

# THE PORT AUTHORITY OF NY & NJ

PROCUREMENT DEPARTMENT  
2 MONTGOMERY STREET, 3<sup>RD</sup> FL.  
JERSEY CITY, NJ 07302

12/29/2014

## ADDENDUM # 2

To prospective Bidder(s) on Bid # 40661 for Bird Exclusion and Dropping Remediation Services at Newark Liberty International Airport

Due back on 1/6/2015, no later than 11:00AM

### I. CHANGES/MODIFICATIONS

The following changes/modifications are hereby made to the solicitation documents:

- A. Replace Pricing Sheets of Part IV in their entirety with the attached Pricing Sheets (revised on 12/29/2014).

### II. BIDDER'S QUESTIONS AND ANSWERS

The following information is available in response to questions submitted by prospective Bidders. The responses should not be deemed to answer all questions, which have been submitted by Bidders to the Port Authority. They address only those questions that the Port Authority has deemed to require additional information and/or clarification. The fact that information has not been supplied with respect to any questions asked by Bidders does not mean or imply, nor should it be deemed to mean or imply, any meaning, construction, or implication with respect to the terms.

<b>Question # 3</b>	Part IV, Page 5, Section A3 lists \$8,000 for estimated Net Material Price, and +\$8,000 prior to Estimated Markup/Estimated discount, are those just example numbers?
<b>Answer # 3</b>	The numbers are not just example numbers. The \$8,000 figure is an estimated annual material net price. Bidders either include a discount or a mark-up percentage and then add \$8,000 to the discount or markup percentage to arrive at the Estimated Discount or Mark up Price.
<b>Question # 4</b>	Part II, Page 3, Section 11 Specific bidder Prerequisites – What kind of proof or documentation are you looking for?
<b>Answer # 4</b>	Documentation that proves that your company meets the listed prerequisites. For example: certificate of Incorporation, copies of award letters, financial statements, etc.
<b>Question # 5</b>	Is this project a prevailing wage project?

<i>Answer # 5</i>	This bid does not call for prevailing wages
<i>Question # 6</i>	If lifts are needed do I cover that in my material cost or labor cost?
<i>Answer # 6</i>	The costs for lifts should be included in Part IV, sections A.3, B.3 and C.3.
<i>Question # 7</i>	Will you provide the current contract pricing?
<i>Answer # 7</i>	See attachment.

The Port Authority makes no representations, warranties or guarantees that the information contained herein is accurate, complete or timely or that such information accurately represents the conditions that would be encountered during the performance of the Contract. The furnishing of such information by the Port Authority shall not create or be deemed to create any obligation or liability upon it for any reason whatsoever and each Bidder, by submitting its Bid, expressly agrees that it has not relied upon the foregoing information, and that it shall not hold the Port Authority liable or responsible therefor in any manner whatsoever. Accordingly, nothing contained herein and no representation, statement or promise, of the Port Authority, its Commissioners, officers, agents, representatives, or employees, oral or in writing, shall impair or limit the effect of the warranties of the Bidder required by this Bid or Contract and the Bidder agrees that it shall not hold the Port Authority liable or responsible therefor in any manner whatsoever.

The Questions and Answers numbering sequence will be continued sequentially in any forthcoming Addenda that may be issued.

**FOR INFORMATION PURPOSES ONLY, ATTACHED IS THE PRICING FROM THE MOST RECENT PURCHASE:**

The Port Authority of New York and New Jersey does not guarantee the relevancy of the pricing material as it may pertain to proposals solicited for other contracts. Vendors are cautioned that the use of this information, to determine future bid prices, or for any other purpose, shall be used at the vendor's own risk. Bid prices should be based on the company's costs, overhead and profit. The material requested may be based on a different specification and/or different quantity or delivery requirements than those in future solicitations.

This communication should be initialed by you and annexed to your Bid upon submission.

In case any Bidder fails to conform to these instructions, its Bid will nevertheless be construed as though this communication had been so physically annexed and initialed.

THE PORT AUTHORITY OF NY & NJ

KATHY LESLIE WHELAN  
ASSISTAN DIRECTOR  
COMMODITES & SERVICES DIVISION

BIDDER'S FIRM NAME: \_\_\_\_\_

INITIALED: \_\_\_\_\_

DATE: \_\_\_\_\_

QUESTIONS CONCERNING THIS ADDENDUM MAY BE ADDRESSED TO  
LUZ SANTANA, WHO CAN BE REACHED AT (201) 395-3431 or at  
LSANTANA@panynj.gov.

PRICING SHEET(S)

YEAR ONE- COMPENSATION FOR MATERIALS\*

Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials.

Estimated Annual Year 1 Material Net Costs

A.1) MATERIALS	Est. Net Mat'l Price	Bidder's Discount or Markup Percentage*	Estimated Discount or Markup Price
	\$15,000. X	<u>10.0000</u> % =	\$ <u>1,666</u>
		(+ or - or 0)	
A.2) Net Material Price	<u>15,000/9</u> =	+	\$ 15,000.00
A.3) Estimated Year One Material Price (A1 + A2 = A3)			\$ <u>16,666</u>

\*Please quote four places to the right of decimal. For example:  
Discount = -2.1234% or Markup = 2.1234%

YEAR ONE ESTIMATED COST OF LABOR\*\*

\*\*Labor rates are all-inclusive and include, but are not limited to, the Contractor's overhead, profit, travel time, and transportation costs, including the cost of vehicle use and tolls: and insurance required by the contract

Year ONE Per Hour Price for Labor

	Est. Annual No. Hrs.	X	Unit Price Per Hour	=	Est. Annual Price
A.4 Technician Mon-Fri. 7:30 AM to 3:30 PM (Excluding Holidays)	200	X	\$ <u>44.50</u>	=	\$ <u>8,900.00</u>
A.5) Technician Overtime Hours) Mon.-Fri. 3:30 PM to 7:30 AM Sat., Sun., and Holidays	200	X	\$ <u>44.50</u>	=	\$ <u>8,900.00</u>
A.6) Technician Assistant (Regular Hours) Mon-Fri. 7:30 AM to 3:30 PM (Excluding Holidays)	200	X	\$ <u>38.50</u>	=	\$ <u>7,700.00</u>
A.7) Technician Assistant (Overtime Hours) Mon.-Fri. 3:30 PM to 7:30 AM Sat., Sun., and Holidays	200	X	\$ <u>38.50</u>	=	\$ <u>7,700.00</u>
A.8) YEAR ONE TOTAL ESTIMATED COST OF LABOR: (Sum of Items A.4 thru A.7)					\$ <u>33,200.00</u>
A.9) TOTAL ESTIMATED CONTRACT PRICE YEAR ONE: (Sum of items A.3 and A.8)					\$ <u>49,866.00</u>

\* Materials shall include all necessary items to complete the job such as, but not limited to, pigeon and sparrow netting, spiking material, hardware cloth and equipment rental.

*BJZ*

PRICING SHEET(S)

YEAR TWO- COMPENSATION FOR MATERIALS\*

Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials.

Estimated Annual Year 2 Material Net Costs

A.1) Materials*	Est. Net Mat'l Price	Bidder's Discount or Markup Percentage*	Estimated Discount or Markup Price
	\$15,000. X	<u>10,000</u> %	= \$ <u>1,666.00</u>
		(+ or - or 0)	
A.2) Net Material Price			+ \$ 15,000.00
	<u>15,000/9</u>		
A.3) Estimated Year One Material Price (A1 + A2 = A3)			<u>\$ 16,666.00</u>

\*Please quote four places to the right of decimal. For example:  
Discount = -2.1234% or Markup = 2.1234%

YEAR TWO ESTIMATED COST OF LABOR\*\*

\*\*Labor rates are all-inclusive and include, but are not limited to, the Contractor's overhead, profit, travel time, and transportation costs, including the cost of vehicle use and tolls: and insurance required by the contract

Year TWO Per Hour Price for Labor

	Est. Annual No. Hrs.	X	Unit Price Per Hour	=	Est. Annual Price
A.4) Technician Mon.-Fri. 7:30 AM to 3:30 PM (Excluding Holidays)	200	X	\$ <u>47.50</u>	=	\$ <u>9,500.00</u>
A.5) Technician Overtime Hours Mon.-Fri. 3:30 PM to 7:30 AM Sat., Sun., and Holidays	200	X	\$ <u>47.50</u>	=	\$ <u>9,500.00</u>
A.6) Technician Assistant (Regular Hours) Mon.-Fri. 7:30 AM to 3:30 PM (Excluding Holidays)	200	X	\$ <u>38.50</u>	=	\$ <u>7,700.00</u>
A.7) Technician Assistant (Overtime Hours) Mon.-Fri. 3:30 PM to 7:30 AM Sat., Sun., and Holidays	200	X	\$ <u>38.50</u>	=	\$ <u>7,700.00</u>
A.8) YEAR TWO TOTAL ESTIMATED COST OF LABOR: (Sum of Items A.4 thru A.7)					\$ <u>34,400.00</u>

A.10) TOTAL ESTIMATED CONTRACT PRICE YEAR TWO: (Sum of items A.3 and A.8)

\$ 51,066 BJJ

\* Materials shall include all necessary items to complete the job such as, but not limited to, pigeon and sparrow netting, spiking material, hardware cloth and equipment rental.

**YEAR THREE- COMPENSATION FOR MATERIALS\***

Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials.

**Estimated Annual Year 1 Material Net Costs**

	Est. Net Mat'l Price	Bidder's Discount or Markup Percentage*	Estimated Discount or Markup Price
A. 1) Materials*	\$15,000.	X <u>10.0000%</u> (+ or - or 0) <u>.1000</u>	= \$ <u>1,666.00</u>
A.2) Net Material Price	<u>15,000.00</u>		+ \$ 15,000.00
A.3) Estimated Year One Material Price (A1 + A2 = A3)			= \$ <u>16,666.00</u>

\*Please quote four places to the right of decimal. For example:  
Discount = -2.1234% or Markup = 2.1234%

**YEAR THREE ESTIMATED COST OF LABOR\*\***

\*\*Labor rates are all-inclusive and include, but are not limited to, the Contractor's overhead, profit, travel time, and transportation costs, including the cost of vehicle use and tolls; and insurance required by the contract

**Year THREE Per Hour Price for Labor**

	Est. Annual No. Hrs.	X	Unit Price Per Hour	=	Est. Annual Price
A.4) Technician Mon.-Fri. 7:30 AM to 3:30 PM (Excluding Holidays)	200	X	\$ <u>49.75</u>	=	\$ <u>9,950.00</u>
A.5) Technician Overtime Hours Mon.-Fri. 3:30 PM to 7:30 AM Sat., Sun., and Holidays	200	X	\$ <u>49.75</u>	=	\$ <u>9,950.00</u>
A.6) Technician Assistant (Regular Hours) Mon.-Fri. 7:30 AM to 3:30 PM (Excluding Holidays)	200	X	\$ <u>40.25</u>	=	\$ <u>8,050.00</u>
A.7) Technician Assistant (Overtime Hours) Mon. - To Fri. 3:30 PM to 7:30 AM Sat., Sun., and Holidays	200	X	\$ <u>40.25</u>	=	\$ <u>8,050.00</u>
A.8) YEAR THREE TOTAL ESTIMATED COST OF LABOR: (Sum of Items A.4 thru A.7)					\$ <u>36,000.00</u>

A.11) TOTAL ESTIMATED CONTRACT PRICE YEAR THREE: (Sum of items A.3 and A.8)

\$ 52,666.00

\* Materials shall include all necessary items to complete the job such as, but not limited to, pigeon and sparrow netting, spiking material, hardware cloth and equipment rental.

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AJZ

**SUMMARY OF THREE YEAR PRICING:**

**A.9 Year One Total Estimated Contract Price** \$ 49,866.00

**A.10 Year Two Total Estimated Contract Price** \$ 51,066.00

**A.11 Year Three Total Estimated Contract Price** \$ 52,666

**A.12 TOTAL ESTIMATED THREE YEAR CONTRACT PRICE:** \$ 153,598.00  
(A.9 + A.10 + A.11 = A.12)

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**YEAR ONE**

**ESTIMATED ANNUAL YEAR ONE MATERIAL PRICE**

**A.1) Netting\***

Net Type	Est. Quantity (Square Feet)	Unit Price per Square Foot	Est. Annual Price
3/4" Black Net*	10,000	X \$ _____	= \$ _____

**A.2) Spiking**

Spike Type	Est. Quantity (Linear Foot)	Unit Price per Linear Foot	Est. Annual Price
5" Clear Plastic	1,000	X \$ _____	= \$ _____

\*Netting must be stranded, knotted and Ultra Violet stabilized

For A.3 Materials, Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials.

**A.3) Estimated Annual Year One Material Net Price\*\***

Est. Net Material Price	Bidder's Discount or Markup Percentage	Estimated Discount or Markup Price***
\$8,000	X _____%	+ \$8,000 = \$ _____

**A.4) ESTIMATED YEAR ONE MATERIAL PRICE (Sum of Items A.1 through A.3)**

\$ \_\_\_\_\_

\*\*Materials shall include all necessary items, with the exception of A1 Netting and A2 Spiking, to complete the job such as, but not limited to, repellants, hardware cloth and equipment rental.

\*\*\*Please quote four places to the right of decimal. For example: Discount = -2.1234% or Markup = 2.1234%

**YEAR ONE ESTIMATED PRICE OF LABOR**

Labor rates are all-inclusive and include, but are not limited to, the Contractor's overhead, profit, travel time, and transportation costs, including the cost of vehicle use and tolls:

Year ONE Per Hour Price for Labor

Est. Annual No. Hrs. X Unit Price Per Hour = Est. Annual Price

A.5) Technician (Regular Hours) Mon-Fri 7:30 AM to 3:30 PM (Excluding Holidays)	200	X \$ _____	= \$ _____
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**YEAR TWO**

**ESTIMATED ANNUAL YEAR TWO MATERIAL PRICE**

**B.1) Netting\***

Net Type	Est. Quantity (Square Feet)	Unit Price per Square Foot	Est. Annual Price
3/4" Black Net*	10,000	X \$ _____	= \$ _____

**B.2) Spiking**

Spike Type	Est. Quantity (Linear Foot)	Unit Price per Linear Foot	Est. Annual Price
5" Clear Plastic	1,000	X \$ _____	= \$ _____

\*Netting must be stranded, knotted and Ultra Violet stabilized

For B.3 Materials, Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials.

**B.3) Estimated Annual Year Two Material Net Price\*\***

Est. Net Material Price	Bidder's Discount or Markup Percentage	Estimated Discount or Markup Price***
\$8,000	X _____%	+ \$8,000 = \$ _____

**B.4) ESTIMATED YEAR TWO MATERIAL PRICE (Sum of Items B.1 through B.3)**

\$ \_\_\_\_\_

\*\*Materials shall include all necessary items, with the exception of B1 Netting and B2 Spiking, to complete the job such as, but not limited to, repellants, hardware cloth and equipment rental.

\*\*\*Please quote four places to the right of decimal. For example: Discount = -2.1234% or Markup = 2.1234%

**YEAR TWO ESTIMATED PRICE OF LABOR**

Labor rates are all-inclusive and include, but are not limited to, the Contractor's overhead, profit, travel time, and transportation costs, including the cost of vehicle use and tolls:

Year TWO Per Hour Price for Labor

Est. Annual No. Hrs. X Unit Price Per Hour = Est. Annual Price

B.5) Technician (Regular Hours) Mon-Fri 7:30 AM to 3:30 PM (Excluding Holidays)	200	X \$ _____	= \$ _____
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**YEAR THREE**

**ESTIMATED ANNUAL YEAR THREE MATERIAL PRICE**

**C.1) Netting\***

Net Type	Est. Quantity (Square Feet)	Unit Price per Square Foot	Est. Annual Price
3/4" Black Net*	10,000	X \$ _____	= \$ _____

**C.2) Spiking**

Spike Type	Est. Quantity (Linear Foot)	Unit Price per Linear Foot	Est. Annual Price
5" Clear Plastic	1,000	X \$ _____	= \$ _____

\*Netting must be stranded, knotted and Ultra Violet stabilized

For C.3 Materials, Bidder shall insert a percentage, if any, mark-up added to, or discount subtracted from, the Net Cost of materials.

**C.3) Estimated Annual Year Three Material Net Price\*\***

Est. Net Material Price	Bidder's Discount or Markup Percentage	Estimated Discount or Markup Price***
\$8,000	X _____%	+ \$8,000 = \$ _____

**C.4) ESTIMATED YEAR THREE MATERIAL PRICE (Sum of Items C.1 through C.3)**

\$ \_\_\_\_\_

\*\*Materials shall include all necessary items, with the exception of C1 Netting and C2 Spiking, to complete the job such as, but not limited to, repellants, hardware cloth and equipment rental.

\*\*\*Please quote four places to the right of decimal. For example: Discount = -2.1234% or Markup = 2.1234%

**YEAR THREE ESTIMATED PRICE OF LABOR**

Labor rates are all-inclusive and include, but are not limited to, the Contractor's overhead, profit, travel time, and transportation costs, including the cost of vehicle use and tolls:

Year THREE Per Hour Price for Labor

Est. Annual No. Hrs. X Unit Price Per Hour = Est. Annual Price

C.5) Technician (Regular Hours) Mon-Fri 7:30 AM to 3:30 PM (Excluding Holidays)	200	X \$ _____	= \$ _____
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