

RFP-RH-09-025 2009-2010 Snow Removal Services					
	Lantis Construction Inc	Suburban Landscape Management	Evergreen Exteriors	Advanced Services Landscape LLC	Ultra Professional Outdoor Services LLC
	13854 Lakeside Circle-Ste 224	6900 Greeley	21409 Carlo Drive	35405 Beattie Drive	2431 Pontiac Road
awarded to	Sterling Heights MI 48313	Utica MI 48317	Clinton Twp MI 48038	Sterling Heights MI 48312	Auburn Hills MI 48326
Ultra Professional Outdoor Services LLC	Tony Righi/Ray Pronty	Sal Mazzola	Derrick Drumm	Jeff Babbie	Neal Glatt
	586.864.2096/586.306.8285	586.726.8873	586.948.1525	586.264.7669	248.373.3669
Location #1 City Hall					
A	\$750.00	\$595.00	\$538.00	\$400.00	\$329.00
B	\$950.00	\$912.00	\$884.00	\$550.00	\$506.00
C	\$350.00	\$312.00	\$340.00	\$215.00	\$155.00
D	\$100.00	\$125.00	\$130.00	\$100.00	\$86.00
E	\$200.00	\$225.00	\$310.00	\$139.00	\$183.00
Total City Hall A-E	\$2,350.00	\$2,169.00	\$2,202.00	\$1,404.00	\$1,259.00
F	\$125 per hour	\$125 at 10-yds per load	\$200 at 5-yds per load	\$100 at 10-yds per load	\$300 at 20-yds per load
Location #2 Pct 5					
A	\$200.00	\$130.00	\$202.00	\$115.00	\$47.00
B	\$250.00	\$210.00	\$344.00	\$175.00	\$70.00
C	\$100.00	\$70.00	\$110.00	\$65.00	\$23.00
D	\$50.00	\$80.00	\$80.00	\$35.00	\$48.00
	\$600.00	\$490.00	\$736.00	\$390.00	\$188.00
F (no E)	\$125 per hour	\$125 at 10-yds per load	\$175 at 5-yds per load	\$100 at 10-yds per load	\$300 at 20-yds per load
					They provided price for salting only of walkways for Pct 5 at \$23.00--no pricing required by City
Location #3 52/3 District Ct					
A	\$800.00	\$662.00	\$795.00	\$435.00	\$351.00
B	\$1,000.00	\$922.00	\$894.00	\$650.00	\$532.00
C	\$350.00	\$315.00	\$213.00	\$275.00	\$173.00
D	\$100.00	\$150.00	\$100.00	\$75.00	\$149.00
E	\$275.00	\$325.00	\$250.00	\$175.00	\$295.00
F	\$75.00	\$175.00	\$150.00	\$75.00	\$73.00
Total A-F	\$2,600.00	\$2,549.00	\$2,402.00	\$1,685.00	\$1,573.00
G	\$125 per hour	\$125 at 10-yds per load	\$175 at 5-yds per load	\$100 at 10-yds per load	\$300 at 20-yds per load
Location #4 OCSO					
A	\$475.00	\$250.00	\$795.00	\$200.00	\$267.00
B	\$625.00	\$375.00	\$894.00	\$295.00	\$410.00
C	\$175.00	\$125.00	\$213.00	\$95.00	\$126.00
D	\$100.00	\$100.00	\$100.00	\$50.00	\$72.00
E	\$150.00	\$220.00	\$250.00	\$75.00	\$146.00
F	\$40.00	\$110.00	\$150.00	\$40.00	\$38.00
Total A-F	\$1,565.00	\$1,180.00	\$2,402.00	\$755.00	\$1,059.00
G	\$125 per hour	\$125 at 10-yds per load	\$175 at 5-yds per load	\$100 at 10-yds per load	\$300 at 20-yds per load
<b>TOTALS ALL SITES ABOVE</b>	<b>\$7,115.00</b>	<b>\$6,388.00</b>	<b>\$7,742.00</b>	<b>\$4,234.00</b>	<b>\$4,079.00</b>
Any other charges					
	Addendum #1-charges:		None	See Addendum Pricing:	
	52/3 2-persons snow 5-12"		\$600.00	\$150.00	\$73.00
	OCSO 2-persons snow 5-12"		\$600.00	\$100.00	\$38.00
Year firm established	Established-2008	Established-1993	Established-2002	Established-1995	Established-1999
Years in business	5-years	16-years	10-years	14-years	10-years
Type of organization	Corporation	Corporation	Corporation	Corporation	LLC
Yrs providing snow removal svcs	5-years	13-years	10-years	13-years	10-years
Full-time employees	6-full time	15-full time	10-full time	12-full time	20-full time
Part-time employees	4-part time	Approx. 30-in winter	30+part time	45-part time	5-part time
Experience & financial capability:	Equipment owned free & clear; we satisfactorily serviced other	Provided service to large retail & office sites for over 10-yrs. Have proper	Provided svcs for 10-yrs to municipal & comm accts.large to small. Equip no older than 3-yrs	Family owned/operated over 12-yrs. State of art equip & educated in latest	10-years experience in snow removal Financial resources sufficient to facilitate

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awarded to	Ultra Professional Outdoor Services LLC	Sal Mazzola	Derrick Drumm	Jeff Babbie	Neal Glatt
	586.864.2096/586.306.8285	586.726.8873	586.948.1525	586.264.7669	248.373.3669
	municipalities & will do our best for all our clients.	people w/experience. Proper planning /relations w/suppliers ability to perform contracted svcs. beyond expectations.	(less down time).Staff over 120 yrs of exp in snow removal & ice management.	removal techniques. Financially sound & stable business that is fully insured.	service of additional clients.
Those responsible for on-site supervision, etc.	Tony Righi and Ray Pronty	Sal Mazola, Joe Defer & job supervisor TBD	4-roaming site inspectors/quality control	Jeff Babbie	Dan Delfoss, Jon Bazner, Neal Glatt
How many clients currently (list)	5-client names provided and noted "multiple other Comm/Indust prop."	Extensive list provided, offered to provide more upon request	List of 4-provided	Reference list provided	Indicated 22-commercial clients w/similar needs for snow removal; 100+ residential clients
Client references (min of 5)	Provided	Provided	Provided	Provided	Provided
Equipment List:	Provided	Provided	Provided	Provided	Provided
Resources to work winter 2009-2010?	Indicated Yes	Indicated Yes	Indicated Yes	Indicated Yes	Upon first snowfall
Subcontractors:	3-subcontractors listed	Indicated TBD - To Be Determined	None	None-no subcontractors will be used	None
Methodology -Work Plan	24/7 monitoring of multiple weather services. 24-hr contact avail. for all job sites, with 2-contact numbers. Typical response time of 1-hour.	Superv monitor weather 24/7; if snow employees put on call, monitor weather & patrol areas;emp.call-in as weather dictates & dispatched to jobs, jobs overseen by Superv; As work completed,reported & documented along w/weather conditions; monitor & return as necessary if snow persists.	Weather forecast monitored 24/7; when storm approaching, crews dispatched & on call, when snow 1/2" crews deployed. Supervisor for each job site, ensures QC. All job sites are QC before crews are completed and left the job.	Lengthy explanation: monitor 24/7 forecasts, schedule/allocate for each account equipment/personnel/salt. Vehicles equipped w/satellite tracking GPS for dispatch to provide best possible svcs. For 2009-2010 will run a 4-5 man crew strictly devoted to City of Rochester Hills, etc. see attachment.	Monitor weather 24/7 to dispatch plowing crews at 50% of snowfall under 6". Crews clear snow until completely cleared after snow event completion.
After hrs procedure	24/7/365 contact info for owner & manager of Lantis Construction.	Customers provided numerous mobile phone numbers. List of contacts & call order if awarded.	Keith Ives, Pres will handle.Office phone will automatically call snowwatch phone persons(4)	Weather tracking & dispatching, and snow "hotline" number provided.	Employees placed on storm watch status when storm is forecasted. Operations crew monitors weather 24/7 to dispatch crews when needed etc.
Additional comments:			None		None
Provided signed Hold Harmless:	Yes	Yes	Yes		Yes
Meet Insurance Requirements:	Indicated Yes	Indicated Yes	Indicated Yes		Indicated Yes
Completed W-9:	Yes	Yes	Yes		Yes