

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-to-back 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.