

PROPOSALS TABULATION					
RFP-RH-16-021					
SNOW REMOVAL SERVICES					
<b>NAME</b>	<b>Superior Scape, Inc.</b>	<b>Progressive Irrigation, Inc.</b>	<b>ULTRA Professional Outdoor Services, LLC</b>	<b>Pavex Corporation</b>	<b>Parks Services</b>
<b>ADDRESS</b>	<b>51989 Schoenherr</b>	<b>4280 Matthew Lane</b>	<b>2431 Pontiac Rd.</b>	<b>2654 Van Horn Rd.</b>	<b>1401 Souter</b>
	<b>Shelby Twp., MI 48315</b>	<b>White Lake, MI 48383</b>	<b>Auburn Hills, MI 48326</b>	<b>Trenton, MI 48183</b>	<b>Troy, MI 48083</b>
Year Firm Established	1984	1997	1999	2010	1981
Years in Business	32	19	17	6	25
Type of Organization	Corporation	Corporation	LLC	Corporation	Individual
Full Time Employees	49	15	30	60	20+
Part Time Employees	0	10	20		50+
FAX or Email	586-739-9633 tnewman@superiorscape.com	248-889-9068 progressiveirrigation@yahoo.com	248-373-3668 ultra@ultraposllc.com	734-818-1685 pavexco@gmail.com	248-589-6034
Qualifications:	Have been in the snow business for 32 years with a large fleet of trucks, onsite salt storage and a full	Jim Simpkins began in the industry since 1989 working for established and reputable companies in his area.	Fleet of 19 trucks and equipment that can meet all requirements for any snow or ice storm. Manage	Has all the equipment required. Personnel has performed major snow plow operations for years	25 years of experience in the snow removal field.
Experience:	32 Years	Providing snow and ice management for over the past 14 years. Office is very organized, efficient, friendly, available and responsive. Use new routing technology to efficiently and quickly route our trucks to client locations.	Six years experience plowing for the City of Rochester Hills.	Completed 70 acre plowing at Ford Research and Engineering. Ford World Headquarters and a major section of Detroit residential streets (400 miles). Great Lakes and Providence Hospital.	Working with several municipalities over 25 years.
Financial Capability:	Full Service Landscape Construction, Landscape Maintenance, and snow removal company with annual sales of \$4M.	Has the capabilities through assets, budget planning, a long-term relationship with their financial institution, and a strong network of sub-contractors in order to provide immediate attention to customer's needs and to acquire the equipment necessary to upkeep their timely season schedule.	Financial resources sufficient to facilitate service of additional clients.	Strong Financially. Currently is repaving the Rochester City Hall.	Upon request.
Supervision	Jason Bryan will be on site supervisor for this property. Bob Gill running as leader. Side walk crew to be determined.	Jim Simpkins- President/On-Site Supervisor. Worked in industry for over 25 years. Jessica Simpkins-Director of Operations	Dan DelFoss-Owner, 17 years snow removal experience Brad Sorrels-General Manager, 15 years snow removal experience Debra Himick-Office Manager, 18+ years snow operations experience	Bob Wendt- Superintendent 6-8 Trained Equipment Operators 3-6 Laborers	Jeff Mohw- Operations Manager
Clients with the type of services described:	31 Large Properties	Currently contracted for snow and ice management services with the Walled Lake Consolidated Schools and Pontiac Armory through the State of Michigan.	Fifty commercial clients with similar needs. 100+ residential clients.	See Experience section	Faurecia Interior Systems Farbman Group Woodside Bible Church
Client References:	Provided	Provided	Provided	Provided	Provided
Equipment List	9 Plow Trucks 4 Salt Trucks 3 Loaders 2 Sidewalk Trucks 4 Skid Steers (in Yard) 6 Miscellaneous Spare Equipment Please see response for full descriptions	12 Snow Blowers 2 Utility Vehicles with plows and salter 4 Dump Trucks with salt units 11 Pick Up trucks with liquid de-icing units 14 Snow Plows 8 Push Boxes 5 V Box Spreaders 2 Skid Steer with Pushers Please see response for full descriptions	7 Straight blade plows 7 V-Plows 2 Box Plows with back blade 1 Box plow 4 Vbox Salters 1 Hydraulic Tailgate salter 15 Lesco Push Spreaders 6 Snow Throwers 1 Quad Plow Please see response for full descriptions	3 Dump trucks with plows 6 Trucks with spreaders and plows 1 Road grader 3 Front end loaders with box blades 3 Backhoe loaders with box blades 1 Skid steer with box blade	2 Four wheelers with snow plows 10 Snow blowers 19 Trucks with snow plows 3 Snow pushers  Please see very detailed list of equipment.

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Subcontractors	None	None used for these sites.	None	N/A	N/A
Work Plan	Plan to have an on site supervisor dedicated to these properties. Along with a sidewalk crew and load operator.	Vehicles are assigned to specific sites for a consistency of service. Each site is cleared in an efficient manner. Loaders may be used to remove large amounts of snow. Snow is stacked in snow storms to prevent narrowing up of the parking lot. Tradition rock sale is provided at all sites unless requested otherwise. Liquid de-icing material will also be used when conditions and site require. Clear and constant communication is always maintained before, during and after each servicing event.	Monitor weather 24/7 to dispatch plowing or de-icing crews as site conditions warrant. Crews continue to plow and shovel until completely cleared and contract specs are met.	Will station equipment and box blades at facilities. Will begin plowing or salting operations within a 2 hour notice. Using phone communication, keep abreast of progress and snow conditions to assure a continued process as necessary. Will follow up with teach to insure the work is satisfactory completed.	Snow removal, salting, side walk cleaning
Procedure for After-hours and Emergency Calls.	Has individuals that monitor conditions and weather radar 24/7 in the winter months so that they can respond efficiently. In the case that a snow emergency isn't responded in a timely fashion, a supervisors cell phone number will be provided to contact.	Has a dedicated snow management line that is manned 24/7. Once a call is received, the dispatcher ascertains what crew member is closest to the site requiring service and a truck is dispatched to the site. A return call giving a estimated time of arrival is made to the customer.	Employees are place on storm watch status when inclement weather is forecasted. Management monitors weather 24/7 to dispatch crews as needed. Maintains 24 hour availability by cell phone to respond to night, weekend, or emergency calls throughout snow season.	Calls to be received by Bob Wendt who will immediately dispatch crews. Will have additional night numbers as necessary to guarantee customer will always be able to contact Pavex.	Call operations manager to contact snow removal crew.
Additional comments:				Will commit to providing top flight prompt service. "You can count on us".	
Preferred Payment Method?	Check	ACH	Credit Card	Credit Card	Check
Hold Harmless?	No	Yes	Yes	Yes	No
Insurance Requirements?	Yes	Yes	Yes	Yes	yes
W-9?	No	Yes	Yes	Yes	Yes
<b>Location #1 - City Hall - Price per Push</b>					
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$1,210.00	\$347.05	\$442.00	\$4,200.00	\$509.00
Snow plowing parking lots over 6" (includes salting)	\$1,730.00	\$424.05	\$603.00	\$5,580.00	\$672.00
Salting ONLY of parking lots	\$560.00	\$191.05	\$255.00	\$1,400.00	\$315.00
Salting ONLY of pedestrian ways	\$196.00	\$84.00	\$104.00	\$640.00	\$104.00
Snow plowing pedestrian ways (includes salting)	\$446.00	\$174.00	\$203.00	\$1,300.00	\$194.00
Removing snow from premises hauling (only on an as needed basis)					
Yards Per Load:	13	30	20	30	30
Load Rate:	\$70.00	\$250.00	\$296.00	\$310.00	\$275.00
<b>Location #2 - 52/3 District Court</b>					
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$770.00	\$395.56	\$468.00	\$5,000.00	\$461.00
Snow plowing parking lots over 6" (includes salting)	\$1,050.00	\$445.56	\$650.00	\$7,000.00	\$605.00
Salting ONLY of parking lots	\$420.00	\$214.37	\$255.00	\$1,700.00	\$277.00

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Salting ONLY of pedestrian ways	\$224.00	\$132.00	\$166.00	\$800.00	\$139.00
Snow plowing pedestrian ways (includes salting)	\$524.00	\$146.00	\$364.00	\$1,600.00	\$240.00
Shoveling sidewalk	\$300.00	\$90.00	\$156.00	\$600.00	\$109.00
Shoveling the courthouse steps (includes salting when below 25°)	\$50.00	\$180.00	\$78.00	\$600.00	\$126.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$890.00	\$120.00	\$166.00	\$1,200.00	\$136.00
Removing snow from premises hauling (only on an as needed basis)					
Yards Per Load:	13	30	20	30	30
Load Rate:	\$70.00	\$250.00	\$296.00	\$310.00	\$275.00
<b>Location #3: OCSD</b>					
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$600.00	\$341.50	\$359.00	\$3,150.00	\$397.00
Snow plowing parking lots over 6" (includes salting)	\$800.00	\$391.50	\$499.00	\$4,185.00	\$527.00
Salting ONLY of parking lots	\$350.00	\$191.50	\$172.00	\$1,050.00	\$242.00
Salting ONLY of pedestrian ways	\$84.00	\$84.00	\$83.00	\$650.00	\$96.00
Snow plowing pedestrian ways (includes salting)	\$306.00	\$174.00	\$218.00	\$1,300.00	\$204.00
Shoveling sidewalk	\$222.00	\$90.00	\$135.00	\$700.00	\$109.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$890.00	\$120.00	\$135.00	\$1,500.00	\$131.00
Removing snow from premises hauling (only on an as needed basis)					
Yards Per Load:	13	30	20	30	30
Load Rate:	\$70.00	\$250.00	\$296.00	\$310.00	\$275.00
List other charges not identified:					