

**PRESENT:** T. C. Tocci, Chairman; S. C. Hanson, M. J. Farinola, Selectmen; E. N. Small, Town Administrator; L. A. Ruest, Administrative Assistant

**INTERVIEWS WITH BIDDERS FOR WINTER ROAD MAINTENANCE:**

T. C. Tocci restated that six proposals have been received and that this meeting is to meet with two bidders. Questions resulting from a review of the proposals were addressed at this time.

**HUTCHINGS:** Brad Hutchings explained that he plans to service Hampton Falls' roads by breaking out the area in four quadrants with large and small vehicles in each. He acknowledged that depending upon the type of snow storm he would not need all vehicles the entire time noting that smaller vehicles are generally used to clean up at the end of a storm and that large vehicles have the ability to spread material and scrape roads. A review of his equipment took place at this time. In response to M. J. Farinola's inquiry as to the number of vehicles to be used and the cost difference of using larger trucks versus smaller trucks, B. Hutchings stated that it is difficult to answer these questions for New England as the answer would depend on the type of storm. He stated that he places materials on the road at the start of the storm and when cleaning up. It was determined that should there be a conflict between the Board and the number of vehicles used, that he and the Board could address the matter at the time. In response to M. J. Farinola, B. Hutchings stated he does not plow private driveways. It was also noted that there is no water supply at the dump for cleaning spreaders after a storm. B. Hutchings stated he would need to work something out in this regard and that electricity is also needed.

S. C. Hanson inquired as to the cost of pothole repair noting that he felt the rate was excessive. B. Hutchings stated his rate of \$110 per hour includes two men with equipment and material. M. J. Farinola mentioned that there are not a great number of pot holes and asked whether B. Hutchings would be acceptable of \$70-75 per hour. B. Hutchings stated he would be willing to reduce the cost for pot holes. He added that costs can be reduced by filling holes with stone dust until all pot holes can be repaired properly in the spring.

T. C. Tocci asked B. Hutchings whether he is in favor of a light shot of salt (125 ton per mile) prior to a storm. B. Hutchings reviewed his experience and noted that he is not a proponent of additives to salt yet. He stated that doing so works best with a large amount of traffic and is generally done in one direction toward the center line. This formula has been used by the State for years.

With regard to property damage, B. Hutchings stated he is willing to address complaints, however, feels that if the damage is done within the Town right of way, that it is not his responsibility. If damage is done to personal property, he feels it is his responsibility. Any problems would be brought to the attention of the Town Administrator.

T. C. Tocci inquired as to commitment of vehicles to Hampton Falls. B. Hutchings stated that he has informed the State of NH DOT that should he be awarded this bid that his vehicles would be dedicated to Hampton Falls and Hampton Falls would be the only contract he has.

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S. C. Hanson stated that he prefers paying hourly for winter road maintenance services and acknowledged appreciation for B. Hutchings' reasons submitted with the bid. B. Hutchings explained his position noting his experience and tracking of storms each year. He stated that the 07/08 winter season was unique compared to the prior 12 years. B. Hutchings stated he is not adverse to an hourly rate but that the Town would have all winter road maintenance issues addressed for the season within one cost noting that last year, the storms would have been very expensive on an hourly basis. Additional costs of increased fuel prices and steel costs would be added on an hourly basis. In response to M. J. Farinola, B. Hutchings reported that a normal storm results in 12-16 hours, some storms 22-24 hours and there was one 31-hour storm last year.

Discussion of the proposed retainer and monthly charge took place. B. Hutchings explained that it is difficult to take on an hourly paid situation with the hope of plowing and support insurance costs, people and employees on call, etc. He stated he is willing to discuss a different arrangement with the Town eliminating the \$1,500 per month fee and keeping the one time \$15,000 up front. B. Hutchings stated he is willing to bill bi-weekly using an Excel spreadsheet to submit time and that he is not averse to using a form provided by the Town. B. Hutchings reported that he has been plowing since he was 17 and in business since 1995. He added that he is willing to answer questions at public meetings and is an honest and upfront person. The Board thanked B. Hutchings for attending and indicating it plans to make a decision at its September 8 meeting.

In response to R. B. Merrill, Jr., B. Hutchings confirmed that municipal parking lots and entrances will be cleared and treated. S. C. Hanson noted that good responses were received with regard to references checked.

**MELICAN:** T. C. Tocci restated that six proposals have been received and that this meeting is to meet with two bidders. Questions resulting from a review of the proposals were addressed at this time.

Board members complimented the plan submitted with this bid. D. Melican described the vehicles available to serve the Town of Hampton Falls to include large and smaller vehicles. With regard to salt application, D. Melican stated the application depends on the actual storm. If a small storm, there might not be a need for larger vehicles. He stated that he treats the roads with salt before a snow storm as well as an icy mix storm. With regard to treated salt, D. Melican stated he prefers rock salt noting he is aware of sensitive areas. With regard to the amount used, D. Melican stated it depends on the Town as some towns want black roads. Should this be the case for Hampton Falls, he recommends salting the primary routes, intersections and steeper hills with a greater amount of salt and use less salt on secondary roads.

D. Melican reviewed his plan, as outlined in the bid, for a basic six-inch storm to include vehicles and salt usage. He noted that the time of day would reflect the number of vehicles as there might be a need to clean up before school and morning commute; the number of trucks varies depending on the time and type of storm.

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D. Melican indicated that he currently services roads in the Town of Salem, both private and public, as well as roads in Seabrook and a parking lot in Haverhill.

S. C. Hanson restated his position with regard to lump sum pricing and indicated his reasons for hourly pricing. D. Melican stated he is willing to accept an hourly rate, but that his experience has shown it is worthwhile to the contractor and that Town on a seasonal rate basis. The per-month fee presented in the bid will need to be addressed if to change to hourly. D. Melican noted that the annual fee of \$88,000 included responsibilities of downed trees, drainage, cistern clearing, etc. It was noted that the hourly rate for potholes is \$180 per hour, plus materials. D. Melican noted that the roads in Hampton Falls are in good condition and that this type of work and materials should be limited. He added that he is willing to push the town purchased road salt into the shed at no charge.

D. Melican added that all the equipment belongs to him and that the one large truck with the wing will handle what's needed to ensure roads remain wide enough. He reported that he started this company six months ago and that he has been in the business, with his father, since he was very young. He has been providing services to the Town of Salem since the year 2000 and was vice president of the former company he worked for before starting his own. In response to E. N. Small, D. Melican stated that he has an additional larger truck and should the one dedicated to the Town break down, that one would be available; he has 52 pieces total. D. Melican added that should he be awarded the contract with Hampton Falls, that he would no longer be committed to the Town of Salem.

D. Melican stated he is willing to use Excel for reporting and billing purposes on a bi-weekly basis. The Board thanked Mr. Melican for his time.

**MOTION:** To adjourn the meeting at 5:45 p.m.

**MOTION:** M. J. FARINOLA  
**SECOND:** S. C. HANSON  
**UNANIMOUS**

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