

## ITB 20-101319 for Crane Services (Three (3) Year Multiyear Contract)

### Price Analysis

1. Price Opening occurred on 5/5/2021 for one (1) bid – Phoenix Crane Service, Inc.
2. The below table depicts pricing for the last two contracts and the current bid.

			Previous Contract, 2012-2015 (Phoenix Crane)	Previous Contract, 2015-2018 (AmQuip/Maxim Crane)	Current Bid (Phoenix Crane)
ITEM NO.	ITEM DESCRIPTION	UNIT	UNIT PRICE	UNIT PRICE	UNIT PRICE
1.	13-ton capacity crane (See Note 1).	HOUR	\$90.00	\$125.00	\$115.00
2.	25-ton capacity crane (See Note 1).	HOUR	\$105.00	\$135.00	\$120.00
3.	30-ton capacity crane (See Note 1).	HOUR	\$115.00	\$135.00	\$120.00
4.	35-ton capacity crane (See Note 1).	HOUR	\$125.00	\$145.00	\$125.00
5.	40-ton capacity crane (See Note 1).	HOUR	\$135.00	\$150.00	\$135.00
6.	45-ton capacity crane (See Note 1).	HOUR	\$135.00	\$160.00	\$135.00
7.	50-ton capacity crane (See Note 1).	HOUR	\$140.00	\$165.00	\$145.00
8.	60-ton capacity crane (See Note 1).	HOUR	\$140.00	\$175.00	\$155.00
9.	65-ton capacity crane (See Note 1).	HOUR	\$170.00	\$185.00	\$155.00
10.	70-ton capacity crane (See Note 1).	HOUR	\$180.00	\$225.00	\$120.00
11.	75-ton capacity crane (See Note 1).	HOUR	\$220.00	\$240.00	\$180.00
12.	80-ton capacity crane (See Note 1).	HOUR	\$220.00	\$250.00	\$190.00
13.	90-ton capacity crane (See Note 1).	HOUR	\$240.00	\$275.00	\$220.00

14.	110-ton capacity crane (See Note 1).	HOUR	\$240.00	\$325.00	\$245.00
15.	140-ton capacity crane (See Note 1).	HOUR	\$325.00	\$350.00	\$310.00
16.	165-ton capacity crane (See Note 1).	HOUR	\$325.00	\$375.00	\$345.00
17.	200-ton capacity crane (See Note 1).	HOUR	\$325.00	\$400.00	\$385.00
18.	240-ton capacity crane (See Note 1).	HOUR	Not included on this contract	\$425.00	\$395.00
19.	275-ton capacity crane (See Note 1).	HOUR	Not included on this contract	\$450.00	\$435.00
20.	Lowboy tractor trailer (See Note 2).	HOUR	\$100.00	\$75.00	\$150.00
21.	Foreman or operator.	HOUR	Included in hourly crane rate	\$85.00	\$80.00
22.	Crane rigger.	HOUR	\$69.50	\$85.00	\$80.00
23.	Lowboy tractor trailer driver.	HOUR	Included in hourly crane rate	\$75.00	\$80.00
24.	Emergency services (See Note 3).	HOUR	Not included on this contract	\$120.00	\$50.00

Note: While the pricing for Phoenix Crane is lower than the pricing on the previous contract, the rates show an increase from the rates on the previous Phoenix Crane contract which were also lower than that of the most recent contract. The County has had a total of 3 previous contracts with Phoenix Crane.