Snow Removal Contract Bid Comparison

Category: Personnel

Mega Trucking

- Seven operators total (five full-time, two part-time) dedicated solely to this contract.
- Over 50 years of combined snow removal experience.
- Three operators have six years of direct experience on this same route under the previous contractor.
- Fully staffed and capable of maintaining 24-hour storm operations.

RSR

- Four operators total, with two assigned full-time to this contract.
- Two temporary employees available for additional coverage as needed.
- Twenty-five consecutive years performing snow removal in Valdez, but the crew is spread thin across multiple contracts.
- Limited capacity for continuous 24-hour coverage during extended or back-toback storm events.

Comparison Summary:

Mega has a larger, fully dedicated crew, providing stronger coverage and reliability during major snow events.

RSR's smaller full-time staff and reliance on temporary employees increase the risk of delayed or inconsistent response.

Category: Equipment Quantity and Mix

Mega Trucking

- Eight major pieces of equipment, including a grader, loaders, a blower, trucks, and a dozer.
- All essential categories represented.
- Partnering with a local contractor for backup equipment.

RSR

- Ten listed pieces of equipment, but three are undersized for this contract.
- No dozer available for snow storage management.
- Fleet includes a smaller loader and skid steer, not suitable for heavy accumulation.

Comparison Summary:

Mega's fleet provides full coverage of all required categories and includes backup

capability.

RSR's lack of a dozer and undersized units limit performance on storage areas.

Category: Equipment Condition

Mega Trucking

- Equipment meets minimum requirements but consists primarily of older models (1984–2008).
- Mixed condition ratings ranging from Excellent to Fair.
- Fleet maintained in good working order.

RSR

- Mixed condition ratings ranging from Excellent to Fair.
- Several units mid-life or older, and some undersized for required workload.

Comparison Summary:

Both fleets are operationally capable, but Mega's older yet properly sized equipment is better suited for heavy snow removal demands.

Category: Operational Readiness

Mega Trucking

- Fully staffed and prepared for immediate 24-hour operations.
- Sand and salt already stockpiled.
- Backup equipment arrangements underway with a local partner.

RSR

- Crew and equipment only partially assigned to this contract.
- Sand already stockpiled.

Comparison Summary:

Mega demonstrates greater readiness and logistical preparation.

RSR's limited readiness could delay early or back-to-back storm response.

Category: Non-City Contract Commitments

Mega Trucking

 Dedicated exclusively to this City contract with no other obligations that could impact performance.

RSR

 Actively engaged in multiple non-City contracts, which may reduce availability during major snow events.

Comparison Summary:

Mega offers greater reliability and responsiveness due to full contract focus. RSR's divided commitments create increased operational risk.

Category: Rates / Cost Competitiveness

Mega Trucking

 Moderate to slightly above average hourly rates consistent with equipment class and full-time coverage.

RSR

Slightly lower hourly rates, but reflective of smaller and less capable equipment.

Comparison Summary:

RSR offers modestly lower rates; however, potential savings may be offset by reduced operational capability and efficiency.

Category: City Contract Experience

Mega Trucking

 No direct City contract history, but operators previously worked under the prior City contractor on these same routes.

RSR

Prior City contract experience, but not within this specific area.

Comparison Summary:

RSR has prior City experience, while Mega's crew brings direct familiarity with these routes under a previous contractor.

Experience advantage is roughly even.

Category: Overall Capability to Perform

Mega Trucking

- Strong overall capability.
- Full staffing, appropriate equipment mix, route familiarity, and demonstrated operational readiness.

RSR

- Limited overall capability.
- Small crew, missing key equipment, and competing obligations.

Comparison Summary:

Based on available information, Mega demonstrates a comparatively lower level of risk in maintaining consistent service levels.

Best Value Determination

Recommended Contractor: Mega Trucking

Rationale:

Mega Trucking provides the best overall value to the City. While RSR's hourly rates are marginally lower, Mega's proposal demonstrates superior operational capability and reliability.

Key determining factors include:

- Fully staffed, experienced crew.
- Proven familiarity with the specific contract routes and conditions.
- Appropriately sized and complete fleet, including a dozer that will improve snow storage management efficiency.
- Stockpiled materials and backup resources ready prior to contract start.
- No competing non-City obligations, ensuring focused service during major events.

Conclusion:

Mega Trucking represents the lowest operational risk and highest level of service reliability, offering the best value to the City of Valdez through experience, capability, and preparedness.