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Victoria F. Sheehan
Commissioner

THE STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION



William Cass, P.E.
Assistant Commissioner

Bureau of Mechanical Services
May 20, 2019

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Transportation to enter into a contract with Hews Company LLC (Vendor 174040), Bow NH, on the basis of a low bid offer of \$128,920.00 for providing Truck Crane Inspection, repair, scheduled service and unanticipated emergency repairs and associated parts, effective upon Governor and Council approval through June 30, 2021. Funding 69.36% Highway Funds and Other Funds (5.36% Intra-Agency Transfers, 25.40% Agency Income).

Funding is contingent upon the availability of funds in Fiscal Year 2020 and Fiscal Year 2021, with the ability to adjust encumbrances through the Budget Office between State Fiscal Years if needed and justified.

	<u>FY 2020</u>	<u>FY 2021</u>
04-96-96-960515-3005		
Mechanical Services		
024-500225 Contract Repairs; Machine-Equip	\$64,460.00	\$64,460.00

EXPLANATION

The service contract is necessary to perform inspections, repairs and service to the Department's Aerial lift trucks.

The Department of Transportation, Bureau of Mechanical Services currently owns thirteen (13) truck crane vehicles that are used for the lifting and setting of signs, signal & lighting work, tree and bridge work as well as various other functions. The truck cranes require yearly safety inspections, repair and maintenance. Once the inspection is completed, the Bureau is provided an explanation of repairs and maintenance needed, and the associated costs.

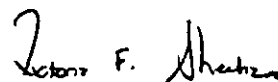
Invitations for bids were solicited on the Department of Administrative Services, Bureau of Purchase and Property website from April 9, 2019 through April 26, 2019. The bid opening date was April 26, 2019; three (3) offers were received. The award was made to Hews Company LLC based on low bid offer. The contract amount of \$128,920.00 includes the inspection fee, labor and parts estimated from the past contract period. \$128,920.00 is reasonable based on previous contracts for similar work. The

Department believes it to be in the best interest of the State of New Hampshire to accept this bid to accomplish the needed work.

The Contract has been approved by the Attorney General as to form and execution, and the Department has certified that the necessary funds are available. Copies of the fully executed contract are on file at the Secretary of State's Office and the Department of Administrative Service's Office, and subsequent to Governor and Council approval will be on file at the Department of Transportation.

The Department of Transportation respectfully requests Governor and Council approval of this contract.

Sincerely,

A handwritten signature in black ink that reads "Victoria F. Sheehan". The signature is written in a cursive style with a large initial "V".

Victoria F. Sheehan
Commissioner

Attachments


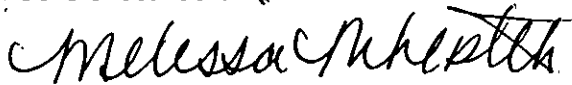
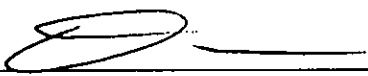
Notice: This agreement and all of its attachments shall become public upon submission to Governor and Executive Council for approval. Any information that is private, confidential or proprietary must be clearly identified to the agency and agreed to in writing prior to signing the contract.

AGREEMENT

The State of New Hampshire and the Contractor hereby mutually agree as follows:

GENERAL PROVISIONS

1. IDENTIFICATION.

1.1 State Agency Name NH DOT - Bureau of Mechanical Services		1.2 State Agency Address 33 Smokey Bear Blvd. Concord NH 03301	
1.3 Contractor Name Hews Company, LLC		1.4 Contractor Address 4 Ryan Road, Bow NH 03304	
1.5 Contractor Phone Number (603) 226-3252	1.6 Account Number 04-96-96-960515-3005 Mechanical Services 024-500225 Contract repairs, machine , maintenance	1.7 Completion Date 6/30/2021	1.8 Price Limitation FY2020 - \$64,460.00 FY2021 - \$64,460.00 TOTAL - \$128,920.00
1.9 Contracting Officer for State Agency Michael P. Walsh II		1.10 State Agency Telephone Number 603-271-1667	
1.11 Contractor Signature 		1.12 Name and Title of Contractor Signatory Andrew Hews, VP of Operations	
1.13 Acknowledgement: State of Maine , County of Cumberland On May 13 2019 , before the undersigned officer, personally appeared the person identified in block 1.12, or satisfactorily proven to be the person whose name is signed in block 1.11, and acknowledged that s/he executed this document in the capacity indicated in block 1.12.			
1.13.1 Signature of Notary Public or Justice of the Peace 			
1.13.2 Name and Title of Notary or Justice of the Peace MELISSA M. NEPTUNE Notary Public, Maine My Commission Expires September 28, 2019			
1.14 State Agency Signature  Date: 5/28/19		1.15 Name and Title of State Agency Signatory David Rodrigue Director of Operations	
1.16 Approval by the N.H. Department of Administration, Division of Personnel (if applicable) By: _____ Director, On: _____			
1.17 Approval by the Attorney General (Form, Substance and Execution) (if applicable) By: William B. Greenstein On: 6/18/19			
1.18 Approval by the Governor and Executive Council By: _____ On: RECEIVED			

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2. EMPLOYMENT OF CONTRACTOR/SERVICES TO BE PERFORMED. The State of New Hampshire, acting through the agency identified in block 1.1 ("State"), engages contractor identified in block 1.3 ("Contractor") to perform, and the Contractor shall perform, the work or sale of goods, or both, identified and more particularly described in the attached EXHIBIT A which is incorporated herein by reference ("Services").

3. EFFECTIVE DATE/COMPLETION OF SERVICES.
3.1 Notwithstanding any provision of this Agreement to the contrary, and subject to the approval of the Governor and Executive Council of the State of New Hampshire, if applicable, this Agreement, and all obligations of the parties hereunder, shall become effective on the date the Governor and Executive Council approve this Agreement as indicated in block 1.18, unless no such approval is required, in which case the Agreement shall become effective on the date the Agreement is signed by the State Agency as shown in block 1.14 ("Effective Date").
3.2 If the Contractor commences the Services prior to the Effective Date, all Services performed by the Contractor prior to the Effective Date shall be performed at the sole risk of the Contractor, and in the event that this Agreement does not become effective, the State shall have no liability to the Contractor, including without limitation, any obligation to pay the Contractor for any costs incurred or Services performed. Contractor must complete all Services by the Completion Date specified in block 1.7.

4. CONDITIONAL NATURE OF AGREEMENT. Notwithstanding any provision of this Agreement to the contrary, obligations of the State hereunder, including, without limitation, the continuance of payments hereunder, are contingent upon the availability and continued appropriation of funds, and in no event shall the State be liable for any payments hereunder in excess of such available appropriated funds. In the event of a reduction or termination of appropriated funds, the State shall have the right to withhold payment until such funds become available, if ever, and shall have the right to terminate this Agreement immediately upon giving the Contractor notice of such termination. The State shall not be required to transfer funds from any other account to the Account identified in block 1.6 in the event funds in that Account are reduced or unavailable.

5. CONTRACT PRICE/PRICE LIMITATION/ PAYMENT.
5.1 The contract price, method of payment, and terms of payment are identified and more particularly described in EXHIBIT B which is incorporated herein by reference.
5.2 The payment by the State of the contract price shall be the only and the complete reimbursement to the Contractor for all expenses, of whatever nature incurred by the Contractor in the performance hereof, and shall be the only and the complete compensation to the Contractor for the Services. The State shall have no liability to the Contractor other than the contract price.
5.3 The State reserves the right to offset from any amounts otherwise payable to the Contractor under this Agreement those liquidated amounts required or permitted by N.H. RSA 80:7 through RSA 80:7-c or any other provision of law.
Notwithstanding any provision in this Agreement to the contrary, and notwithstanding unexpected circumstances, in no

event shall the total of all payments authorized, or actually made hereunder, exceed the Price Limitation set forth in block 1.8.

6. COMPLIANCE BY CONTRACTOR WITH LAWS AND REGULATIONS/ EQUAL EMPLOYMENT OPPORTUNITY.

6.1 In connection with the performance of the Services, the Contractor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which impose any obligation or duty upon the Contractor, including, but not limited to, civil rights and equal opportunity laws. This may include the requirement to utilize auxiliary aids and services to ensure that persons with communication disabilities, including vision, hearing and speech, can communicate with, receive information from, and convey information to the Contractor. In addition, the Contractor shall comply with all applicable copyright laws.

6.2 During the term of this Agreement, the Contractor shall not discriminate against employees or applicants for employment because of race, color, religion, creed, age, sex, handicap, sexual orientation, or national origin and will take affirmative action to prevent such discrimination.

6.3 If this Agreement is funded in any part by monies of the United States, the Contractor shall comply with all the provisions of Executive Order No. 11246 ("Equal Employment Opportunity"), as supplemented by the regulations of the United States Department of Labor (41 C.F.R. Part 60), and with any rules, regulations and guidelines as the State of New Hampshire or the United States issue to implement these regulations. The Contractor further agrees to permit the State or United States access to any of the Contractor's books, records and accounts for the purpose of ascertaining compliance with all rules, regulations and orders, and the covenants, terms and conditions of this Agreement.

7. PERSONNEL.

7.1 The Contractor shall at its own expense provide all personnel necessary to perform the Services. The Contractor warrants that all personnel engaged in the Services shall be qualified to perform the Services, and shall be properly licensed and otherwise authorized to do so under all applicable laws.

7.2 Unless otherwise authorized in writing, during the term of this Agreement, and for a period of six (6) months after the Completion Date in block 1.7, the Contractor shall not hire, and shall not permit any subcontractor or other person, firm or corporation with whom it is engaged in a combined effort to perform the Services to hire, any person who is a State employee or official, who is materially involved in the procurement, administration or performance of this Agreement. This provision shall survive termination of this Agreement.

7.3 The Contracting Officer specified in block 1.9, or his or her successor, shall be the State's representative. In the event of any dispute concerning the interpretation of this Agreement, the Contracting Officer's decision shall be final for the State.

Contractor Initials: AH

Date: 5/13/19

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NHDOT MECHANICAL SERVICES

8. EVENT OF DEFAULT/REMEDIES.

8.1 Any one or more of the following acts or omissions of the Contractor shall constitute an event of default hereunder ("Event of Default"):

- 8.1.1 failure to perform the Services satisfactorily or on schedule;
- 8.1.2 failure to submit any report required hereunder; and/or
- 8.1.3 failure to perform any other covenant, term or condition of this Agreement.

8.2 Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

- 8.2.1 give the Contractor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this Agreement, effective two (2) days after giving the Contractor notice of termination;
- 8.2.2 give the Contractor a written notice specifying the Event of Default and suspending all payments to be made under this Agreement and ordering that the portion of the contract price which would otherwise accrue to the Contractor during the period from the date of such notice until such time as the State determines that the Contractor has cured the Event of Default shall never be paid to the Contractor;
- 8.2.3 set off against any other obligations the State may owe to the Contractor any damages the State suffers by reason of any Event of Default; and/or
- 8.2.4 treat the Agreement as breached and pursue any of its remedies at law or in equity, or both.

9. DATA/ACCESS/CONFIDENTIALITY/ PRESERVATION.

As used in this Agreement, the word "data" shall mean all information and things developed or obtained during the performance of, or acquired or developed by reason of, this Agreement, including, but not limited to, all studies, reports, files, formulae, surveys, maps, charts, sound recordings, video recordings, pictorial reproductions, drawings, analyses, graphic representations, computer programs, computer printouts, notes, letters, memoranda, papers, and documents, all whether finished or unfinished.

9.2 All data and any property which has been received from the State or purchased with funds provided for that purpose under this Agreement, shall be the property of the State, and shall be returned to the State upon demand or upon termination of this Agreement for any reason.

9.3 Confidentiality of data shall be governed by N.H. RSA chapter 91-A or other existing law. Disclosure of data requires prior written approval of the State.

10. TERMINATION. In the event of an early termination of this Agreement for any reason other than the completion of the Services, the Contractor shall deliver to the Contracting Officer, not later than fifteen (15) days after the date of termination, a report ("Termination Report") describing in detail all Services performed, and the contract price earned, to and including the date of termination. The form, subject matter, content, and number of copies of the Termination Report shall be identical to e of any Final Report described in the attached EXHIBIT A.

11. CONTRACTOR'S RELATION TO THE STATE. In the performance of this Agreement the Contractor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Contractor nor any of its officers, employees, agents or members shall have authority to bind the State or receive any benefits, workers' compensation or other emoluments provided by the State to its employees.

12. ASSIGNMENT/DELEGATION/SUBCONTRACTS. The Contractor shall not assign, or otherwise transfer any interest in this Agreement without the prior written notice and consent of the State. None of the Services shall be subcontracted by the Contractor without the prior written notice and consent of the State.

13. INDEMNIFICATION. The Contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based or resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Contractor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant in paragraph 13 shall survive the termination of this Agreement.

14. INSURANCE.

14.1 The Contractor shall, at its sole expense, obtain and maintain in force, and shall require any subcontractor or assignee to obtain and maintain in force, the following insurance:

14.1.1 comprehensive general liability insurance against all claims of bodily injury, death or property damage, in amounts of not less than \$1,000,000 per occurrence and \$2,000,000 aggregate ; and

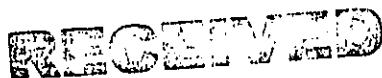
14.1.2 special cause of loss coverage form covering all property subject to subparagraph 9.2 herein, in an amount not less than 80% of the whole replacement value of the property.

14.2 The policies described in subparagraph 14.1 herein shall be on policy forms and endorsements approved for use in the State of New Hampshire by the N.H. Department of Insurance, and issued by insurers licensed in the State of New Hampshire.

14.3 The Contractor shall furnish to the Contracting Officer identified in block 1.9, or his or her successor, a certificate(s) of insurance for all insurance required under this Agreement. Contractor shall also furnish to the Contracting Officer identified in block 1.9, or his or her successor, certificate(s) of insurance for all renewal(s) of insurance required under this Agreement no later than thirty (30) days prior to the expiration date of each of the insurance policies. The certificate(s) of insurance and any renewals thereof shall be attached and are incorporated herein by reference. Each certificate(s) of insurance shall contain a clause requiring the insurer to provide the Contracting Officer identified in block 1.9, or his or her successor, no less than thirty (30) days prior written notice of cancellation or modification of the policy.

Contractor Initials: All

Date: 5/13/19



MAY 17 2019

15. WORKERS' COMPENSATION.

15.1 By signing this agreement, the Contractor agrees, certifies and warrants that the Contractor is in compliance with or exempt from, the requirements of N.H. RSA chapter 281-A ("Workers' Compensation").

15.2 To the extent the Contractor is subject to the requirements of N.H. RSA chapter 281-A, Contractor shall maintain, and require any subcontractor or assignee to secure and maintain, payment of Workers' Compensation in connection with activities which the person proposes to undertake pursuant to this Agreement. Contractor shall furnish the Contracting Officer identified in block 1.9, or his or her successor, proof of Workers' Compensation in the manner described in N.H. RSA chapter 281-A and any applicable renewal(s) thereof, which shall be attached and are incorporated herein by reference. The State shall not be responsible for payment of any Workers' Compensation premiums or for any other claim or benefit for Contractor, or any subcontractor or employee of Contractor, which might arise under applicable State of New Hampshire Workers' Compensation laws in connection with the performance of the Services under this Agreement.

16. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event of Default, or any subsequent Event of Default. No express failure to enforce any Event of Default shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other Event of Default on the part of the Contractor.

17. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given in blocks 1.2 and 1.4, herein.

18. AMENDMENT. This Agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto and only after approval of such amendment, waiver or discharge by the Governor and Executive Council of the State of New Hampshire unless no such approval is required under the circumstances pursuant to State law, rule or policy.

19. CONSTRUCTION OF AGREEMENT AND TERMS. This Agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns. The wording used in this Agreement is the wording chosen by the parties to express their mutual intent, and no rule of construction shall be applied against or in favor of any party.

20. THIRD PARTIES. The parties hereto do not intend to benefit any third parties and this Agreement shall not be construed to confer any such benefit.

21. HEADINGS. The headings throughout the Agreement are for reference purposes only, and the words contained therein shall in no way be held to explain, modify, amplify or aid in the interpretation, construction or meaning of the provisions of this Agreement.

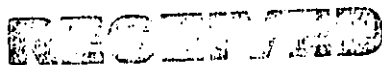
22. SPECIAL PROVISIONS. Additional provisions set forth in the attached EXHIBIT C are incorporated herein by reference.

23. SEVERABILITY. In the event any of the provisions of this Agreement are held by a court of competent jurisdiction to be contrary to any state or federal law, the remaining provisions of this Agreement will remain in full force and effect.

24. ENTIRE AGREEMENT. This Agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire Agreement and understanding between the parties, and supersedes all prior Agreements and understandings relating hereto.

Contractor Initials: AH

Date: 5/13/19



MAY 17 2019

EXHIBIT A

TRUCK CRANE ANSI INSPECTION, MAINTENANCE & REPAIR

SCOPE OF SERVICES

ANNUAL INSPECTION PROCESS

1. Bidder shall provide the following under the annual inspection segment:
2. Perform Annual ANSI safety inspection.
3. Replacement of hydraulic filter(s).
4. Performing a static load test on unit.
5. Upon completion of the annual safety inspection by the vendor, the Bureau of Mechanical Services will be provided a "repair estimate" of needed repairs, inspection compliance repairs or factory recommended services and the associated cost for parts and labor to perform the aforementioned work.

REPAIR ESTIMATE PROCESS

1. Upon review and approval of the submitted repair estimate, by NH DOT Mechanical Services, the vendor shall order the necessary parts and materials. Once the parts arrive, the bidder shall contact the utilizing agency to schedule the repair work.
2. In the event that unforeseen additional work is found during repairs and service work, the vendor shall contact the Bureau of Mechanical Services prior to any additional spend and supply an estimate for the cost for the additional work. Upon review and approval of the submitted repair estimate, by NH DOT Mechanical Services, the vendor shall order the necessary parts and materials.
3. All work shall be performed at the bidders' place of business.

REPAIR PROCESS

1. Upon completion of the required work, the vendor shall notify the utilizing agency and the Bureau of Mechanical Services.
 2. Upon completion of the inspection, required repairs and scheduled maintenance, the vendor shall provide an itemized invoice.
 3. Transportation of the truck to / from the vendor's location shall be the responsibility of the utilizing State agency or Bureau of Mechanical Services.
- ❖ **NOTE: The state reserves the right to add or remove cranes to be inspected or repaired from the list indicated in Exhibit B, due to the possibility of units being added or removed from service during the contract period**

Contractor Initials: AH

Date: 5/13/19

REGISTERED

MAY 17 2019

NHDOT MECHANICAL SERVICES

EXHIBIT B - OFFER SECTION CONTINUED
TRUCK CRANE ANSI INSPECTION, MAINTENANCE AND REPAIRS

ANNUAL SAFETY INSPECTION

The annual safety inspection shall take place according exhibit A, scope of work. If the crane should not pass the annual safety inspection, the bidder shall document such to the agency employee waiting for the truck and have him sign a document (sample attached) notifying him that the crane is out of service from that point forward until repairs are made to the unit to service. At that point the agency employee shall take the truck and utilize any part of the vehicle not flagged for failure by the inspection report (i.e. dump body, transportation vehicle etc...).

ANNUAL SAFETY INSPECTION – STATUS / COMMUNICATION

Once the annual safety inspection is complete, a copy of the ANSI inspection report along with a copy of the repair estimate shall be emailed to mechanical services for review. The bidder shall have up to three (3) business days to submit the specified information from the date of inspection completion to the Bureau of Mechanical Services

REPAIR PARTS – PRICING & MARK UP

- Parts or materials required and utilized in the "annual inspection" segment of the contract shall be included in the safety inspection flat rate charge offered by the bidder for this service as identified in exhibit B.
- Parts and materials required and identified in the "repair estimate" to provide needed repairs, safety inspection compliance repairs or Factory recommended service shall be charged to the Agency Remit Account at the same invoice process charged by the bidder's supplier plus an adder not to exceed 25%. A copy of the Bidders invoice(s) from the bidders supplier for purchased parts and materials shall be submitted with the contractors invoice for payment.
- Parts and materials that are undefined or unanticipated and **not** stated in the "repair estimate" to provide needed repairs, safety inspection compliance repairs or Factory recommended service shall be charged to the Agency Remit Account at the same invoice price charged by the bidder's supplier plus an adder not to exceed **25% plus** a written explanation as to the need for the added parts or materials. A copy of the Bidders invoice(s) from their parts supplier for such parts and materials shall be submitted with the bidders invoice for payment.
- Freight cost for **expedited freight** (previously quoted and approved by NH DOT – mechanical Services) shall be billed at the same price the shipping vendor charged the bidder with no additional markup cost. The state reserves the right to request verification of any transaction prior to payment

REPAIR TIME:

- GENERAL - The successful bidder shall be required to accomplish the intended service within the quoted time ; communicated on the submitted repair report. The number of hours or days the unit would be out of service at the bidders' location for needed repairs, safety inspection compliance repairs or Factory recommended service would be communicated on the "repair estimate and communicated verbally to the agency when scheduling the repair
- SCHEDULING - Once the bidder notifies the state agency that the parts are received , the agency and the bidder shall schedule a time for repair at mutual agreement to both parties
- POST REPAIR INSPECTION - after completion of the authorized "repair estimate" and before the agency employee leaves the bidders location with the unit, a post repair inspection of all things authorized for repair or replacement under the repair estimate shall be inspected / tested by The technician who did the work and observed the agency employee responsible for the vehicle. Once complete and the inspection is successful, all records are finalized and prepared for billing.
- CORRECTING FAILURES found during post Repair inspection. Items that fail the post repair inspection are documented by the bidder & agency personnel. The bidder has 24 hours to correct all failures, re inspect the unit and turn it over to the agency personnel.

RECEIVED

Contractor Initials: AM

Date: 5/13/19

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INVOICING:

Invoicing shall be done to the Agency Remit Account on the basis of each order completed. Invoices shall clearly indicate the part quantity; description, part number, date of service, labor, labor rate and contract price. Invoices shall include copies of support documentation as specified above

INVOICING – STATUS / COMMUNICATION

Once all work is complete and the unit accepted back to the State, A copy of the final invoice shall be emailed to mechanical services for review. The bidder shall have up to five (5) business days to submit the specified information from the date of final work completion to the Bureau of Mechanical Services

WARRANTY REQUIREMENTS:

Successful bidder shall be required to warranty all of the equipment awarded to bidder for a period of not less than the manufacturer's standard period of time, from the date the items are received, inspected and accepted by the State of New Hampshire. The warranty shall cover 100% of all parts, shipping, labor, travel, lodging and expenses.

WARRANTY - CORRECTING DEFECTS COVERED UNDER WARRANTY

The Bidder shall be responsible for promptly correcting any deficiency, at no cost to the state, within five (5) business days after the state notifies the bidder of such deficiency in writing.

SPECIFICATION COMPLIANCE:

Bidder's offer must meet or exceed the required specifications as written. The State of New Hampshire shall be the sole determining factor of what meets or exceeds the required specifications.

Unless otherwise specified all items offered by the bidder must be new; shall not be used, rebuilt, refurbished; shall not have been used as demonstration equipment, and shall not have been placed anywhere for evaluation purposes.

WORK HOURS

contractor will observe official State holidays. All hours the contractor is required to work on a State holiday will be considered as Sunday or holiday work hours. The following State holidays will be observed:

NEW YEARS DAY	PRESIDENTS DAY
MARTIN LUTHER KING'S DAY	VETERAN'S DAY
MEMORIAL DAY	THANKSGIVING DAY
INDEPENDENCE DAY	DAY AFTER THANKSGIVING
LABOR DAY	CHRISTMAS DAY

Contractor Initials: AH

Date: 5/13/19

RECEIVED

MAY 17 2019

MDOT MECHANICAL SERVICES

EXHIBIT B CONTINUED - OFFER SECTION:

Bidder hereby offers to furnish Truck Crane Inspections, repairs and scheduled Service to the State of New Hampshire in accordance with all of the requirements of this bid invitation at the following prices for the entire contract.

INVENTORY, INSPECTION COSTS AND HOURLY RATES:

MAKE	MODEL	# OF UNITS	YEAR MFG.	Serial Number	TRUCK "H" #	Garage Location and Contact
National	N100	1	2002	# 34584	H 1613	Bridge Maint Twin Mtn Crew #2 Mark Fagnat TEL # 419-9506
National	N100	1	2002	# 34650	H 1642	Bridge Maint N. Hampton Crew #6 Joshua Grenier Tel # 396-4215
National	N100	1	2002	# 34583	H 1644	Bridge Maint. Ossipee Crew #8 George Pearce Tel # 396-6557

TOTAL UNITS - 3

Annual Safety Inspection (Flat Rate Charge)

\$250.00	X	3	=	\$750.00
Fy2020 Inspection cost / EA.				Fy2020 Total
\$250.00	X	3	=	\$750.00
Fy2021 Inspection cost / EA.				Fy2021 Total
Labor Per Hour For Repairs And Scheduled (* hours are estimated for bid basis only, actual hours will be invoiced)				
\$95.00	X	40 HRS.	=	\$3,800.00
Fy2020 Labor Cost / Hr.				Fy2020 Total
\$95.00	X	40 HRS.	=	\$3,800.00
Fy2021 Labor Cost / Hr.				Fy2021 Total
2 YEAR SUBSECTION TOTAL INCLUDING LABOR & INSPECTION TOTAL				\$9,100.00

INVENTORY, INSPECTION COSTS AND HOURLY RATES:

Make	Model	# of Units	YEAR MFG.	Serial Number	TRUCK "H" #	Garage Location and Contact
HIAB	224EP-3	1	2006	not available	H 1663	Bridge Maint C. Ossipee Crew #3 Christopher Randall TEL # 419-0479
HIAB	224EP-3	1	2006	not available	H 1669	Bridge Maint Epping Crew #11 Justin O-Neil TEL # 396-4216
HIAB	224EP-3	1	2006	not available	H 1680	Bridge Maint Sunapee Crew #4 Chris Moen TEL # 419-0480
HIAB	224EP-3	1	2006	not available	H 1681	Bridge Maint Rumney Crew #10 Darren Hubbard TEL # 419-0482
HIAB	224EP-3	1	2006	not available	H 1684	Bridge Maint Bedford Crew #14 Russel Burt TEL # 419-0484
HIAB	224EP-3	1	206	not available	H 1614	Bridge Maint Lancaster Crew #11 Craig Gilens TEL # 419-0524

TOTAL UNITS - 6

Annual Safety Inspection (Flat Rate Charge)

\$250.00	X	6	=	\$1,500.00
Fy2020 Inspection cost / EA.				Fy2020 Total
\$250.00	X	6	=	\$1,500.00
Fy2021 Inspection cost / EA.				Fy2021 Total
Labor Per Hour For Repairs And Scheduled (* hours are estimated for bid basis only, actual hours will be invoiced)				
\$95.00	X	60 HRS.	=	\$5,700.00
Fy2020 Labor Cost / Hr.				Fy2020 Total
\$95.00	X	60 HRS.	=	\$5,700.00
Fy2021 Labor Cost / Hr.				Fy2021 Total
2 YEAR SUBSECTION TOTAL INCLUDING LABOR & INSPECTION TOTAL				\$14,400.00

Contractor Initials: AM

Date: 5/13/19

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INPECT MAINTENANCE SERVICES

EXHIBIT B - OFFER SECTION CONTINUED:

INVENTORY, INSPECTION COSTS AND HOURLY RATES:

Make	Model	# of Units	YEAR MFG.	Serial Number	TRUCK "H" #	Garage Location and Contact
IMT	900 H 2	1	2007	21092	H405	Bridge Maint. Franklin Yard Crew #13 - Norm legere tell # 419 - 0483
TOTAL UNITS - 1						
<u>Annual Safety Inspection (Flat Rate Charge)</u>						
	\$250.00		X	1	=	\$250.00
	Fy2020 Inspection cost / EA.					Fy2018 Total
	\$250.00		X	1	=	\$250.00
	Fy2021 Inspection cost / EA.					Fy2019 Total
<u>Labor Per Hour For Repairs And Scheduled (* hours are estimated for bid basis only, actual hours will be invoiced)</u>						
	\$95.00		X	5HRS.	=	\$475.00
	Fy2020 Labor Cost / Hr.					Fy2018 Total
	\$95.00		X	5HRS.	=	\$475.00
	Fy2021 Labor Cost / Hr.					Fy2019 Total
2 YEAR SUBSECTION TOTAL INCLUDING LABOR & INSPECTION TOTAL						\$1,450.00

Make	Model	# of Units	YEAR MFG.	Serial Number	TRUCK "H" #	Garage Location and Contact
IMT	900 - H2	1	2000	#1295981029	H509	Bridge Maint Portsmouth Crew #15 Robert Spinney T 436-1099
TOTAL UNITS - 1						
<u>Annual Safety Inspection (Flat Rate Charge)</u>						
	\$250.00		X	1	=	\$250.00
	Fy2020 Inspection cost / EA.					Fy2020 Total
	\$250.00		X	1	=	\$250.00
	Fy2021 Inspection cost / EA.					Fy2021 Total
<u>Labor Per Hour For Repairs And Scheduled (* hours are estimated for bid basis only, actual hours will be invoiced)</u>						
	\$95.00		X	5HRS.	=	\$475.00
	Fy2020 Labor Cost / Hr.					Fy2020 Total
	\$95.00		X	5HRS.	=	\$475.00
	Fy2021 Labor Cost / Hr.					Fy2020 Total
2 YEAR SUBSECTION TOTAL INCLUDING LABOR & INSPECTION TOTAL						\$1,450.00

Make	Model	# of Units	YEAR MFG.	Serial Number	TRUCK "H" #	Garage Location and Contact
HIAB	262-EP5 -VSL HI PRO	1	2018	S/N BL262HP00194	H - 1636	Bridge Maint - Swanzey Crew #7 -Tafton Prescott T-419-0481
HIAB	262-EP5 -VSL HI PRO	1	2018	S/NBL262HP00041	H - 1639	Bridge Maint - Antrim Crew #7 -Tafton Prescott T-419-0481
TOTAL UNITS - 2						
<u>Annual Safety Inspection (Flat Rate Charge)</u>						
	\$250.00		X	2	=	\$500.00
	Fy2020 Inspection cost / EA.					Fy2020 Total
	\$250.00		X	2	=	\$500.00
	Fy2021 Inspection cost / EA.					Fy2021 Total
<u>Labor Per Hour For Repairs And Scheduled (* hours are estimated for bid basis only, actual hours will be invoiced)</u>						
	\$95.00		X	8 - HRS.	=	\$760.00
	Fy2020 Labor Cost / Hr.					Fy2020 Total
	\$95.00		X	8 - HRS.	=	\$760.00
	Fy2021 Labor Cost / Hr.					Fy2021 Total
2 YEAR SUBSECTION TOTAL INCLUDING LABOR & INSPECTION TOTAL						\$2,520.00
2 YEAR TOTAL OF ALL SUBSECTIONS ABOVE						\$28,920.00

Contractor Initials: AH
Date: 5/13/19

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MECHANICAL SERVICES

EXHIBIT C

ARIAL LIFT INSPECTION -REPAIRS-SCHEDULED SERVICE

SPECIAL PROVISIONS

There are no special provisions for this contract

Contractor Initials: AH

Date: 5/13/19

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NHDOT MECHANICAL SERVICES

State of New Hampshire

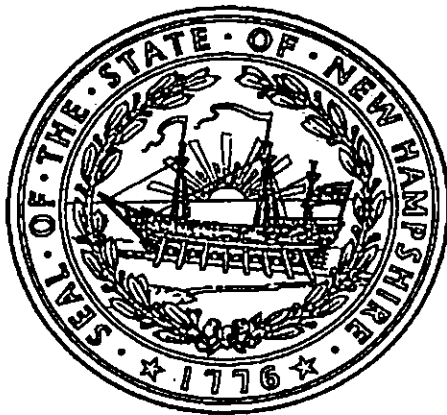
Department of State

CERTIFICATE

I, William M. Gardner, Secretary of State of the State of New Hampshire, do hereby certify that HEWS COMPANY, LLC is a Maine Limited Liability Company registered to transact business in New Hampshire on May 03, 2001. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 375118

Certificate Number : 0004506165



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 26th day of April A.D. 2019.

A handwritten signature in black ink, appearing to read "William M. Gardner".

William M. Gardner
Secretary of State

HEWS COMPANY, LLC
(a Maine limited liability company)

ACTION IN WRITING
UNDER
MAINE LIMITED LIABILITY COMPANY ACT
IN LIEU OF SPECIAL MEETING OF THE SOLE MEMBER

May 13, 2019

The undersigned, being the sole Member (the "Member") of Hews Company, LLC, a Maine limited liability company (the "Company"), in lieu of a special meeting of the Member of the Company, agrees and consents to the adoption of the following resolutions and hereby directs that this written consent be filed with the minutes of the proceedings of the Member of the Company:

NHDOT Agreement:

RESOLVED: That the Company enter into a certain Agreement by and between the Company and the State of New Hampshire, acting through the New Hampshire Department of Transportation, Bureau of Mechanical Services (the "NHDOT"), substantially in the form provided to the Member for review and approval (the "NHDOT Agreement"), pursuant to which the Company shall provide the repair services for the NHDOT as set forth in such NHDOT Agreement.

RESOLVED: That Robert E. Hews, as President of the Company, Andrew Hews, as Vice President of Operations of the Company, and any other officer of the Company, are hereby authorized, empowered, and directed, in the name and on behalf of the Company, to negotiate, execute and deliver on behalf of the Company, the NHDOT Agreement and such other agreements, instruments, and documents as he may determine to be necessary or desirable to consummate the transactions contemplated by the NHDOT Agreement (the "Ancillary Documents"), all upon such terms and conditions and containing such provisions as shall be deemed acceptable by such officer in his sole discretion, his execution and delivery of the NHDOT Agreement and Ancillary Documents to evidence his approval thereof and authority hereunder and the approval thereof of the Company.

General:

RESOLVED: That all actions taken and things done by the Member or any officer of the Company, each acting singly (each, an "Authorized Agent"), in connection with the NHDOT Agreement, as the same appear of record or in the usual course of business to date, and all other actions taken by an Authorized Agent, in good faith and in the reasonable belief that such actions were or would be in the best interests of the Company, are hereby adopted, ratified and confirmed in all respects.

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MAY 17 2019

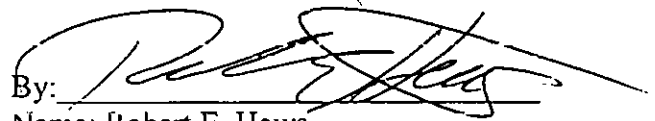
14123923.3

RESOLVED That any and all prior actions of the Member or any officer of the Company for and on behalf of the Company, are hereby adopted, ratified and confirmed in all respects.

RESOLVED: No further action is taken by this Consent. This Consent may be executed by facsimile signature and a copy or facsimile copy of a signature shall be deemed to be an original signature for all purposes.

IN WITNESS WHEREOF, the undersigned, being the Member of the Company, has subscribed its name as the date first written above.

HCB HOLDINGS, INC.
Sole Member

By: 

Name: Robert E. Hews

Its: Duly Authorized President

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MAY 17 2019

NHDOT MECHANICAL SERVICES

14123923.3

CERTIFICATE OF VOTE

I, Robert E. Hews, certify that I am the duly elected President of Hews Company, LLC, a Maine limited liability company (the "Company").

I further certify that the following is a true and correct acknowledgement of actions taken by unanimous written consent of the sole member of the Company on May 13, 2019:

RESOLVED: That the Company enter into a certain Agreement by and between the Company and the State of New Hampshire, acting through the New Hampshire Department of Transportation, Bureau of Mechanical Services (the "NHDOT"), substantially in the form provided to the Member for review and approval (the "NHDOT Agreement"), pursuant to which the Company shall provide the repair services for the NHDOT as set forth in such NHDOT Agreement.

RESOLVED: That Robert E. Hews, as President of the Company, Andrew Hews, as Vice President of Operations of the Company, and any other officer of the Company, are hereby authorized, empowered, and directed, in the name and on behalf of the Company, to negotiate, execute and deliver on behalf of the Company, the NHDOT Agreement and such other agreements, instruments, and documents as he may determine to be necessary or desirable to consummate the transactions contemplated by the NHDOT Agreement (the "Ancillary Documents"), all upon such terms and conditions and containing such provisions as shall be deemed acceptable by such officer in his sole discretion, his execution and delivery of the NHDOT Agreement and Ancillary Documents to evidence his approval thereof and authority hereunder and the approval thereof of the Company.

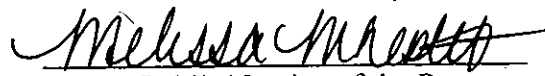
I further certify that said actions have not been amended or repealed and remain in force and are effective as the date set forth below.

Dated: May 13, 2019


Robert E. Hews

STATE OF Maine
COUNTY OF Cumberland

The foregoing instrument was acknowledged before me this 13th day of May, 2019, by Robert E. Hews, being the duly authorized President of Hews Company, LLC, for the purposes therein contained.


Notary Public/ Justice of the Peace
My Commission Expires:

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MAY 17 2019

MELISSA M. NEPTUNE
Notary Public/ Justice of the Peace
My Commission Expires September 28, 2019

NHDOT MECHANICAL SERVICES



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

5/3/2019

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Cross Insurance 491 Main Street P.O. Box 1388 Bangor ME 04401	CONTACT NAME: Judy Cardimino
	PHONE (A/C, No, Ext): (207) 404-5305 FAX (A/C, No): 207-942-4678
	E-MAIL ADDRESS: jcardimino@crossagency.com
	INSURER(S) AFFORDING COVERAGE NAIC #
	INSURER A: Travelers Indemnity Co of America 25615
	INSURER B: The Charter Oak Fire Ins Co 25615
	INSURER C: Travelers Property Casualty Company of 25674
	INSURER D: Maine Employers Mutual Ins Co 11149
	INSURER E:
	INSURER F:

COVERAGES CERTIFICATE NUMBER: CL1892063485 REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			Y-630-0F66486A-T7A-18	10/1/2018	10/1/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (ANY one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROPAGG \$ 2,000,000 \$
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS			BA-0F743862-18-CAG	10/1/2018	10/1/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			CUP-7J609564-18-14	10/1/2018	10/1/2019	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ 3,000,000 \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	Covered states: ME/NH 5101800888	10/1/2018	10/1/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
B	Garagekeepers			BA-0F743862-18-CAG	10/1/2018	10/1/2019	Limit \$1,000,000 Deductible 500/2500 & 1,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Refer to policy for exclusionary endorsements and special provisions.
 Covering operations of the named insured during the policy period

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WIDOT MECHANICAL SERVICES

CERTIFICATE HOLDER State of New Hampshire Dept of Transportation Bureau of Mechanical Services 33 Smokey Bear Blvd Concord, NH 03301	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE Judith Cardimino/JCO <i>Judith Cardimino</i>

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VENDOR	RBG				CUES				HEWS					
AERIAL LIFT	NATIONAL N-100		QUANTITY / UNITS	TOTAL	NATIONAL N-100		QUANTITY / UNITS	TOTAL	NATIONAL N-100		QUANTITY / UNITS	TOTAL		
2020 INSPECTION / EA.	\$255.00	X	3	\$765.00	\$399.00	X	3	\$1,197.00	\$250.00	X	3	\$750.00		
2021 INSPECTION / EA.	\$255.00	X	3	\$765.00	\$399.00	X	3	\$1,197.00	\$250.00	X	3	\$750.00		
2020 LABOR RATE / HR	\$95.00	X	40	\$3,800.00	\$115.00	X	40	\$4,600.00	\$95.00	X	40	\$3,800.00		
2021 LABOR RATE / HR	\$95.00	X	40	\$3,800.00	\$115.00	X	40	\$4,600.00	\$95.00	X	40	\$3,800.00		
NATIONAL - N100 2020 / 2021 TOTAL				\$9,130.00	NATIONAL - N100 2020 / 2021 TOTAL				\$11,594.00	NATIONAL - N100 2020 / 2021 TOTAL				\$9,100.00
AERIAL LIFT	HIAB - 244EP-3		QUANTITY / UNITS	TOTAL	HIAB - 244EP-3		QUANTITY / UNITS	TOTAL	HIAB - 244EP-3		QUANTITY / UNITS	TOTAL		
2020 INSPECTION / EA.	\$255.00	X	6	\$1,530.00	\$399.00	X	6	\$2,394.00	\$250.00	X	6	\$1,500.00		
2021 INSPECTION / EA.	\$255.00	X	6	\$1,530.00	\$399.00	X	6	\$2,394.00	\$250.00	X	6	\$1,500.00		
2020 LABOR RATE / HR	\$95.00	X	60	\$5,700.00	\$115.00	X	60	\$6,900.00	\$95.00	X	60	\$5,700.00		
2021 LABOR RATE / HR	\$95.00	X	60	\$5,700.00	\$115.00	X	60	\$6,900.00	\$95.00	X	60	\$5,700.00		
HIAB - 224EP-3 - P 2020 / 2021 TOTAL				\$14,460.00	HIAB - 224EP-3 - P 2020 / 2021 TOTAL				\$18,588.00	HIAB - 224EP-3 - P 2020 / 2021 TOTAL				\$14,400.00
AERIAL LIFT	IMT - 900 - H2 2007		QUANTITY / UNITS	TOTAL	IMT - 900 - H2		QUANTITY / UNITS	TOTAL	IMT - 900 - H2		QUANTITY / UNITS	TOTAL		
2020 INSPECTION / EA.	\$266.00	X	1	\$266.00	\$399.00	X	1	\$399.00	\$260.00	X	1	\$260.00		
2021 INSPECTION / EA.	\$255.00	X	1	\$255.00	\$399.00	X	1	\$399.00	\$260.00	X	1	\$260.00		
2020 LABOR RATE / HR	\$95.00	X	5	\$475.00	\$115.00	X	5	\$575.00	\$95.00	X	5	\$475.00		
2021 LABOR RATE / HR	\$95.00	X	5	\$475.00	\$115.00	X	5	\$575.00	\$95.00	X	5	\$475.00		
IMT - 900 - H2 2007 2020 / 2021 TOTAL				\$1,460.00	IMT - 900 - H2 2007 2020 / 2021 TOTAL				\$1,948.00	IMT - 900 - H2 2007 2020 / 2021 TOTAL				\$1,450.00
AERIAL LIFT	IMT - 900 - H2 2000		QUANTITY / UNITS	TOTAL	IMT - 900 - H2 2000		QUANTITY / UNITS	TOTAL	IMT - 900 - H2 2000		QUANTITY / UNITS	TOTAL		
2020 INSPECTION / EA.	\$255.00	X	1	\$255.00	\$399.00	X	1	\$399.00	\$250.00	X	1	\$250.00		
2021 INSPECTION / EA.	\$255.00	X	1	\$255.00	\$399.00	X	1	\$399.00	\$250.00	X	1	\$250.00		
2020 LABOR RATE / HR	\$95.00	X	5	\$475.00	\$115.00	X	5	\$575.00	\$95.00	X	5	\$475.00		
2021 LABOR RATE / HR	\$95.00	X	5	\$475.00	\$115.00	X	5	\$575.00	\$95.00	X	5	\$475.00		
IMT - 900 - H2 2000 2020 / 2021 TOTAL				\$1,460.00	IMT - 900 - H2 2000 2020 / 2021 TOTAL				\$1,948.00	IMT - 900 - H2 2000 2020 / 2021 TOTAL				\$1,450.00
AERIAL LIFT	262 - EP5 - VSL - HI PRO - HI - PRO		QUANTITY / UNITS	TOTAL	262 - EP5 - VSL - HI PRO - HI - PRO		QUANTITY / UNITS	TOTAL	262 - EP5 - VSL - HI PRO - HI - PRO		QUANTITY / UNITS	TOTAL		
2020 INSPECTION / EA.	\$255.00	X	2	\$510.00	\$499.00	X	2	\$998.00	\$250.00	X	2	\$500.00		
2021 INSPECTION / EA.	\$255.00	X	2	\$510.00	\$499.00	X	2	\$998.00	\$250.00	X	2	\$500.00		
2020 LABOR RATE / HR	\$95.00	X	8	\$760.00	\$115.00	X	8	\$920.00	\$95.00	X	8	\$760.00		
2021 LABOR RATE / HR	\$95.00	X	8	\$760.00	\$115.00	X	8	\$920.00	\$95.00	X	8	\$760.00		
HIAB 262-EP5 - VSL - HI - PRO 2020 / 2021 TOTAL				\$2,540.00	HIAB 262-EP5 - VSL - HI - PRO 2020 / 2021 TOTAL				\$3,836.00	HIAB 262-EP5 - VSL - HI - PRO 2020 / 2021 TOTAL				\$2,520.00
BID TOTAL				\$29,050.00	BID TOTAL				\$37,914.00	BID TOTAL				\$28,920.00
ASSUMED PARTS COST FOR REPAIRS				\$60,000.00	ASSUMED PARTS COST FOR REPAIRS				\$60,000.00	ASSUMED PARTS COST FOR REPAIRS				\$60,000.00
UNANTICIPATED EMERGENCY REPAIRS				\$40,000.00	UNANTICIPATED EMERGENCY REPAIRS				\$40,000.00	UNANTICIPATED EMERGENCY REPAIRS				\$40,000.00
CONTRACT TOTAL				\$129,050.00	CONTRACT TOTAL				\$137,914.00	CONTRACT TOTAL				\$128,920.00

bid totals were utilized to evaluate low bid offers

STATE OF NEW HAMPSHIRE - DEPARTMENT OF TRANSPORTATION - BUREAU OF MECHANICAL SERVICES

BID RFB_DOT 2019-05 CRANE TRUCK ANSI INSPECTION, MAINTENANCE & REPAIRS

CONTRACT VALUE

COMPANY		HEWS Company LLC					
		FY2020			FY2021		
Crane Truck Make & Model	Quantity	Inspection Ea.	Inspection x Qty.	Labor Rate/ Hr.	Inspection Ea.	Inspection x Qty.	Labor Rate/ Hr.
NATIONAL N-100	3	\$250.00	\$750.00	\$95.00	\$250.00	\$750.00	\$95.00
HIAB 224EP-3	6	\$250.00	\$1,500.00	\$95.00	\$250.00	\$1,500.00	\$95.00
IMT 900 - H2 2007	1	\$250.00	\$250.00	\$95.00	\$250.00	\$250.00	\$95.00
IMT 900 - H2 2000	1	\$250.00	\$250.00	\$95.00	\$250.00	\$250.00	\$95.00
HIAB 262-EP5- HI - PRO	2	\$250.00	\$500.00	\$95.00	\$250.00	\$500.00	\$95.00
TOTAL UNITS	13	\$3,250.00			\$3,250.00		

Assumptions: Estimated parts cost to repair issues discovered during the inspection = \$30,000.00 total for 13 Truck cranes
 Estimated Labor (time) to repair issues discovered during the inspection = 118 Hours total X \$ \$95.00 / Hr = \$11,210.00 per fiscal year

Method of Payment: The Annual Safety Inspection service shall be paid per unit including all labor to perform the inspection. Parts discovered as needing to be replaced during the annual inspection shall be paid based upon invoice amount charged. Labor to perform the repairs shall be paid for by the hourly rate. Prior to any work being completed, the contractor shall provide a written estimate for the proposed work, to be reviewed and approved by department personnel prior to commencement.
 An amount of \$20,000 is included in each fiscal year and is intended to cover any unanticipated emergency repairs and required associated parts.

<u>Bid tabulation values</u>	FY2020	FY2021
Inspection Fee for 13 Truck Cranes	\$3,250.00	\$3,250.00
Labor Cost (\$95.00 Hr.x 118 hrs.) x 2	<u>\$11,210.00</u>	<u>\$11,210.00</u>
Bid tabulation Totals	\$14,460.00	\$14,460.00
<u>Contract Cost:</u>		
Bid tabulation Totals	\$14,460.00	\$14,460.00
Assumed parts cost for repairs	\$30,000.00	\$30,000.00
Unanticipated Emergency Repairs	\$20,000.00	\$20,000.00
Contract Value per fiscal year	\$64,460.00	\$64,460.00
	Total contract value (FY2020 + FY2021) equal to P-37	
		\$128,920.00