



Stantec

Stantec Consulting Services Inc.
482 Payne Road
Scarborough, ME 04074
Tel: (207) 885 3355

April 29, 2011

File: 195210553

Erv Deck, Airport Manager
Wiscasset Municipal Airport
51 Bath Road
Wiscasset, ME 04578

**Reference: Wiscasset Municipal Airport
Installation of Fencing and Gates
AIP Project Number 03-23-0049-16-2011**

Dear Erv,

We have reviewed the four bids received April 19 for the above referenced project. The low bidder is Round Hill Fence and Security, Inc., of Orleans, Vermont. Their bid included the required bid security, in the form of a cashier's check. One bid (from Northern Pride Communication) was actually lower than Round Hill's, but it was determined to be unresponsive, as the Schedule of Prices was not properly filled out, and they did not acknowledge Addendum #1. We contacted Northern Pride, and they acknowledged that serious mistakes were made in their bid and that they could not perform the work for the amount of their bid.

Round Hill's bid of \$82,160.45 was approximately 16 percent higher than the engineer's estimate. Upon reviewing the bids, we feel Round Hill's price is fair. The higher unit price for installation of the fencing is due primarily to the low quantities with respect to mobilization costs.

After speaking with Mr. Jesse Ingalls, the president of Round Hill Fence, and after reviewing their references, we feel they are qualified and prepared to properly perform the project. Stantec has worked with them on projects in the past, most recently at Lebanon Municipal Airport. We hereby recommend the Town of Wiscasset award the project to Round Hill Fence and Security, Inc.

A bid summary is attached for your review. If you have questions during the contract award process, do not hesitate to call.

Sincerely,

STANTEC CONSULTING SERVICES INC.

Steve Langlais, PE
Associate, Aviation
Tel: (207) 887-3839
Fax: (207) 883-3376
steve.langlais@stantec.com

Attachment: bid summary

Wiscasset Municipal Airport
 Installation of Fencing and Vehicle Gates
 AIP Project Number 3-23-0049-16-2011
 Bid Summary

bids received April 19, 2011

Item No.	DESCRIPTION	ESTIMATED QUANTITY	lowest responsive bidder									
			Engineer's Estimate		Northern Pride Communications, Inc.		Round Hill Fence & Security, Inc.		Aroostook Fence Co.		ADA Fence Co.	
			Unit Price	Total Cost	Unit Price	Total Cost	Unit Price	Total Cost	Unit Price	Total Cost	Unit Price	Total Cost
F-162-5.1	6-Foot High Chain Link Fence	485 L.F.	\$25.00	\$12,125.00	\$17.50	\$8,487.50	\$34.87	\$16,911.95	\$34.90	\$16,926.50	\$46.82	\$22,707.70
F-162-5.2	Boulder Barricade	120 L.F.	\$15.00	\$1,800.00	\$79.17	\$9,500.40	\$62.50	\$7,500.00	\$59.59	\$7,150.80	\$62.50	\$7,500.00
F-162-5.3	Removal of Chain Link Fence	155 L.F.	\$6.00	\$930.00	\$2.75	\$426.25	\$2.50	\$387.50	\$5.00	\$775.00	\$5.94	\$920.70
F-162-5.4	20-Foot by 6-Foot High Single-Slide Gates	2 Each	\$2,500.00	\$5,000.00	\$2,890.00	\$5,780.00	\$1,975.00	\$3,950.00	\$4,900.00	\$9,800.00	\$5,393.25	\$10,786.50
F-162-5.5	Gate Motorization System (Area 3)	1 L.S.	\$19,000.00	\$19,000.00	\$11,808.67	\$11,808.67	\$17,317.00	\$17,317.00	\$20,000.00	\$20,000.00	\$25,291.17	\$25,291.17
F-162-5.6	Gate Motorization System (Area 4)	1 L.S.	\$32,000.00	\$32,000.00	\$23,617.33	\$23,617.33	\$36,094.00	\$36,094.00	\$42,297.70	\$42,297.70	\$50,582.34	\$50,582.34
			Total Estimated Construction Costs \$70,855.00		\$59,620.15		\$82,160.45		\$96,950.00		\$117,788.41	

highlighted cells denote minor calculation error or unit omission

Stantec Consulting Services Inc.
 prepared 4/20/2011