

<b>PROPOSALS TABULATION</b>	
<b>RFP-RH-22-038</b>	
<b>SNOW REMOVAL SERVICES</b>	
<b>NAME</b>	<b>ULTRA Professional Outdoor Services, LLC</b>
<b>ADDRESS</b>	<b>4565 Dixie Hwy</b>
<b>Awarded to:</b>	<b>Waterford, MI 48329</b>
Year Firm Established	1999
Years in Business	22
Type of Organization	LLC
Full Time Employees	3
Part Time Employees	20+
Qualifications:	Fleet of trucks, plows, salters, and heavy equipment that can handle any event that may occur. They manage their own bulk salt and bag deicers.
Experience:	Eleven seasons providing snow services for the City of Rochester Hills.
Financial Capability:	Has been in business for over 22 years. Company owns their building and has long standing relationships with salt providers, vendors and customers.
Supervision	Dan DeFoss-Owner, 22 years snow removal experience. Jason Roback- Crew Lead. 15+ years snow removal experience. Bob Knight - General Manager, 30+ years experience.
Clients with the type of services described:	25 commercial clients 60 residential clients
Client References:	Provided
Equipment List	Equipment List provided
Subcontractors	Subcontractors will not be used.
Work Plan	Weather is monitored and all employees are on standby for winter operations. Once snow conditions hit contract thresholds employees are called into work.
Procedure for After-hours and Emergency Calls.	Weather is monitored 24/7 and the General Manager is available by phone 24 hours per day.
Additional comments:	Left blank
Preferred Payment Method?	ACH
Insurance Requirements?	Yes
W-9?	Yes
<b>Location #1 - City Hall - Price per Push</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$520.00
Snow plowing parking lots over 6" (includes salting)	\$710.00
Salting ONLY of parking lots	\$300.00
Salting ONLY of pedestrian ways	\$130.00
Snow plowing pedestrian ways (includes salting)	\$240.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #2 - 52/3 District Court</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$590.00
Snow plowing parking lots over 6" (includes salting)	\$800.00
Salting ONLY of parking lots	\$335.00
Salting ONLY of pedestrian ways	\$205.00
Snow plowing pedestrian ways (includes salting)	\$435.00
Shoveling sidewalk	\$185.00
Shoveling the courthouse steps (includes salting when below 25°)	\$120.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$185.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #3: OCSD</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$465.00
Snow plowing parking lots over 6" (includes salting)	\$625.00
Salting ONLY of parking lots	\$225.00
Salting ONLY of pedestrian ways	\$120.00
Snow plowing pedestrian ways (includes salting)	\$280.00

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Shoveling sidewalk	\$160.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$160.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #4: Fire Station #1</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$310.00
Snow plowing parking lots over 6" (includes salting)	\$415.00
Salting ONLY of parking lots	\$190.00
Salting ONLY of pedestrian ways	\$105.00
Snow plowing pedestrian ways (includes salting)	\$210.00
Shoveling sidewalk	\$105.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$105.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #5: Fire Station #2</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$205.00
Snow plowing parking lots over 6" (includes salting)	\$205.00
Salting ONLY of parking lots	\$280.00
Salting ONLY of pedestrian ways	\$120.00
Snow plowing pedestrian ways (includes salting)	\$40.00
Shoveling sidewalk	\$90.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$50.00
Removing snow from premises hauling (only on an as needed basis)	\$50.00
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #6: Fire Station #3</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$205.00
Snow plowing parking lots over 6" (includes salting)	\$280.00
Salting ONLY of parking lots	\$120.00
Salting ONLY of pedestrian ways	\$40.00
Snow plowing pedestrian ways (includes salting)	\$90.00
Shoveling sidewalk	\$50.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$50.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #7: Fire Station #4</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$255.00
Snow plowing parking lots over 6" (includes salting)	\$345.00
Salting ONLY of parking lots	\$150.00
Salting ONLY of pedestrian ways	\$80.00
Snow plowing pedestrian ways (includes salting)	\$130.00
Shoveling sidewalk	\$80.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$80.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #8: Fire Station #5</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$205.00
Snow plowing parking lots over 6" (includes salting)	\$280.00
Salting ONLY of parking lots	\$120.00
Salting ONLY of pedestrian ways	\$40.00
Snow plowing pedestrian ways (includes salting)	\$90.00
Shoveling sidewalk	\$50.00

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Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$50.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #9: Emmons Parking Lot, Brooklands Plaza</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$205.00
Snow plowing parking lots over 6" (includes salting)	\$300.00
Salting ONLY of parking lots	\$120.00
Removing snow & Salting - Sidewalk Pad	\$90.00
Removing Snow (no salting) - Sidewalk Pad	\$50.00
Salting Only - Sidewalk Pad	\$40.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
<b>Location #10: Harrison / Eastern Parking Lot, Brookland Plaza</b>	
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$420.00
Snow plowing parking lots over 6" (includes salting)	\$630.00
Salting ONLY of parking lots	\$210.00
Removing snow & Salting - Sidewalk Pad	\$90.00
Removing Snow (no salting) - Sidewalk Pad	\$50.00
Salting Only - Sidewalk Pad	\$40.00
Removing snow from premises hauling (only on an as needed basis)	
Yards Per Load:	10
Load Rate:	\$225.00
List any other charges not identified in pricing tables for City Hall, 52/3 District Court and OCSO	If deicing material costs to Ultra increase by 10% or more, compared to the material costs as of the date of acceptance of this agreement, the City of Rochester Hills will be billed the difference in the cost of materials. Ultra will provide documentation to support additional charges. All additional charges are in addition to fixed pricing listed per service. Minimum charge for hauling is \$2000.00 per site.
List any other charges not identified in pricing tables for City Hall, 52/3 District Court and OCSO	If deicing material costs to Ultra increase by 10% or more, compared to the material costs as of the date of acceptance of this agreement, the City of Rochester Hills will be billed the difference in the cost of materials. Ultra will provide documentation to support additional charges. All additional charges are in addition to fixed pricing listed per service. Minimum charge for hauling is \$2000.00 per site.