BID

SPRAYING RIGHTS OF WAY WITH ROADS TO BE DETERMINED AT FUTURE DATE BY ROAD MANAGER. MINIMUM OF 200 MILES (A MILE EQUALS ONE LINEAR MILE ON BOTH SIDES OF THE ROAD.).

SPRAYING PER MILE (BOTH SIDES OF ROAD)

\$ 67¹² per mile for both sides of road 15' maximum on each side.
(# 67¹² per centerline mile)

NAME OF PROPOSER: Greg J. Wall

SIGNATURE OF PROPOSER: Meg J Wall

PROPOSER'S ADDRESS: PO Box 219 Sturgis MS 39769

PROPOSER'S TELEPHONE NUMBER: 662 312 0510

PROPOSER'S EMAIL ADDRESS: wallg@helenachemical.com

ALL PROPOSALS MUST BE SIGNED BY AUTHORIZED COMPANY REPRESENTATIVE

Adjuvants + herbicides pick up
local @ Helena Canton

warehouse 859-8735 Canton



ROTOLO CONSULTANTS INCORPORATED

1106 HWY 49 NORTH, FLORA, MS 39071 PH 601-982-8568

February 23, 2017

Madison County
146 West Center Street
Canton, MS 39046

Re: Right of Way Mowing and Spraying- Revised Pricing

To Whom It May Concern:

We are pleased to present the following revised pricing for the above noted RFP.

Below we have summarized the changes to the original specifications:

- Removed litter removal from scope of work
- Reduced the mowing frequency in the Rural and State Aid Rural areas from 4 to 3 cycles per year
- Reduced the mowing frequency in the Zero-Turn and Edging areas from 16 to 12 cycles per year
- Adjusted scope on East Parkway to include zero- turn mowing of the medians and 12' on each shoulder which will be performed 12 times per year. Outside of the 12' strip on the shoulders will now be bush hogged 4 times per year

The new annual price for mowing and spraying operations will be:

- \$647,170 Mowing
- \$140,144 Spraying

We have also attached a revised bid tabulation sheet which provides a breakdown of our pricing based on these changes in scope as well as internal reductions in our pricing.

Please let us know if you have any questions.

Sincerely,
Rotolo Consultants, Inc.


Kendall Lentz
Senior Estimator

URBAN AREA AS DEPICTED ON MAP		
Four Cuts, 12 Zero-turn Cuts (2 Per Month for 6 Months), And Two Sprays Per Year -(East Parkway shoulders will be Zero-Turn Mowed 12 Times per year up to 12' from the curb and Bush Hogged 4 Times per year beyond the 12' strip to the tree Line)- Litter Removal not included	\$	287,450
Extra Cuts (Each)	\$	44,007
Extra Zero- Turn Cuts (Each)	\$	4,237
Extra Sprays (Each)	\$	12,824.00
ZERO-TURN ROADS/INTERSECTIONS ONLY (TO BE CONSIDERED IF AN URBAN AREA CONTRACT IS NOT AWARDED)		
12 Zero- Turn Cuts (2 Per Month for 6 Months), And Two Sprays Per Year - (East Parkway shoulders will be Zero-Turn Mowed 12 Times per year up to 12' from the curb and Bush Hogged 4 Times per year beyond the 12' strip to the tree Line)- Litter Removal not included	\$	62,210
Extra Zero-Turn Cuts (Each)	\$	4,237
Extra Sprays (Each)	\$	493
ALL STATE AID ROADS NOT LOCATED IN URBAN AREA OR CITY		
Three Cuts and Two Sprays Per Year- Litter Removal not Included	\$	149,484
Extra Cuts (Each)	\$	38,667
Extra Sprays (Each)	\$	16,743
RURAL AREA (DEFINED AS ALL COUNTY ROADS NOT LOCATED IN THE URBAN AREA AND NOT A STATE AID ROAD)		
Three Cuts and Two Sprays Per Year- Litter Removal not included	\$	350,380
Extra Cuts (Each)	\$	90,119
Extra Sprays (Each)	\$	40,012
MOWING RIGHT OF WAY UP TO 15' MAXIMUM FROM EDGE OF PAVEMENT WITH ROADS TO BE DETERMINED AT FUTURE DATE BY ROAD MANAGER. MINIMUM OF 200 MILES (A MILE EQUALS ONE LINEAR MILE ON BOTH SIDES OF THE ROAD)		
Mowing Per Mile (Both Sides of the Road)	\$	327
SPRAYING RIGHT OF WAY WITH ROADSTO BE DETERMINED AT FUTURE DATE BY ROAD MANAGER. MINIMUM OF 200 MILES (A MILE EQUALS ONE LINEAR MILE ON BOTH SIDES OF THE ROAD)		
Spraying Per Mile (Both Sides of the Road)	\$	81.25