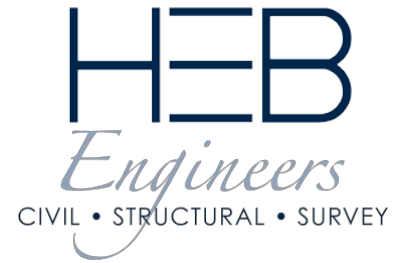


September 14, 2020

James Wheeler  
City of Berlin  
168 Main Street  
Berlin, NH 03570



**Re: Hutchins Street Mill & Overlay, Berlin, NH  
Bid Review Letter  
HEB Project #2009-013A**

Dear Jim,

As you are aware, bids were opened for the Hutchins Street Mill & Overlay project on Thursday, September 10, 2020. This letter is to advise you of our findings.

**Bid Summary:**

Two bids were received as follows:

CONTRACTOR	BASE BID	BID ALTERNATE #1	TOTAL
Pike Industries, Inc.	\$262,080.00	\$4,800	\$266,880.00
GMI Asphalt, LLC	\$286,614.50	\$16,800	\$303,414.50

A bid tabulation is attached to this letter that indicates the list of unit prices and bid amounts for each Contractor.

Pike Industries, Inc. (Pike) submitted the lowest total bid of \$266,880.00, which was 51% (\$281,096.00) under HEB's Opinion of Probable Cost (OPC) of \$547,976.00. GMI Asphalt, LLC (GMI) submitted a bid that was \$36,534.5 higher (14%) than Pike's bid. The major difference between HEB's OPC and the submitted bids was related to the relatively low unit price per ton of asphalt.

**Bid Requirements:**

The following bid requirements were reviewed for each submitted bid:

1. Not all bids were accompanied by all required documents. Pike did not submit a list of suppliers or references. GMI did not submit a list of subcontractors or suppliers, evidence of authority for individuals listed, a proof of the safety program, and a schedule. The items that Pike did not submit are minor in nature and can be requested at any time. HEB does not have concerns regarding Pike's qualifications.
2. Each bidder provided sufficient detail in the Bidder Qualification Statement. Both Pike and GMI indicated that they have never failed to complete work awarded to them.
3. All bids were accompanied by appropriate Bid Bonds in the amount of \$5,000, countersigned by the Attorney in Fact.

**Recommendations:**

We believe the appropriate course of action moving forward is:

- **Award the project to Pike Industries, Inc. as the lowest responsive bidder.**

Do not hesitate to contact me if you have any questions or would like to discuss this matter further.

Sincerely,  
**HEB Engineers, Inc.**

A handwritten signature in black ink, appearing to read 'Eric J. Grenier'.

Eric J. Grenier, PE  
Senior Civil Engineer

Copy: File

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**HEB Engineers, Inc. • [www.hebengineers.com](http://www.hebengineers.com)**

**New Hampshire:** Office (603) 356-6936 • Fax (603) 356-7715 • PO Box 440 • 2605 White Mountain Highway • No. Conway, NH 03860

**Maine:** Office (207) 803-8265 • PO Box 343 • 103 Main Street • Suite 6 • Bridgton, ME 04009

## Hutchins Street Mill & Overlay, Berlin, NH - Summary of Bids - September 10, 2020 - Prepared by HEB Engineers, Inc. for City of Berlin

				GMI		Pike		Average		HEB Estimate	
Item	Description	Unit	Quantity	Unit Price	Cost	Unit Price	Cost	Unit Price	Cost	Unit Price	Cost
Base Courses											
304.33	Crushed Aggregate for Shoulders	CY	100	\$ 29.00	\$ 2,900.00	\$ 39.00	\$ 3,900.00	\$ 34.00	\$ 3,400.00	\$ 30.00	\$ 3,000.00
Pavement											
403.11	Hot Bituminous Pavement, Machine Method (Standard)	Ton	2,400	\$ 78.75	\$ 189,000.00	\$ 68.00	\$ 163,200.00	\$ 73.38	\$ 176,100.00	\$ 95.00	\$ 228,000.00
403.119	Hot Bituminous Pavement, Machine Method, High Strength, 12.5mm	Ton	250	\$ 85.75	\$ 21,437.50	\$ 70.00	\$ 17,500.00	\$ 77.88	\$ 19,468.75	\$ 150.00	\$ 37,500.00
411.1	Hot Bituminous Concrete Leveling Course	Ton	40	\$ 78.75	\$ 3,150.00	\$ 75.00	\$ 3,000.00	\$ 76.88	\$ 3,075.00	\$ 150.00	\$ 6,000.00
417	Cold Planing Bituminous Surface	SY	18,500	\$ 2.25	\$ 41,625.00	\$ 1.80	\$ 33,300.00	\$ 2.03	\$ 37,462.50	\$ 3.00	\$ 55,500.00
Incidental Construction											
632.0104	Retroreflective Paint Pavement Marking, 4" Line (White)	LF	20,000	\$ 0.25	\$ 5,000.00	\$ 0.22	\$ 4,400.00	\$ 0.24	\$ 4,700.00	\$ 1.00	\$ 20,000.00
632.0104	Retroreflective Paint Pavement Marking, 4" Line (Black)	LF	2,000	\$ 1.20	\$ 2,400.00	\$ 0.22	\$ 440.00	\$ 0.71	\$ 1,420.00	\$ 1.00	\$ 2,000.00
632.0106	Retroreflective Paint Pavement Marking, 6" Line	LF	300	\$ 1.50	\$ 450.00	\$ 1.00	\$ 300.00	\$ 1.25	\$ 375.00	\$ 2.00	\$ 600.00
632.0118	Retroreflective Paint Pavement Marking, 18" Line	LF	20	\$ 5.00	\$ 100.00	\$ 4.00	\$ 80.00	\$ 4.50	\$ 90.00	\$ 5.00	\$ 100.00
632.02	Retroreflective Paint Pavement Marking, Symbol	SF	92	\$ 6.00	\$ 552.00	\$ 5.00	\$ 460.00	\$ 5.50	\$ 506.00	\$ 3.00	\$ 276.00
619	Maintenance of Traffic	Unit	1	\$ 7,600.00	\$ 7,600.00	\$ 17,500.00	\$ 17,500.00	\$ 12,550.00	\$ 12,550.00	\$ 5,000.00	\$ 5,000.00
692	Mobilization	Unit	1	\$ 8,200.00	\$ 8,200.00	\$ 12,500.00	\$ 12,500.00	\$ 10,350.00	\$ 10,350.00	\$ 53,000.00	\$ 53,000.00
	Removal of Railroad Tracks	Unit	1	\$ 4,200.00	\$ 4,200.00	\$ 5,500.00	\$ 5,500.00	\$ 4,850.00	\$ 4,850.00	\$ 5,000.00	\$ 5,000.00
					\$ 286,614.50		\$ 262,080.00		\$ 274,347.25	Subtotal	\$ 415,976.00
										5% Contingency	\$ 20,798.80
										Total	\$ 436,774.80

				<BIDDER>		<BIDDER>		<BIDDER>		HEB Estimate	
Item	Description	Unit	Quantity	Unit Price	Cost	Unit Price	Cost	Unit Price	Cost	Unit Price	Cost
	Incidental Construction										
403.11	Hot Bituminous Pavement, Machine Method (Standard)	Ton	-2,400	\$ 78.75	\$ (189,000.00)	\$ 68.00	\$ (163,200.00)	\$ 73.38	\$ (176,100.00)	\$ 95.00	\$ (228,000.00)
403.119	Hot Bituminous Pavement, Machine Method, High Strength, 12.5mm	Ton	2,400	\$ 85.75	\$ 205,800.00	\$ 70.00	\$ 168,000.00	\$ 77.88	\$ 186,900.00	\$ 150.00	\$ 360,000.00
					\$ 16,800.00		\$ 4,800.00		\$ 10,800.00		\$ 132,000.00

<b>Total Base Bid:</b>	\$ 286,614.50	\$ 262,080.00	\$ 274,347.25	\$ 415,976.00
<b>Total Bid Alternate #1:</b>	\$ 16,800.00	\$ 4,800.00	\$ 10,800.00	\$ 132,000.00
<b>Total Base Bid plus Bid Alternate #1:</b>	\$ 303,414.50	\$ 266,880.00	\$ 285,147.25	\$ 547,976.00