

ITEM#: 24
DATE: 05-23-23
DEPT: ELECTRIC

COUNCIL ACTION FORM

SUBJECT: POWER PLANT SPECIALIZED WET DRY VACUUM, HYDRO BLAST, AND RELATED CLEANING SERVICES CONTRACT

BACKGROUND:

The Power Plant's two gas-fired, high-pressure steam generation units are referred to as Units No. 7 and 8. These units require regular professional maintenance and repair. This consists of emergency service, as well as regularly scheduled planned repairs and services during scheduled outages. The cleaning and special preparation of the boiler surfaces on these generation units requires professional tradecrafts and maintenance experts. Both units operate under environmental conditions with high heat and high pressure, resulting in slag and other industrial debris coating the boiler and other plant equipment surfaces. Prior to repair and maintenance work, it is necessary to have the surfaces professionally cleaned using high-pressure water jets and vacuums.

In order to clean the surfaces, outside contractors are hired to provide mobile high pressure generator trucks with hoses and lances to cut through and wash away the industrial debris coatings. These same firms have the industrial vacuum trucks that can accumulate and contain this industrial debris for proper disposal. The goal of this contract is to meet these requirements in the most economical manner.

This contract is to provide specialized industrial cleaning for the Power Plant for the period of July 1, 2023 through June 30, 2024. The contract includes a provision that would allow the City to renew the contract for up to four additional one-year terms.

On April 10, 2023, the Invitation to Bid (ITB) was posted to the IonWave electronic bidding site by Purchasing. **On May 8, 2023, bids were received from two companies as shown on the attached Bid Summary.** The attached Base Case Scenario shows a cost evaluation based on a sampling of personnel, equipment, and associated travel/per diem that the Power Plant requires for successful fulfillment for typical work scenarios performed on this service contract. The scenarios are: five workers on one day durations, one trip of two-day duration, and one trip of three-day duration.

Based on the summation of all of the typical work scenarios shown on the Base Case Scenario attachment, the bid submitted by HTH Companies, Inc., Union, MO, is the lowest cost.

Staff recommends that these services continue to be outsourced on an annual renewable contract basis. The benefits of having a contract for these services in place include the

following:

- 1) Consistency of work and quality from a single contractor.
- 2) Reduction in the City's exposure to market forces regarding prices and availability for labor, travel, and supplies in preparation for a scheduled outage.
- 3) Rapid contractor mobilization to start emergency repairs, thus reducing generation downtime.
- 4) Saved City staff time obtaining quotes, evaluating bids and preparing specifications and other procurement documentation.

The approved FY2023/24 Power Plant operating budget includes \$200,000 for miscellaneous cleaning services to be performed under this contract. Invoices will be based on contract rates for time and materials for services actually received.

ALTERNATIVES:

1. Award the contract for the Specialized Wet Dry Vacuum, Hydro Blast, and Related Cleaning Services contract to HTH Companies, Inc., Union, MO, for hourly rates and unit prices bid, in an amount not-to-exceed \$200,000.
2. Award the contract to the other bidder.
3. Reject all bids and purchase specialized wet/dry vacuum, hydro blast, and related cleaning services on an as-needed basis.

CITY MANAGER'S RECOMMENDED ACTION:

This work is necessary to ensure that a qualified professional firm will respond to both scheduled and emergency needs for these specialized cleaning services, and will also control costs by having established billing rates. Funds will be expended only as work is required and in accordance with approved invoices. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative #1 as stated above.

Event Number	2023-153	Organization	City of Ames Purchasing
Event Title	Specialized Wet Dry Vacuum, Hydro Blast and	Workgroup	Purchasing
Event Description	The City of Ames is accepting bids from qualified	Event Owner	Amanda Moore
Event Type	ITB	Email	amanda.moore@cityofames.org
Issue Date	4/10/2023 02:06:18 PM (CT)	Phone	(515) 239-5183
Close Date	5/8/2023 02:00:00 PM (CT)	Fax	

Responding Supplier	City	State	Response Submitted	Lines Responded	Response Total
hth companines, inc.	Union	MO	5/4/2023 03:52:56 PM (CT)	27	\$1,390.00
Hydro-Klean, LLC	Des Moines	IA	5/2/2023 02:52:35 PM (CT)	34	\$6,221.49

Please note: Lines Responded and Response Total only includes responses to specification. No alternate response data is included.

Line #	Description	UOM	hth companines, inc.		Hydro-Klean, LLC	
			Total Price	\$1,390.00	Total Price	\$6,221.49
			Unit	Extended	Unit	Extended
1	WET DRY VACUUM SERVICE If necessary, attach additional sheet to list other classi					
2	Vac Truck	hourly	<u>\$99.50</u>	\$99.50	\$210.00	\$210.00
3	Support Truck	hourly	<u>\$5.00</u>	\$5.00	\$40.63	\$40.63
4	Hose	per foot	\$0.00	\$0.00	\$2.75	\$2.75
5	Operator/Lead Service Tech	hourly	<u>\$45.50</u>	\$45.50	\$110.00	\$110.00
6	Operator/Lead Service Tech (OT)	hourly	<u>\$61.25</u>	\$61.25	\$137.50	\$137.50
7	Service Tech	hourly	<u>\$37.50</u>	\$37.50	\$98.50	\$98.50
8	Service Tech (OT)	hourly	<u>\$51.25</u>	\$51.25	\$127.50	\$127.50
9	HYDRO BLAST SERVICE If necessary, attach additional sheet to list other classificati					
10	Hydro Blast Pump	hourly	<u>\$149.50</u>	\$149.50	\$330.00	\$330.00
11	Industrial Hydroblaster	hourly	No Bid		<u>\$240.00</u>	\$240.00
12	Support Truck	hourly	<u>\$5.00</u>	\$5.00	\$40.63	\$40.63
13	Operator/Lead Service Tech	hourly	<u>\$45.50</u>	\$45.50	\$110.00	\$110.00
14	Operator/Lead Service Tech (OT)	hourly	<u>\$61.25</u>	\$61.25	\$137.50	\$137.50
15	Operator/Lead Service Tech (Double Time)	hourly	<u>\$61.25</u>	\$61.25	\$165.00	\$165.00
16	Service Tech	hourly	<u>\$37.50</u>	\$37.50	\$98.50	\$98.50
17	Service Tech (OT)	hourly	<u>\$51.25</u>	\$51.25	\$127.50	\$127.50
18	Service Tech (Double Time)	hourly	<u>\$51.25</u>	\$51.25	\$137.50	\$137.50
19	MISCELLANEOUS CHARGES If necessary, attach additional sheet to list other classifi					
20	Mobilization and De-mobilization mileage (Operator)	mile	\$0.00	\$0.00	\$1.83	\$1.83
21	Mobilization and De-mobilization mileage (Service Tech)	mile	\$0.00	\$0.00	\$1.65	\$1.65
22	Mobilization and De-mobilization hourly rate (Operator)	hourly	<u>\$45.50</u>	\$45.50	\$110.00	\$110.00
23	Mobilization and De-mobilization hourly rate (Service Tech)	hourly	<u>\$37.50</u>	\$37.50	\$99.00	\$99.00
24	Mobilization and De-mobilization mileage (Vac Truck)	mile	<u>\$3.00</u>	\$3.00	\$3.50	\$3.50
25	Mobilization and De-mobilization mileage (Support Truck)	mile	\$1.50	\$1.50	<u>\$1.00</u>	\$1.00
26	Per Diem - per person	daily	<u>\$95.00</u>	\$95.00	\$250.00	\$250.00
27	Power Washer	daily	<u>\$110.00</u>	\$110.00	\$550.00	\$550.00
28	Vacuum Pipe Trailer	daily	<u>\$110.00</u>	\$110.00	\$385.00	\$385.00
29	PPE Kit	ea	\$0.00	\$0.00	\$110.00	\$110.00
30	Confined Space Entry	daily	\$0.00	\$0.00	\$550.00	\$550.00
31	Truck-mounted Water Jet	ea	No Bid		<u>\$200.00</u>	\$200.00
32	Truck Wash Out	ea	<u>\$225.00</u>	\$225.00	\$325.00	\$325.00
33	Liquid Vacuum Tanker Truck	daily	No Bid		<u>\$200.00</u>	\$200.00
34	Incident Spill Response Trailer	daily	No Bid		<u>\$925.00</u>	\$925.00
35	55 Gallon Steel Open Top Drum	ea	No Bid		<u>\$121.00</u>	\$121.00

36	Sanitizer	gal	No Bid	<u>\$75.00</u>	\$75.00
37	Waste Disposal	drum	No Bid	<u>\$200.00</u>	\$200.00
38	CONSUMABLES				
39	CONTRACT RENEWAL The following pricing for renewal should be firm				
40	ADDITIONAL INFORMATION				

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Line	Responding Supplier	Supplier Notes
2	Hydro-Klean, LLC	Industrial Vac Truck
4	hth companines, inc.	Included with cost of truck. If material is hot and causes damage hose will be billed at cost plus 7%.
4	Hydro-Klean, LLC	6" Disposable
10	Hydro-Klean, LLC	20k Blaster
11	Hydro-Klean, LLC	10-15K Blaster
29	hth companines, inc.	There is no separate charge for PPE. Included in labor rates.
30	hth companines, inc.	There is no separate charge for confined space entry.
30	Hydro-Klean, LLC	Per day
31	hth companines, inc.	Never used by us in past 3 years. Cost plus 7% rental.
33	hth companines, inc.	Have not used in past 3 years. Cost plus 7% rental.
36	Hydro-Klean, LLC	per gallon
37	Hydro-Klean, LLC	estimated per drum. Pending waste profiling

Line #	Att #	Attribute Name	Attribute Note	hth companines, in	Hydro-Klean, LLC
Header	1	Documentation	All supporting documenta		
Header	2	Additional Submittal	Bidders shall supply the fc		
Header	3	Additional Submittal Ackn	I acknowledge the additio	I acknowledge and	I acknowledge and
Header	4	Taxes	All materials and labor are		
Header	5	Licensed to Collect/Remit	Are you licensed to collec	Yes	Yes
Header	6	Local Consideration Progr	Are you a local vendor wit		
38	1	Consumables	Cost plus _____%	7	10
39	1	Include any proposed pric	Labor Rates	3%	10%
39	2	Include any proposed pric	Travel Subsistence	3%	10%
39	3	Include any proposed pric	Equipment Tools	3%	10%
40	1	State office and warehou:		Fort Dodge Iowa (1 Des Moines, Iowa 3	
40	2	State Proposed Subcontra		We have not used	N/A

Responding Supplier	Signature Full Name	Signature Email	Supplier Notes
hth companines, inc.	Michael Freese	mfreese@hthcompanies.com	hth companies has been the provider of this service line for the past s
Hydro-Klean, LLC	Jill Lomp	jlomp@hksolutionsgroup.com	

CITY OF AMES	HTH Companies, Inc Fort Dodge IA 62 miles 1 hour					Hydro-Klean, Des Moines, IA 32 miles 30 minutes				
	1	2	3	4	5	1	2	3	4	5
5 Each - 1 Day Trips										
Labor - On Site	\$1,564.00	\$1,610.92	\$1,659.25	\$1,709.03	\$1,760.30	\$3,244.00	\$3,568.40	\$3,925.24	\$4,317.76	\$4,749.54
Labor - Travel	\$195.50	\$201.37	\$207.41	\$213.63	\$220.04	\$314.86	\$346.35	\$380.98	\$419.08	\$460.99
Vac Truck - On Site	\$796.00	\$819.88	\$844.48	\$869.81	\$895.91	\$1,680.00	\$1,848.00	\$2,032.80	\$2,236.08	\$2,459.69
Vac truck - Travel	\$96.00	\$98.88	\$101.85	\$104.90	\$108.05	\$112.00	\$123.20	\$135.52	\$149.07	\$163.98
Support Truck - On Site	\$200.00	\$206.00	\$212.18	\$218.55	\$225.10	\$325.04	\$357.54	\$393.30	\$432.63	\$475.89
Support Truck - Travel	\$93.00	\$95.79	\$98.66	\$101.62	\$104.67	\$32.00	\$35.20	\$38.72	\$42.59	\$46.85
Hose	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$550.00	\$605.00	\$665.50	\$732.05	\$805.26
Five (5) 1 Day Trip Total:	\$2,944.50	\$3,032.84	\$3,123.82	\$3,217.53	\$3,314.06	\$6,257.90	\$6,883.69	\$7,572.06	\$8,329.26	\$9,162.19
1 Each - 2 Day Trip										
Labor - On Site	\$728.00	\$749.84	\$772.34	\$795.51	\$819.37	\$1,760.00	\$1,936.00	\$2,129.60	\$2,342.56	\$2,576.82
Labor - Travel	\$45.50	\$46.87	\$48.27	\$49.72	\$51.21	\$113.56	\$115.83	\$118.15	\$120.51	\$122.92
Per Diem	\$190.00	\$195.70	\$201.57	\$207.62	\$213.85	\$500.00	\$510.00	\$520.20	\$530.60	\$541.22
Vac Truck - On Site	\$1,592.00	\$1,639.76	\$1,688.95	\$1,739.62	\$1,791.81	\$3,360.00	\$3,427.20	\$3,495.74	\$3,565.66	\$3,636.97
Vac truck - Travel	\$186.00	\$191.58	\$197.33	\$203.25	\$209.34	\$112.00	\$114.24	\$116.52	\$118.86	\$121.23
Support Truck - On Site	\$80.00	\$82.40	\$84.87	\$87.42	\$90.04	\$650.08	\$663.08	\$676.34	\$689.87	\$703.67
Support Truck - Travel	\$93.00	\$95.79	\$98.66	\$101.62	\$104.67	\$32.00	\$32.64	\$33.29	\$33.96	\$34.64
Hose	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$550.00	\$561.00	\$572.22	\$583.66	\$595.34
2 Day Trip Total:	\$2,914.50	\$3,001.94	\$3,091.99	\$3,184.75	\$3,280.30	\$7,077.64	\$7,359.99	\$7,662.07	\$7,985.68	\$8,332.80
1 Each - 3 Day Trip										
Labor - On Site	\$1,092.00	\$1,124.76	\$1,158.50	\$1,193.26	\$1,229.06	\$2,640.00	\$2,904.00	\$3,194.40	\$3,513.84	\$3,865.22
Labor - Travel	\$45.50	\$46.87	\$48.27	\$49.72	\$51.21	\$113.56	\$115.83	\$118.15	\$120.51	\$122.92
Per Diem	\$285.00	\$293.55	\$302.36	\$311.43	\$320.77	\$750.00	\$765.00	\$780.30	\$795.91	\$811.82
Vac Truck - On Site	\$2,388.00	\$2,459.64	\$2,533.43	\$2,609.43	\$2,687.72	\$5,040.00	\$5,140.80	\$5,243.62	\$5,348.49	\$5,455.46
Vac truck - Travel	\$186.00	\$191.58	\$197.33	\$203.25	\$209.34	\$112.00	\$114.24	\$116.52	\$118.86	\$121.23
Support Truck - On Site	\$120.00	\$123.60	\$127.31	\$131.13	\$135.06	\$975.12	\$994.62	\$1,014.51	\$1,034.81	\$1,055.50
Support Truck - Travel	\$93.00	\$95.79	\$98.66	\$101.62	\$104.67	\$32.00	\$32.64	\$33.29	\$33.96	\$34.64
Hose	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$550.00	\$561.00	\$572.22	\$583.66	\$595.34
3 Day Trip Total:	\$4,209.50	\$4,293.69	\$4,465.86	\$4,599.83	\$4,737.83	\$10,212.68	\$10,628.13	\$11,073.02	\$11,550.03	\$12,062.14
GRAND TOTAL:	\$10,068.50	\$10,328.46	\$10,681.67	\$11,002.12	\$11,332.19	\$23,548.22	\$24,871.82	\$26,307.15	\$27,864.98	\$29,557.13
VERALL 5 YEAR TOTAL:	\$53,412.94					\$132,149.29				