

**PRICE ANALYSIS**  
Bid #OPN2121531B1  
Cleaning, Televising, Grouting and Video Capture Services

Item #	Item	Qty	Unit	CLEAN GROUNDS INC.		ENVIROWASTE SERVICES GROUP, INC.		Difference Percentage	Estimate based on Contract Y1356202B1 awarded January 2016	
				Price	Total	Price	Total		Price	Total
OPN2121531B1--01-01	Sewer Cleaning and Video Recording - 6 to 8 inch pipe diameter	150000	linear foot	\$ 1.00	\$ 150,000.00	\$ 1.30	\$ 195,000.00	4%	\$ 1.25	\$ 187,500.00
OPN2121531B1--01-02	Sewer Cleaning and Video Recording - 10 to 12 inch pipe diameter	7000	linear foot	\$ 1.50	\$ 10,500.00	\$ 3.00	\$ 21,000.00	71%	\$ 1.75	\$ 12,250.00
OPN2121531B1--01-03	Sewer Cleaning and Video Recording - 14 to 18 inch pipe diameter	2000	linear foot	\$ 2.00	\$ 4,000.00	\$ 3.50	\$ 7,000.00	17%	\$ 3.00	\$ 6,000.00
OPN2121531B1--01-04	Sewer Cleaning and Video Recording - 20 to 30 inch pipe diameter	125	linear foot	\$ 3.50	\$ 437.50	\$ 8.00	\$ 1,000.00	-20%	\$ 10.00	\$ 1,250.00
OPN2121531B1--01-05	Sewer Video Recording only - 6 to 8 inch pipe diameter	200	linear foot	\$ 1.50	\$ 300.00	\$ 1.25	\$ 250.00	-38%	\$ 2.00	\$ 400.00
OPN2121531B1--01-06	Sewer Video Recording only - 10 to 12 inch pipe diameter	250	linear foot	\$ 1.50	\$ 375.00	\$ 1.75	\$ 437.50	-56%	\$ 4.00	\$ 1,000.00
OPN2121531B1--01-07	Sewer Video Recording only - 14 to 18 inch pipe diameter	300	linear foot	\$ 1.50	\$ 450.00	\$ 2.50	\$ 750.00	-64%	\$ 7.00	\$ 2,100.00
OPN2121531B1--01-08	Sewer Video Recording only - 20 to 30 inch pipe diameter	300	linear foot	\$ 1.50	\$ 450.00	\$ 4.50	\$ 1,350.00	-55%	\$ 10.00	\$ 3,000.00
OPN2121531B1--01-09	Sewer Cleaning only - 6 to 16 inch pipe diameter	500	linear foot	\$ 1.50	\$ 750.00	\$ 2.00	\$ 1,000.00	0%	\$ 2.00	\$ 1,000.00
OPN2121531B1--01-10	Sewer Cleaning only - 18 to 24 inch pipe diameter	250	linear foot	\$ 3.00	\$ 750.00	\$ 4.00	\$ 1,000.00	-20%	\$ 5.00	\$ 1,250.00
OPN2121531B1--01-11	Sewer Cleaning only - 30 inch pipe diameter	125	linear foot	\$ 5.00	\$ 625.00	\$ 5.00	\$ 625.00	-75%	\$ 20.00	\$ 2,500.00
OPN2121531B1--01-12	Cleaning of Retail Lift Station Wet Wells	8	each	\$ 500.00	\$ 4,000.00	\$ 975.00	\$ 7,800.00	-49%	\$ 975.00	\$ 7,800.00
OPN2121531B1--01-13	Clean Obstruction or Blockage	20	hour	\$ 300.00	\$ 6,000.00	\$ 195.00	\$ 3,900.00	-13%	\$ 225.00	\$ 4,500.00
OPN2121531B1--01-14	Urgent Call-Out Mobilization/Demobilization	2	each	\$ 150.00	\$ 300.00	\$ 500.00	\$ 1,000.00	0%	\$ 500.00	\$ 1,000.00
OPN2121531B1--01-15	Grout Leaking Joints in 6 to 12 inch pipe diameter	10	each	\$ 175.00	\$ 1,750.00	\$ 175.00	\$ 1,750.00	-13%	\$ 200.00	\$ 2,000.00
OPN2121531B1--01-16	Grout Leaking Joints in 14 to 20 inch pipe diameter	10	each	\$ 225.00	\$ 2,250.00	\$ 225.00	\$ 2,250.00	-25%	\$ 300.00	\$ 3,000.00
OPN2121531B1--01-17	Grout Leaking Joints in 24 to 30 inch pipe diameter	3	each	\$ 300.00	\$ 900.00	\$ 300.00	\$ 900.00	-25%	\$ 400.00	\$ 1,200.00
OPN2121531B1--01-18	Grout Leaking Maintenance Access Structures 0 to 6 foot Deep	5	each	\$ 1,750.00	\$ 8,750.00	\$ 1,750.00	\$ 8,750.00	17%	\$ 1,500.00	\$ 7,500.00
OPN2121531B1--01-19	Grout Leaking Maintenance Access Structures 6 to 12 foot Deep	2	each	\$ 2,000.00	\$ 4,000.00	\$ 2,000.00	\$ 4,000.00	0%	\$ 2,000.00	\$ 4,000.00
OPN2121531B1--01-20	Grout Leaking Maintenance Access Structures 12 foot and Deeper	1	each	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	-33%	\$ 3,000.00	\$ 3,000.00
OPN2121531B1--01-21	Grout Leaking Lateral up to 5 Feet from Main	13	each	\$ 275.00	\$ 3,575.00	\$ 275.00	\$ 3,575.00	10%	\$ 250.00	\$ 3,250.00
OPN2121531B1--01-22	Grout Leaking Lateral up to 20 Feet from Main	13	each	\$ 275.00	\$ 3,575.00	\$ 275.00	\$ 3,575.00	-21%	\$ 350.00	\$ 4,550.00
OPN2121531B1--01-23	Grout Leaking Lateral From Cleanout	15	each	\$ 100.00	\$ 1,500.00	\$ 100.00	\$ 1,500.00	-60%	\$ 250.00	\$ 3,750.00
OPN2121531B1--01-24	Grout pipe in place for abandonment 6 inch pipe diameter	250	linear foot	\$ 4.00	\$ 1,000.00	\$ 4.00	\$ 1,000.00	33%	\$ 3.00	\$ 750.00
OPN2121531B1--01-25	Grout pipe in place for abandonment 8 inch pipe diameter	500	linear foot	\$ 5.00	\$ 2,500.00	\$ 5.00	\$ 2,500.00	0%	\$ 5.00	\$ 2,500.00
OPN2121531B1--01-26	Grout pipe in place for abandonment 10 inch pipe diameter	250	linear foot	\$ 7.00	\$ 1,750.00	\$ 7.00	\$ 1,750.00	0%	\$ 7.00	\$ 1,750.00
OPN2121531B1--01-27	Grout pipe in place for abandonment 12 inch pipe diameter	250	linear foot	\$ 8.00	\$ 2,000.00	\$ 8.00	\$ 2,000.00	-20%	\$ 10.00	\$ 2,500.00

**PRICE ANALYSIS**  
Bid #OPN2121531B1      Cleaning Televising Grouting and Video Capture Services

Item #	Item	Qty	Unit	CLEAN GROUNDS INC.		ENVIROWASTE SERVICES GROUP, INC.		Difference Percentage	Estimate based on Contract Y1356202B1 awarded January 2016	
				Price	Total	Price	Total		Price	Total
OPN2121531B1--01-28	Jet Cleaning Sewer Storm Drain Pipe 12 to 24 inch pipe diameter	1200	linear foot	\$ 3.00	\$ 3,600.00	\$ 4.00	\$ 4,800.00	-60%	\$ 10.00	\$ 12,000.00
OPN2121531B1--01-29	Jet Cleaning Sewer Storm Drain Pipe 27 to 36 inch pipe diameter	125	linear foot	\$ 3.50	\$ 437.50	\$ 8.00	\$ 1,000.00	-47%	\$ 15.00	\$ 1,875.00
OPN2121531B1--01-30	By-pass pumping of sewage	8	hour			\$ 50.00	\$ 400.00	-83%	\$ 300.00	\$ 2,400.00
OPN2121531B1--01-31	Tankering	80	hour			\$ 150.00	\$ 12,000.00	-40%	\$ 250.00	\$ 20,000.00
OPN2121531B1--01-32	Vacuum Truck Regular Business Hours	400	hour	\$ 250.00	\$ 100,000.00	\$ 110.00	\$ 44,000.00	-34%	\$ 166.00	\$ 66,400.00
OPN2121531B1--01-33	Vacuum Truck All Other Hours	80	hour	\$ 250.00	\$ 20,000.00	\$ 135.00	\$ 10,800.00	-28%	\$ 187.00	\$ 14,960.00
OPN2121531B1--01-34	Extra charge for vacuum hose in excess of 30 feet	400	linear foot			\$ 3.00	\$ 1,200.00	-93%	\$ 45.50	\$ 18,200.00
OPN2121531B1--01-35	Pressure Washing and Cleaning	100	square foot			\$ 1.00	\$ 100.00	-96%	\$ 26.70	\$ 2,670.00
OPN2121531B1--01-36	Confined Space Entry Equipment	15	day			\$ 500.00	\$ 7,500.00	178%	\$ 180.00	\$ 2,700.00
OPN2121531B1--01-37	Laborer Regular Business Hours	300	hour			\$ 50.00	\$ 15,000.00	28%	\$ 39.00	\$ 11,700.00
OPN2121531B1--01-38	Laborer All Other Hours	40	hour			\$ 55.00	\$ 2,200.00	7%	\$ 51.50	\$ 2,060.00
OPN2121531B1--01-39	Certified Master Plumber Regular Business Hours	40	hour			\$ 60.00	\$ 2,400.00	-46%	\$ 111.60	\$ 4,464.00
OPN2121531B1--01-40	Apprentice Plumber Regular Business Hours	40	hour			\$ 50.00	\$ 2,000.00	-23%	\$ 65.20	\$ 2,608.00
OPN2121531B1--01-41	Furnish and Install Sod	100	square foot			\$ 1.00	\$ 100.00	-80%	\$ 5.00	\$ 500.00
	<b>Total not including pass thru:</b>				<b>\$ 298,975.00</b>		<b>\$ 377,362.50</b>			<b>\$ 433,837.00</b>

15%

Overall lower than estimate

Pass Thru: Permits, Water Disposal Fees, Specialty Subcontractor  
**Total including pass thru:** \$ 60,000.00  
 \*NR \$ 358,975.00  
 Total Three Year Potential: \$ 1,312,087.50

\*NR: Non-responsive, did not bid on all items of group.  
 \*\*Item not on previous contract, average of a bidder's prices used for comparison purposes.

**PRICE ANALYSIS**  
Bid #OPN2121531B1  
Cleaning, Televising, Grouting and Video Capture Services

Item #	Item	Qty	Unit	FLOTECH ENVIRONMENTAL, LLC		DRAINAGE PARTNERS LLC		NATIONAL WATER MAIN CLEANING CO		SHENANDOAH GENERAL CONSTRUCTION, LLC	
				Price	Total	Price	Total	Price	Total	Price	Total
OPN2121531B1--01-01	Sewer Cleaning and Video Recording - 6 to 8 inch pipe diameter	150000	linear foot	\$ 1.35	\$ 202,500.00	\$ 1.25	\$ 187,500.00	\$ 1.94	\$ 291,000.00	\$ 2.00	\$ 300,000.00
OPN2121531B1--01-02	Sewer Cleaning and Video Recording - 10 to 12 inch pipe diameter	7000	linear foot	\$ 1.40	\$ 9,800.00	\$ 1.25	\$ 8,750.00	\$ 2.65	\$ 18,550.00	\$ 2.25	\$ 15,750.00
OPN2121531B1--01-03	Sewer Cleaning and Video Recording - 14 to 18 inch pipe diameter	2000	linear foot	\$ 1.90	\$ 3,800.00	\$ 1.50	\$ 3,000.00	\$ 3.50	\$ 7,000.00	\$ 2.50	\$ 5,000.00
OPN2121531B1--01-04	Sewer Cleaning and Video Recording - 20 to 30 inch pipe diameter	125	linear foot	\$ 4.00	\$ 500.00	\$ 2.50	\$ 312.50	\$ 24.25	\$ 3,031.25	\$ 6.00	\$ 750.00
OPN2121531B1--01-05	Sewer Video Recording only - 6 to 8 inch pipe diameter	200	linear foot	\$ 1.00	\$ 200.00	\$ 1.25	\$ 250.00	\$ 8.75	\$ 1,750.00	\$ 1.75	\$ 350.00
OPN2121531B1--01-06	Sewer Video Recording only - 10 to 12 inch pipe diameter	250	linear foot	\$ 1.00	\$ 250.00	\$ 1.50	\$ 375.00	\$ 7.00	\$ 1,750.00	\$ 2.00	\$ 500.00
OPN2121531B1--01-07	Sewer Video Recording only - 14 to 18 inch pipe diameter	300	linear foot	\$ 1.00	\$ 300.00	\$ 1.50	\$ 450.00	\$ 5.85	\$ 1,755.00	\$ 2.25	\$ 675.00
OPN2121531B1--01-08	Sewer Video Recording only - 20 to 30 inch pipe diameter	300	linear foot	\$ 1.00	\$ 300.00	\$ 2.00	\$ 600.00	\$ 5.85	\$ 1,755.00	\$ 3.00	\$ 900.00
OPN2121531B1--01-09	Sewer Cleaning only - 6 to 16 inch pipe diameter	500	linear foot	\$ 1.00	\$ 500.00	\$ 1.25	\$ 625.00	\$ 3.50	\$ 1,750.00	\$ 1.00	\$ 500.00
OPN2121531B1--01-10	Sewer Cleaning only - 18 to 24 inch pipe diameter	250	linear foot	\$ 3.00	\$ 750.00	\$ 1.50	\$ 375.00	\$ 7.00	\$ 1,750.00	\$ 2.00	\$ 500.00
OPN2121531B1--01-11	Sewer Cleaning only - 30 inch pipe diameter	125	linear foot	\$ 3.50	\$ 437.50	\$ 3.00	\$ 375.00	\$ 14.00	\$ 1,750.00	\$ 4.00	\$ 500.00
OPN2121531B1--01-12	Cleaning of Retail Lift Station Wet Wells	8	each	\$ 600.00	\$ 4,800.00	\$ 400.00	\$ 3,200.00	\$ 3,150.00	\$ 25,200.00	\$ 1,000.00	\$ 8,000.00
OPN2121531B1--01-13	Clean Obstruction or Blockage	20	hour	\$ 250.00	\$ 5,000.00	\$ 250.00	\$ 5,000.00	\$ 220.00	\$ 4,400.00	\$ 215.00	\$ 4,300.00
OPN2121531B1--01-14	Urgent Call-Out Mobilization/Demobilization	2	each	\$ 900.00	\$ 1,800.00	\$ 400.00	\$ 800.00	\$ 1,000.00	\$ 2,000.00	\$ 500.00	\$ 1,000.00
OPN2121531B1--01-15	Grout Leaking Joints in 6 to 12 inch pipe diameter	10	each	\$ 45.00	\$ 450.00	\$ 150.00	\$ 1,500.00	\$ 275.00	\$ 2,750.00	\$ 300.00	\$ 3,000.00
OPN2121531B1--01-16	Grout Leaking Joints in 14 to 20 inch pipe diameter	10	each	\$ 45.00	\$ 450.00	\$ 150.00	\$ 1,500.00	\$ 285.00	\$ 2,850.00	\$ 400.00	\$ 4,000.00
OPN2121531B1--01-17	Grout Leaking Joints in 24 to 30 inch pipe diameter	3	each	\$ 45.00	\$ 135.00	\$ 200.00	\$ 600.00	\$ 950.00	\$ 2,850.00	\$ 600.00	\$ 1,800.00
OPN2121531B1--01-18	Grout Leaking Maintenance Access Structures 0 to 6 foot Deep	5	each	\$ 500.00	\$ 2,500.00	\$ 500.00	\$ 2,500.00	\$ 580.00	\$ 2,900.00	\$ 1,000.00	\$ 5,000.00
OPN2121531B1--01-19	Grout Leaking Maintenance Access Structures 6 to 12 foot Deep	2	each	\$ 750.00	\$ 1,500.00	\$ 500.00	\$ 1,000.00	\$ 1,450.00	\$ 2,900.00	\$ 1,800.00	\$ 3,600.00
OPN2121531B1--01-20	Grout Leaking Lateral up to 5 Feet from Main	1	each	\$ 750.00	\$ 750.00	\$ 400.00	\$ 400.00	\$ 2,900.00	\$ 2,900.00	\$ 2,000.00	\$ 2,000.00
OPN2121531B1--01-21	Grout Leaking Lateral up to 20 Feet from Main	13	each	\$ 275.00	\$ 3,575.00	\$ 250.00	\$ 3,250.00	\$ 550.00	\$ 7,150.00	\$ 500.00	\$ 6,500.00
OPN2121531B1--01-22	Grout Leaking Lateral From Cleanout	13	each	\$ 225.00	\$ 2,925.00	\$ 350.00	\$ 4,550.00	\$ 725.00	\$ 9,425.00	\$ 800.00	\$ 10,400.00
OPN2121531B1--01-23	Grout pipe in place for abandonment 6 inch pipe diameter	15	each	\$ 225.00	\$ 3,375.00	\$ 350.00	\$ 5,250.00	\$ 475.00	\$ 7,125.00	\$ 800.00	\$ 12,000.00
OPN2121531B1--01-24	Grout pipe in place for abandonment 8 inch pipe diameter	250	linear foot	\$ 5.00	\$ 1,250.00	\$ 25.00	\$ 6,250.00	\$ 6.75	\$ 1,687.50	\$ 30.00	\$ 7,500.00
OPN2121531B1--01-25	Grout pipe in place for abandonment 10 inch pipe diameter	500	linear foot	\$ 7.00	\$ 3,500.00	\$ 25.00	\$ 12,500.00	\$ 8.75	\$ 4,375.00	\$ 35.00	\$ 17,500.00
OPN2121531B1--01-26	Grout pipe in place for abandonment 12 inch pipe diameter	250	linear foot	\$ 10.00	\$ 2,500.00	\$ 25.00	\$ 6,250.00	\$ 11.00	\$ 2,750.00	\$ 40.00	\$ 10,000.00
OPN2121531B1--01-27	Grout pipe in place for abandonment 14 inch pipe diameter	250	linear foot	\$ 12.00	\$ 3,000.00	\$ 25.00	\$ 6,250.00	\$ 14.00	\$ 3,500.00	\$ 45.00	\$ 11,250.00

**PRICE ANALYSIS**  
Bid #OPN2121531B1      Cleaning Televising Grouting and Video Capture Services

Item #	Item	Qty	Unit	FLOTECH ENVIRONMENTAL, LLC		DRAINAGE PARTNERS LLC		NATIONAL WATER MAIN CLEANING CO		SHENANDOAH GENERAL CONSTRUCTION, LLC	
				Price	Total	Price	Total	Price	Total	Price	Total
OPN2121531B1--01-28	Jet Cleaning Sewer Storm Drain Pipe 12 to 24 inch pipe diameter	1200	linear foot	\$ 1.80	\$ 2,160.00	\$ 2.00	\$ 2,400.00	\$ 9.00	\$ 10,800.00	\$ 2.00	\$ 2,400.00
OPN2121531B1--01-29	Jet Cleaning Sewer Storm Drain Pipe 27 to 36 inch pipe diameter	125	linear foot	\$ 2.00	\$ 250.00	\$ 2.50	\$ 312.50	\$ 15.00	\$ 1,875.00	\$ 5.00	\$ 625.00
OPN2121531B1--01-30	By-pass pumping of sewage	8	hour	\$ 200.00	\$ 1,600.00	\$ 125.00	\$ 1,000.00	\$ 1,000.00	\$ 8,000.00	\$ 150.00	\$ 1,200.00
OPN2121531B1--01-31	Tankering	80	hour	\$ 250.00	\$ 20,000.00	\$ 200.00	\$ 16,000.00	\$ 110.00	\$ 8,800.00	\$ 215.00	\$ 17,200.00
OPN2121531B1--01-32	Vacuum Truck Regular Business Hours	400	hour	\$ 150.00	\$ 60,000.00	\$ 200.00	\$ 80,000.00	\$ 155.00	\$ 62,000.00	\$ 215.00	\$ 86,000.00
OPN2121531B1--01-33	Vacuum Truck All Other Hours	80	hour	\$ 175.00	\$ 14,000.00	\$ 200.00	\$ 16,000.00	\$ 210.00	\$ 16,800.00	\$ 215.00	\$ 17,200.00
OPN2121531B1--01-34	Extra charge for vacuum hose in excess of 30 feet	400	linear foot	\$ 7.00	\$ 2,800.00	\$ 200.00	\$ 80,000.00	\$ 15.00	\$ 6,000.00	\$ 2.50	\$ 1,000.00
OPN2121531B1--01-35	Pressure Washing and Cleaning	100	square foot	\$ 18.00	\$ 1,800.00	\$ 100.00	\$ 10,000.00	\$ 4.50	\$ 450.00	\$ 10.00	\$ 1,000.00
OPN2121531B1--01-36	Confined Space Entry Equipment	15	day	\$ 75.00	\$ 1,125.00	\$ 25.00	\$ 375.00	\$ 200.00	\$ 3,000.00	\$ 100.00	\$ 1,500.00
OPN2121531B1--01-37	Laborer Regular Business Hours	300	hour	\$ 30.00	\$ 9,000.00	\$ 25.00	\$ 7,500.00	\$ 55.00	\$ 16,500.00	\$ 35.00	\$ 10,500.00
OPN2121531B1--01-38	Laborer All Other Hours	40	hour	\$ 50.00	\$ 2,000.00	\$ 25.00	\$ 1,000.00	\$ 82.50	\$ 3,300.00	\$ 45.00	\$ 1,800.00
OPN2121531B1--01-39	Certified Master Plumber Regular Business Hours	40	hour	\$ 125.00	\$ 5,000.00	\$ 55.00	\$ 2,200.00	\$ 210.00	\$ 8,400.00	\$ 108.00	\$ 4,320.00
OPN2121531B1--01-40	Apprentice Plumber Regular Business Hours	40	hour	\$ 70.00	\$ 2,800.00	\$ 45.00	\$ 1,800.00	\$ 78.00	\$ 3,120.00	\$ 83.00	\$ 3,320.00
OPN2121531B1--01-41	Furnish and Install Sod	100	square foot	\$ 2.00	\$ 200.00	\$ 25.00	\$ 2,500.00	\$ 4.00	\$ 400.00	\$ 1.50	\$ 150.00
<b>Total not including pass thru:</b>					<b>\$ 379,582.50</b>		<b>\$ 484,500.00</b>		<b>\$ 566,048.75</b>		<b>\$ 581,490.00</b>

Pass Thru: Permits, Water Disposal Fees, Specialty Subcontractor  
**Total including pass thru:**

\$ 60,000.00  
**\$ 439,582.50**

\$ 60,000.00  
**\$ 626,048.75**

Total Three Year Potential:

\*NR: Non-responsive, did not bid on all items of group.  
\*\*Item not on previous contract, average of a bidder's prices used for comparison purposes.