

PROPOSALS TABULATION					
CONCRETE FLOOR APPLICATION	Ace Industrial Floor Coatings	Cipriano Coating Technology	Concrete Floor Treatments, Inc.	MLP Painting Inc.	Motor City Floors & Coating
at DPS and City Hall	17715 Woodside Street	6538 Arrow Drive	39105 Webb Drive	P.O. Box 710	46101 E. Grand Ave
RFP-RH-21-039	Livonia, MI 48152	Sterling Heights, MI 48314	Westland, MI 48185	Washington Twp., MI 48094	Novi, MI 48347
Year Firm Established	2020	1997	2001	2001	2017
Years in Business	2	24	20 years	20	4
Type of Organization	Individual	Corporation	Corporation	Corporation	Other
How many years providing construction services?	Company has provided construction services for 2 years. Owner has spent 12 years a field service engineer working with concrete of all types, learned coating processes along the way. Subcontractor has over 30 years installation experience and is very thorough.	Since 1997 have extensive experience in installing various protetive and decorative concrete coating systems.	Family owned and operated corporation certified with Service Disabled Veteran Owned Small Business. Original formed in 1979. Corporation is still viable an set aside for union projects Construction, concrete, and resinous flooring and concrete polishing knowledge. Certified by numerous manufacturers. Worker previously for City of Rochester hills. Self performs and installers are highly skilled and compensated accordingly including health insurance.	Has over 20 years experience providing installation of epoxy floor coatings, concrete polishing and painting services.	Have been applying industrial grade flooring for the last 4 years, they handle projects from residential, commercial, municipalities and more.
Five current or completed projects similar to scope of this project.	List provided	List provided	List provided.	List provided.	List provided
Employees:					
Full Time	1	18	9	4	33
Part Time	0	1	5	3	0
What is the status of your current workload?	Completing the Historic Fort Wayne project and working on St. Ann's. no ther jobs scheduled at this time.	Currently have \$3M under contract	Busy but will coordinate the workload to complete this project in the agreed upon time.	Currently have a few projects including industrial and residential floor covering.	Currently scheduling jobs approximately 8-10 weeks out. However, they will do their best to accommodate the City.
Resources capable of bringing to the City. Brief Staff profiles.	Provided staff list	Provide extensively trained installers and foremen who will be assigne dto the project alloong with a safeety and operaitons manager who will oversee the project from start to finish.	Provided list	Have qualified experienced staff with the type of work being proposed along with many references with similar wor being requested.	They have all the equipment necessary to remove and install coatings, currently run multiple crews so they are able to handle large projects at the same time. On this project they will have a project manager, project lead and
Subcontractors being utilized?	Yes, Nationwide Industrial Coatings	No	No	No	No
Involved in or has a State of Michigan building complaint?	No	No	No	No	No
Involved in litigation in the last five years?	No	No	No	No	Three occasions where customers refuse to pay, in all three cases they were awarded the
Warranty information	Provided Flororock's Warranty Information	Material Warranties are provided by the Manufacturer's	Attached manufacturer's warranties	One year warranty.	Coatings come with a one year commercial warranty.
Warranty on Services.	Standard one yar for material lift/peel and for propoer installation	One year warranty	5 yar warranty against defecti/faulty workmanship	Provides one year warranty from the date of installation. Provides warranty for labor and installation. Does not cover damages done to areas using strong chemical cleaning solutions causing discoloration and chipping.	Labor comes with a one year commercial warranty.
Payment Method	Credit Card	ACH	Check	ACH	ACH
Can meet ins. requirements?	Yes	Yes	Yes	Yes	Yes
Exceptions	None	No exceptions	None	Recommends the use of product for epoxy floor coating using simiron products for a more durable coating.	Their coatings are an industrial epoxy manufactured by Simiron.

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City Hall Receiving-Concrete Floor Polishing															
Proposed Solution and detailed work plan:	Work plan provided			Work Plan Provided			Work plan provided			Work plan provided.			Work plan provided.		
Hourly rate of each employee assigned to the work, their classification, and number of hours to complete application:	Senior Installer - \$75/hr (24-48 hours) Installer Tech - \$37.50/hr (24-48 hours)			Foreman - \$85/hr (128hrs) Laborer - \$75/hr (128hrs)			Foreman \$61/hr (50 hrs) Finisher \$55/hr (100 hrs)			\$19-\$28 per hour. 3 to 6 employees to be working on the project at a time. Employees will work 8-10 hour shifts.			3 installers at a fully burdened labor rate for \$85 per hour. Approximately 40 hours to complete.		
Provide estimated time of completion from award:	4 days			3-4 days			1 week			4 days			Approximately 1 week.		
Materials necessary to complete	List provided.			List provided.			List provided.			List not provided.			List provided.		
Cost per Square Foot for concrete floor polishing in City Hall, as specified in the solicitation.	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended
	\$8.50	1,600	\$13,600.00	\$5.89	1,600	\$9,424.00	\$9.90	1,600	\$15,840.00	\$3.00	1,600	\$4,800.00	\$12.00	1,600	\$19,200.00
DPS Garage Flooring															
Proposed Solution and detailed work plan:	Work plan provided						Match existing epoxy system. Detailed work plan.			Work plan provided.			Work plan provided.		
Hourly rate of each employee assigned to the work, their classification, and number of hours to complete application:	Senior Install Engineer1 \$75/hr (80 hrs) Senior Install Engineer2 \$75/hr (80 hrs) Installer Tech 1 \$37.50/hr (80hrs) Installer Tech 2 \$37.50/hr (80 hrs)			Foreman - \$85/hr (128hrs) Laborer - \$75/hr (128hrs)			Two (2) Laborers \$25 per hour for 30 hours Three (3) Painters \$45 per hour for 30 hours			\$19-\$28 per hour. 3 to 6 employees to be working on the project at a time. Employees will work 8-10 hour shifts.			5-7 installers at a fully burdened labor rate for \$85 per hour. Approximately 40 hours per employee to complete.		
Provide estimated time of completion from award:				2 mobilizations at 4 days each / 8 days total			Four days (3 for floor, 1 short day arrows)			Approximately 4 days for completion.			Job will take approximately 7 days to complete.		
Materials necessary to complete	List provided.			List provided.			List provided.			Florock Florepxy 4700 A & B			List provided.		
Cost per Square Foot for concrete floor polishing in City Hall, as specified in the solicitation.	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended
	\$6.30	20,172	\$127,083.60	\$2.74	20,172	\$55,271.28	\$3.11	20,172	\$62,734.92	\$1.9334	20,172	\$39,000.00	\$5.00	20,172	\$100,860.00
Oil Stop Primer Section of DPS															
Product	Series 4700 Epoxy MP-076CN			Florock/Sherwin Willaims			National Plymers NP820			Oil Stop Sherwin Williams			Did not provide Addendum info.		
Proposed Solution and detailed work plan:	Work plan provided			Work plan provided			Work plan provided			It improves the adhesion to stop out gassing of air andvapor coming up through the concrete.					
Cost per Square Foot for oil stop primer section, as specified in Addendum #1.	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended	Unit Cost	Qty (sq ft)	Extended
	\$1.00	4,032	\$4,032.00	\$0.44	4,032	\$1,774.08	\$0.75	4,032	\$3,024.00	N/A	4,032	Included in base pricing		4,032	\$0.00
Striping at DPS															
Product	Sherwin Willaims Tile Clad HS , Safety Yellow B62 W2 111A & B60 VZ 70 B			Sherwin Williams Tile Clad			Shewin Williams Tile Clad			Tile Clad HS			Did not provide Addendum info.		
Days to complete striping	3			TBD			1			Depends on amount of striping			3		
Days needed for striping to dry	1			1			2			8 hour drying time					
Cost per linear foot, as specified in the Addendum #1.	Unit Cost	Qty (linear ft)	Extended	Unit Cost	Qty (linear ft)	Extended	Unit Cost	Qty (linear ft)	Extended	Unit Cost	Qty (linear ft)	Extended	Unit Cost	Qty (linear ft)	Extended
	\$4.00	1,876	\$7,504.00	\$3.75	1,876	\$7,035.00	\$3.25	1,876	\$6,097.00	\$5.00	1,876	\$9,380.00		1,876	\$0.00
Subtotal - DPS Flooring			\$138,619.60			\$64,080.36			\$71,855.92			\$48,380.00			\$100,860.00
Total Cost of both Projects			\$152,219.60			\$73,504.36			\$87,695.92			\$53,180.00			\$120,060.00