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|--|--|---|---|
| RFP-RH-14-029                          |  |   |   |
| 2014-15 Snow Removal Services          | Ultra Professional Outdoor Services LLC  | Oakridge Lawn & Snow, Inc   | Progressive Irrigation  |
|  | 2431 Pontiac Road  | 1903 Bellaire   | 4280 Matthew Lane   |
|  | Auburn Hills MI 48326  | Royal Oak, MI 48067   | White Lake, MI 48383  |
|  |  |   |   |
| Location #1 City Hall                  |  |   |   |
| 1 Plowing lots 1 1/2" to 6" incl. salt | \$442.00   | \$740.00  | \$347.05  |
| 2 Plowing lots over 6" incl. salt      | \$603.00   | \$990.00  | \$424.05  |
| 3 Salting only                         | \$255.00   | \$500.00  | \$191.50  |
| 4 Salting pedestrian ways only         | \$104.00   | \$124.00  | \$84.00   |
| 5 Plowing pedestrian ways incl. salt   | \$203.00   | \$205.00  | \$174.00  |
| <b>Total City Hall A-E</b>             | <b>\$1,607.00</b>  | <b>\$2,559.00</b>   | <b>\$1,220.60</b>   |
| 6 Removing snow from premises          | \$296 per load rate 20-yards per load  | \$250 per load rate 30-yards per load   | \$250 per load rate 30-yards per load   |
|  |  |   |   |
| Location #2 52/3 District Ct           |  |   |   |
| 1 Plowing lots 1 1/2" to 6" incl. salt | \$468.00   | \$520.00  | \$395.56  |
| 2 Plowing lots over 6" incl. salt      | \$650.00   | \$720.00  | \$445.56  |
| 3 Salting only                         | \$255.00   | \$360.00  | \$214.37  |
| 4 Salting pedestrian ways only         | \$166.00   | \$120.00  | \$132.00  |
| 5 Plowing pedestrian ways incl. salt   | \$364.00   | \$210.00  | \$146.00  |
| 6 Shoveling sidewalk                   | \$156.00   | \$80.00   | \$90.00   |
| 7 Salting & shoveling courthouse steps | \$78.00  | \$120.00  | \$180.00  |
| 8 Shoveling heavy snow 5"-12"          | \$156.00   | \$130.00  | \$120.00  |
| <b>Total 52/3 A-G</b>                  | <b>\$2,293.00</b>  | <b>\$2,260.00</b>   | <b>\$1,723.49</b>   |
| 9 Removing snow from premises          | \$296 per load rate 20-yards per load  | \$250 per load rate 30-yards per load   | \$250 per load rate 30-yards per load   |
|  |  |   |   |
| Location #3 OCSO                       |  |   |   |
| 1 Plowing lots 1 1/2" to 6" incl. salt | \$359.00   | \$490.00  | \$341.50  |
| 2 Plowing lots over 6" incl. salt      | \$499.00   | \$690.00  | \$391.50  |
| 3 Salting only                         | \$172.00   | \$360.00  | \$191.50  |
| 4 Salting pedestrian ways only         | \$83.00  | \$120.00  | \$84.00   |
| 5 Plowing pedestrian ways incl. salt   | \$218.00   | \$220.00  | \$174.00  |
| 6 Shoveling sidewalk                   | \$135.00   | \$100.00  | \$90.00   |
| 7 Shoveling heavy snow 5"-12"          | \$135.00   | \$138.00  | \$120.00  |
| <b>Total OCSO A-G</b>                  | <b>\$1,601.00</b>  | <b>\$2,118.00</b>   | <b>\$1,392.50</b>   |
| 8 Removing snow from premises          | \$296 per load rate 20-yards per load  | \$250 per load rate 30-yards per load   | \$250 per load rate 30-yards per load   |
| <b>TOTALS ALL SITES ABOVE</b>          | <b>\$5,501.00</b>  | <b>\$6,937.00</b>   | <b>\$4,336.59</b>   |
| List any other charges:                | None   | None  | None  |
| Year firm established                  | Established 2000   | Established 1996  | Established 1996  |
| Years in business                      | 14.5-years in business   | 17 years in business  | 18 years in business  |
| Type of organization                   | LLC  | Corporation   | Corporation   |
| Yrs providing snow removal services    | 14.5-years   | 17-years  | 12-years  |
| Full-time employees                    | 21 full time   | 13 full time  | 12 full time  |
| Part-time employees                    | 20 part time   | 20-30 part time   | 12 part-time  |
| Experience & financial capability:     | Fleet of 12 trucks and eqpt can meet all requirements for any snow/ice storm. Manage own salt and bag product at our facility. Four years experience plowing for the City. Financial resources sufficient to facilitate service of additional clients. | Well established company, own their own building, store their own salt, 24/7 mechanic, trucks, dumps, loaders, etc... Handle all kinds of properties. Have been working with Oakland County doing 5 buildings for last five years. Pre-buy salt and sidewalk material in business for 18 years. | Providing Snow/Ice mgmt for more than a decade. Office is very organized, efficient, friendly, available & responsive. Use new routing technology to efficiently & quickly route trucks to client locations. Member of SIMA (Snow Ice Mgmt Association). Carry a 6 million dollar insurance policy. Successfully maintained the financial health over the years, regardless of economy/weather. |

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|  |   |   |   |
| Those responsible for on-site supervision: | Provided  | Provided  | Provided  |
| How many clients currently (list)          | 22-commercial clients w/similar needs<br>100 plus residential clients   | 45<br>including 5 Oakland County buildings  | 4-commercial clients. Some clients have<br>multiple sites (e.g. Korger, etc).   |
| Client references (min of 5)               | Provided  | Provided  | Provided  |
| Equipment List:                            | Provided  | Provided  | Provided  |
| Resources to work winter 2014-2015?        | Yes, Available to work upon first snow.   | Yes. Can start 1st snowfall.  | Yes. As soon as agreement signed.   |
| Subcontractors:                            | None  | None  | None  |
| Methodology -Work Plan                     | Monitor weather 24/7. Our plowing crews<br>are dispatched as soon as site conditions<br>warrant. Crews continue to plow and shovel<br>until completely cleared and contract<br>specifications are met.  | Monitor weather 24/7; always ready, can work with<br>storm during the day. Can take care of all conditions<br>per the contract. | Removal services will be scheduled for<br>City locations so these sites are a<br>priority and cleared first. Dedicated work<br>crews become familiar with each<br>location and efficient at clearing the<br>snow on sidewalks/parking lots. Snow<br>removal services will be continued or<br>resumed as snow accumulated. Salt will be<br>applied to all locations as needed. |
| After hrs procedure                        | City will be supplied with snow hot line<br>number. Employees are placed on storm<br>watch when storm forecasted. Monitors<br>weather 24/7 to dispatch crews. Operations<br>maintain 24 hour availability by cell phone to<br>respond to night, weekend, holiday or<br>emergency calls throughout snow season | Cell phone #'s provided for 24/7 access.  | Dedicated phone for after hours. Employee<br>on call 24/7 for emergencies   |
| Additional comments:                       | None  | None  | Net 30 is preferred.  |
| Provided signed Hold Harmless:             | Yes   | Yes   | Yes   |
| Meet Insurance Requirements:               | Yes   | Yes   | Yes   |
| Completed W-9:                             | Yes   | Yes   | Yes   |