

PROPOSAL SUMMARY						
RFP-RH-25-034						
SNOW REMOVAL SERVICES						
NAME	ULTRA Professional Outdoor Services, LLC	HBL Enterprises LLC	Russell Landscaping Inc.	DEQ Property Services LLC.	Snow Systems	TMG
ADDRESS	4565 Dixie Hwy	7160 S. State Road	25305 Little Mack Ave.	69210 Powell Road	600 N. Wolf Court	9962 Brook Road, Suite 629
Awarded to:	Waterford, MI 48329	Goodrich, MI 48438	Saint Clair Shores, MI 48080	Armada, MI 48005	Wheeling, IL 60090	Glen Allen, VA 23005
Year Firm Established	1999	2017	1987	2018	1979	2011
Years in Business	25	8	38	34	46	14
Type of Organization	Individual	Individual	Corporation	Partnership	Corporation	Corporation
How many years has your company been providing snow removal services?	25 years, Since 1999	Since our founding in 2017. We've provided snow removal services for eight years.	38	34 Years - in 2018, Snow Plow Group was acquired by DEQ Property Services.	46 years	14 Years
Full Time Employees	50	14	30	7 Exec/Mgt	250+	40
Part Time Employees	10	30+	55	200+ Winter Seasonal	500+	0
Qualifications:	<p>Providing 25 years of snow and ice management services to southeaster MI properties. Six acre facility that supplies our bulk salt and paletized bag product, a mechanic on staff during winter storms and top of the line equipment.</p>	<p>We have an extensive fleet of trucks, snow plows, salters, sidewalk snow machines, and heavy equipment operated by a trained team of professionals who take pride in what they do. We are a commercial only snow provider and maintain a full supply of bulk and bagged deicing products.</p>	<p>Russell Landscaping Inc. has been one of Metro Detroit's leading snow removal contractors since 1987. We have a very well maintained and updated fleet of reliable equipment with mechanics, supervisors, and owners group always ensuring a high level of service.</p>	<p>DEQ Property Services was established in 2018 by Robert Speed and Jack Redburn.</p> <p>Robert Speed's background includes professional corporate experience, with his retirement in 2017 as President of a public company. Jack Redburn has over 33 years of owning and operating companies involved in commercial snow removal, and holds a Certified Snow Professional designation from the Snow & Ice Management Association (SIMA).</p> <p>Matt Holt, Business Development Manager, possesses a BBA Management degree and has completed graduate classes in Strategic Leadership. 10 years in automotive engineering in supervisory, team leader, program management, and manager roles. In 2018, he transitioned to commercial snow and ice management. Holt is a member of Connect Macomb.</p> <p>Management team with over 30 years of industry experience. Operational staff comprises plow drivers (50+ with 5+ years of experience), salt truck drivers (25+ with 5+ years of experience), heavy equipment operators (20+ with 5+ years of experience), sidewalk crew leaders (30+ with 5+ years of experience), and sidewalk crew members (30+ with 2+ years of experience). The Snow Plow Group is prepared to assign dedicated personnel to projects</p>	<p>Operate 24 hours a day during the snow season. Snow and ice control is their exclusive business. They utilize Doppler radar for storm tracking and are described as an industry leader in snow reporting. Weather reporting is provided by Weather Works, a third-party certified meteorologist, with reports available to customers.</p> <p>All vehicles are equipped with GPS tracking for monitoring location, time, and fuel consumption.</p> <p>On-site training and dry runs are conducted for operators, and site maps are created for each property.</p> <p>A 24/7 helpline is available for requests.</p> <p>Dispatchers manage equipment and labor allocation during storms.</p>	<p>TMG exists to solve problems for our clients by providing real estate management, maintenance, and construction resources using our vast and professional network from all over the country.</p> <p>TMG combines a broad reach with local execution. With four decades of experience in partnering with clients to find cost effective and efficient solutions, TMG prides itself on providing customized real estate management services to meet your business needs.</p>
Experience:	<p>Providing 25 years of snow and ice management services to southeaster MI properties. Six acre facility that supplies our bulk salt and paletized bag product, a mechanic on staff during winter storms and top of the line equipment.</p>	<p>We have eight seasons of experience providing snow and ice management services to commercial, industrial, utility and municipal clients in Oakland County.</p>	<p>Since 1987</p>	<p>See above.</p>	<p>Snow Systems Nationwide has 46 years of experience in snow removal.</p> <p>Their initial client from 1979 reportedly remains a client. Their work often involves large-scale projects such as corporate headquarters, office buildings, manufacturing plants, and public roads.</p>	<p>TMG has provided snow and ice removal services for a number of different municipalities throughout the past decades. We take pride in giving our clients exceptional service and grant access to our tracking and workflow management software. Applications like Field Tech Connect and Weather Works give us a strong source of real-time data and the ability to organize operational functions in a way that sets us apart from our competitors. We have assembled a team capable of developing and administering these tools inhouse, eliminating third party interactions for faster resolution.</p>
Financial Capability:	<p>25 years of consistent cash flow and reserves to manage this sizeable account.</p>	<p>HL Lawn Services operate with healthy cash reserved and established credit lines. With eight years of growth and careful financial management. HL Lawn Services has built a resilient business model that supports operations and long-term partnerships.</p>	<p>Russell Landscaping Inc. is in good financial standing.</p>	<p>5-year strategic vision includes financial stability as a core principle. As of May 2025, the company's financial liquidity ratios include: Debt to Equity of 0.4, Debt to Cash Flow of 0.5, Cash Ratio of 2.2, Interest Coverage Ratio of 26.8, and Debt Service Coverage Ratio of 7.7. Prepares an Annual Operating Plan and measures performance against it monthly to identify and resolve financial concerns. The company currently holds over \$500,000 in cash equivalent money markets and has an established credit line of \$1.0 million with over \$750,000 of undrawn availability. The company has a relationship with PNC bank, which could allow for increased debt levels if required.</p>	<p>We are a national snow removal company. We have manpower, equipment + resources in 44 states.</p>	<p>TMG has the capability of producing exemplary results for both small and large clients. Specifically for snow removal, we have successfully provided efficient and effective services for clients which have only a few sites, as well as for clients that require services across several states simultaneously.</p>
Identify those in your firm who would be responsible, including on-site supervision, for this project. Include and submit copies of their licenses, registrations or certifications (if applicable). Include credentials of principals and those who will be working on the project.	<p>Dan Delfoss -Owner</p>	<p>Hunter Long - Owner, 15 year experience Jeff Neff - Anow manger, 12 years experience Eric Merrow - Account manager, 5 years experience</p>	<p>Brett Russell - V.P. and Area Supervisor Nathan Hill - Area Supervisor and Municipal Account Manager</p>	<p>Josh Denean - Operation Manager Matt Antczak - Service Partner Manager Jack Redburn - President Matt Holt - Sales Manager / SP Manager Additional on-site managers will be provided once contract has been awarded</p>	<p>TBD</p>	<p>Our Operations Manager, Kenny Wieder, and Jay Gowda, a Strategic Projects Manager, would be the primary individuals responsible for this project. Resumes were provided.</p>

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How many clients does your company currently serve with the type of service described? (NOTE: Include Municipal prior experience, if applicable).	Over 40 sizable commercial sites, including HOA's and condominium complexes.	We currently provide snow and ice management services to 30 commercial clients and one municipal clients. We are a contractor for Novi for snow removal services.	~300 snow accounts (one account being the City of Troy) City of Troy Clean Earth Environmental New Mark Large Shopping Center and Office Park City of Birmingham Bank of America 25+ Bank Sites	Snow Plow Group provides services to over 175 clients throughout metro Detroit. We have serviced the City of Sterling Heights for the past 4 years and have just signed another 3-year contract with them. In addition, we provide services to medical facilities, big box stores, shopping plazas, multiple professional office buildings, as well as several privately owned businesses. We currently service 18 high traffic Kroger sites across Southeast	Regional Site Services Village of Downers Grove, IL FedEx City of Highland Park, IL BJ's Wholesale Club	TMG currently provides snow services for 16 clients. Among those clients, we serve The City of Charlottesville, The City of Chesapeake, Virginia Department of Motor Vehicles, Hanover County Public Schools, and Stafford County.
Provide a list of client references (min 5). Include company name, address, contact name, contact email and contact phone number.	None Provided	Upon the successful award of this contract, HL Lawn Services will be pleased to furnish you with a comorehensive list of client references.	References Provided	References provided	References provided	References provided
Provide an Equipment List (include attachments if necessary):	Plows, shovels, pusher boxes, dump trucks and more.	2 toro grandstand multi force w/4ft boss plow, 1 Kubota utv side by side w/6ft V-plow, 6 boss snowrator with drop salters and brine tank & sprayer, 1 Suzuki 4 wheeler 2 w/5ft boss V-plow, 1 2024 Polaris 850 4 wheeler w/4ft boss plow, 6 toro power clear snow blowers, 1 toro 2 stage snowblower power max 828 OAE, 1 Husqvarna 2 stage snowblower, 1 ford E350 box truck, 1 Isuzu HPR flat bed, 1 Isuzu NPR Box truck, 2 cat skid steers with push boxes, 1 Kubota 6060 tractor w/16ft rear blade and push box, 3 Hitachi front end loaders w/push boxes, 1 john Deere 310d backhoe w/push box, 1 Kubota front end loader w/push box, 20 fleet of trucks with plows (6 with bed salters), 1 international 4300 w/7yd salter, 1	Long list of Equipment Provided	100+ Plow Trucks with plows, 20+ heavy equipment w/push boxes, 50+ sidewalk crews, 20+ snowraters, 10+ enclosed trailers for on-site storage, multiple salt bin storage locations in Macomb and Oakland Counties, Snow Plow Group will assign specific equipment to each site upon award of contract.	All vehicles are equipped with GPS tracking for monitoring location, time, and fuel consumption. No list provided.	4-Wheel Drive Trucks, Single Axle Dump Trucks, Tandem Axle Dump Trucks, Backhoe's, Skid Steers, Salt Spreaders, Rubber Tire Loaders, Mini Track Loaders, and Shovels.
Provide a list of any subcontractors who are utilized by your company. If subcontractors are to be utilized, clearly define hourly rates and any additional costs.	Subcontractors will not be used.	We will not be utilizing sub contractors on this contract.	We do not use subs	Service partners are not part of the work plan for this project.	No subcontractors used	N/A
Provide a work plan for accomplishing the services identified in the Proposal.	None Provided	We proactively and continuously monitor weather condition which enables us to anticipate events and react in a timely manner. Additionally we perform in person site checks regularly to ensure accuracy of reported data. All of our personnel are on standby for winter operations and check in regularly. This allows us to respond quickly to any snow events. Multiple resources will be dedicated to the specified sites including trucks, snowrators and personnel, so that service is both timely and efficient.	The snow industry is a 24/7 operation. Within 30 min of accumulation we will be on site servicing the sites.	As outlined in our 9 step service process (see attachment F), a more detailed operational plan will be created if awarded the service contract. Sites will be services according to RFP Matrix/guidelines and Snow Plow Group will conduct a pre-season meeting with the city to further discuss priorities and operational details. 1) Detailed Measurement of each property and establish LOS 2) Equipment maintenance and operator training 3) Create operational service plan 4) Site documentation and preparation 5) Service planning & training 6) Fulltime weather monitoring 7) pre-event plan notification 8) Real-time service reports 9) Event quality scoring	Preparation: Storms are tracked using Doppler radar. Weather Works provides certified weather reports. Snow storm warning reports, including expected start/stop times and accumulation, are sent to customers before an event. Operators receive job site training and perform dry runs. Site maps are created for each property, noting special needs. Equipment is housed, maintained, and owned by the company. During a Storm: The company aims to perform work efficiently within a critical window of opportunity. A command center communicates with fleet managers and team leaders. Multiple dispatchers manage equipment and labor. GPS tracking devices on vehicles allow for real-time monitoring of location, start/stop times, and fuel consumption. After a Storm: Certified snowfall totals for the area can be provided to customers. Reports can be submitted to customers upon request. Communication: A 24/7 helpline is available for customer	TMG utilizes WeatherWorks, a nationally recognized meteorological service. We receive reports multiple times throughout the day, showing ice and snowfall expectations in the future 72-hour period. These reports help us assess when service is needed in whichever area our clients are based. We will know when the temperatures are going to be below 25 degrees, the ice/snow accumulation totals, as well as any freeze threats in the near future. Along with these forecast reports, this service provides us with certified snowfall totals for any given area which we service. These totals are certified within 48 hours, in most cases.
Identify your procedure for After-hours and Emergency Calls. Provide the PROCEDURE FOR HANDLING NIGHT, WEEKEND CALLS AND/OR EMERGENCY CALLS. Failure to submit with proposal may result in rejection of proposal.	Call cell phone listed.	As previously stated weather is monitored 24/7 to track any potential events, including lake effect bands. Owner and account Manager are available by phone around the clock.	Two on call managers are available 24/7 at all times for emergency service needed. Holidays, weekends, etc. no extra charge. When we are in a storm 30 min generally. When we are not in a major storm and managers are on call, typically we can have a truck on site within 60 min.	Snow Plow Group offers a 24/hour "SALT NOW" call center. When a call is received, our representative will gather; client name, site# (on card), address, phone number, and email address in addition to the service concern. Our team of experts are notified immediately by text and email and will call back within 15 minutes. Our team will assign and dispatch an appropriate crew(s) to remedy the situation, then follow up with an email that includes photos and explanation of the services that were performed	You will be provided a 24/7 contact phone number. This number can be used for communication via call/text.	TMG is readily available to our clients. Our phone number is 24 hours and is forwarded to key members of the organization. By reaching out to this number, we can ensure all requests are addressed in a timely manner.

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Additional comments:	none provided	none provided	None	Snow Plow Group is an industry leader in both quality and communication. As a part of our operations, we used over 40 on-site cameras in the field during the 2024-25 season, and we plan to add significantly more to our operations for the 2025-26 season. Based on your RFP, we believe that your facilities align with our top Pinnacle service package, which is how we have priced your service. See attachment G for more information.	None provided	None
Preferred Payment Method?	ACH - 45 days from receipt of invoice	ACH - 45 days from receipt of invoice	ACH - 45 days from receipt of invoice	ACH - 45 days from receipt of invoice	ACH - 45 days from receipt of invoice	ACH - 45 days from receipt of invoice
Insurance Requirements?	Yes	Yes	Yes	yes	Yes	Yes
W-9?	Yes	Yes	Yes	Yes	Yes	Yes
Location #1 - Rochester Hills City Hall, 1000 Rochester Hills Drive, Rochester Hills						
Snow plow parking lots 1" to 6" (includes salting)	\$550.00	\$540.80	\$990.00	\$1,000.00	\$720.00	\$1,200.00
Snow plowing parking lots over 6" (includes salting)	\$752.00	\$738.40	\$1,138.00	\$1,800.00	\$850.00	\$1,600.00
Salting ONLY of parking lots	\$350.00	\$336.00	\$400.00	\$325.00	\$360.00	\$360.00
Salting ONLY of pedestrian ways	\$150.00	\$145.00	\$120.00	\$175.00	\$275.00	\$225.00
Snow plowing pedestrian ways (includes salting)	\$260.00	\$252.00	\$195.00	\$385.00	\$600.00	\$585.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #2 - 52/3 District Courthouse, 700 Barclay Circle, Rochester Hills						
Snow plow parking lots 1" to 6" (includes salting)	\$640.00	\$619.50	\$850.00	\$850.00	\$550.00	\$1,400.00
Snow plowing parking lots over 6" (includes salting)	\$850.00	\$840.00	\$963.00	\$1,570.00	\$680.00	\$1,820.00
Salting ONLY of parking lots	\$395.00	\$351.75	\$400.00	\$275.00	\$280.00	\$480.00
Salting ONLY of pedestrian ways	\$230.00	\$215.25	\$180.00	\$325.00	\$240.00	\$425.00
Snow plowing pedestrian ways (includes salting)	\$465.00	\$456.75	\$405.00	\$720.00	\$500.00	\$1,450.00
Shoveling sidewalk	\$205.00	\$194.25	\$225.00	\$395.00	\$390.00	\$1,040.00
Shoveling the courthouse steps (includes salting when below 25°)	\$145.00	\$126.00	0 - included in shoveling each time as needed	\$175.00	\$300.00	\$390.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$395.00	\$194.25	338 - no salt	\$600.00	\$950.00	\$1,400.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #3: Oakland County Sheriff's Office, 750 Barclay Circle, Rochester Hills						
Snow plow parking lots 1" to 6" (includes salting)	\$500.00	\$488.25	\$850.00	\$775.00	\$550.00	\$600.00
Snow plowing parking lots over 6" (includes salting)	\$650.00	\$656.00	\$963.00	\$1,430.00	\$680.00	\$800.00
Salting ONLY of parking lots	\$285.00	\$236.00	\$400.00	\$250.00	\$280.00	\$225.00
Salting ONLY of pedestrian ways	\$150.00	\$126.00	\$180.00	\$145.00	\$240.00	\$125.00
Snow plowing pedestrian ways (includes salting)	\$315.00	\$294.00	\$405.00	\$320.00	\$500.00	\$650.00
Shoveling sidewalk	\$185.00	\$168.00	\$225.00	\$175.00	\$310.00	\$525.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$295.00	\$168.00	338 (no salt)	\$265.00	\$1,650.00	\$700.00

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Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #4: Fire Station #1, 1111 Horizon Court, Rochester Hills						
	\$350.00	\$325.50	\$425.00	\$500.00	\$390.00	\$1,100.00
Snow plow parking lots 1" to 6" (includes salting)						
	\$475.00	\$436.00	\$482.00	\$925.00	\$525.00	\$1,400.00
Snow plowing parking lots over 6" (includes salting)						
Salting ONLY of parking lots	\$220.00	\$200.00	\$200.00	\$165.00	\$210.00	\$350.00
Salting ONLY of pedestrian ways	\$125.00	\$110.00	\$90.00	\$55.00	\$110.00	\$175.00
	\$235.00	\$220.50	\$165.00	\$125.00	\$240.00	\$425.00
Snow plowing pedestrian ways (includes salting)						
Shoveling sidewalk	\$120.00	\$110.00	\$75.00	\$70.00	\$130.00	\$250.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$180.00	\$110.00	\$113.00	\$105.00	\$720.00	\$325.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #5: Fire Station #2, 1251 E. Auburn Road, Rochester Hills						
	\$240.00	\$215.25	\$250.00	\$150.00	\$145.00	\$400.00
Snow plow parking lots 1" to 6" (includes salting)						
	\$310.00	\$225.50	\$282.00	\$275.00	\$210.00	\$520.00
Snow plowing parking lots over 6" (includes salting)						
Salting ONLY of parking lots	\$150.00	\$294.00	\$125.00	\$50.00	\$150.00	\$200.00
Salting ONLY of pedestrian ways	\$65.00	\$126.00	\$60.00	\$55.00	\$50.00	\$125.00
	\$115.00	\$42.00	\$135.00	\$120.00	\$110.00	\$325.00
Snow plowing pedestrian ways (includes salting)						
Shoveling sidewalk	\$65.00	\$95.00	\$75.00	\$65.00	\$65.00	\$200.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$100.00	\$105.00	\$113.00	\$100.00	\$305.00	\$300.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #6: Fire Station #3, 111 Horizon Court, Rochester Hills						
	\$230.00	\$215.25	\$250.00	\$165.00	\$145.00	\$400.00
Snow plow parking lots 1" to 6" (includes salting)						
	\$315.00	\$294.00	\$282.00	\$300.00	\$210.00	\$520.00
Snow plowing parking lots over 6" (includes salting)						
Salting ONLY of parking lots	\$150.00	\$120.00	\$125.00	\$55.00	\$150.00	\$200.00
Salting ONLY of pedestrian ways	\$65.00	\$45.00	\$60.00	\$25.00	\$50.00	\$125.00
	\$115.00	\$95.00	\$135.00	\$50.00	\$110.00	\$325.00
Snow plowing pedestrian ways (includes salting)						
Shoveling sidewalk	\$65.00	\$60.00	\$75.00	\$25.00	\$65.00	\$200.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$100.00	\$60.00	\$113.00	\$40.00	\$305.00	\$300.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #7: Fire Station #4, 2723 Walton Boulevard, Rochester Hills						
	\$290.00	\$268.00	\$250.00	\$165.00	\$145.00	\$400.00
Snow plow parking lots 1" to 6" (includes salting)						
	\$380.00	\$362.25	\$282.00	\$300.00	\$210.00	\$520.00
Snow plowing parking lots over 6" (includes salting)						
Salting ONLY of parking lots	\$170.00	\$157.50	\$125.00	\$55.00	\$150.00	\$200.00
Salting ONLY of pedestrian ways	\$90.00	\$85.00	\$60.00	\$50.00	\$50.00	\$125.00

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Snow plowing pedestrian ways (includes salting)	\$150.00	\$137.00	\$135.00	\$110.00	\$110.00	\$325.00
Shoveling sidewalk	\$90.00	\$80.00	\$75.00	\$60.00	\$65.00	\$200.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$120.00	\$80.00	\$113.00	\$90.00	\$305.00	\$300.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #8: Fire Station #5, 251 E. Tienken, Rochester Hills						
Snow plow parking lots 1" to 6" (includes salting)	\$225.00	\$215.25	\$215.00	\$150.00	\$165.00	\$400.00
Snow plowing parking lots over 6" (includes salting)	\$315.00	\$294.00	\$246.00	\$275.00	\$210.00	\$520.00
Salting ONLY of parking lots	\$150.00	\$120.00	\$90.00	\$50.00	\$175.00	\$200.00
Salting ONLY of pedestrian ways	\$60.00	\$45.00	\$60.00	\$25.00	\$50.00	\$125.00
	\$115.00	\$95.00	\$135.00	\$55.00	\$110.00	\$325.00
Snow plowing pedestrian ways (includes salting)						
Shoveling sidewalk	\$60.00	\$60.00	\$75.00	\$30.00	\$65.00	\$200.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$90.00	\$60.00	\$113.00	\$45.00	\$315.00	\$300.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$350.00	\$350.00
Location #9: Emmons Parking Lot, Auburn Road						
Snow plow parking lots 1" to 6" (includes salting)	\$230.00	\$215.25	\$195.00	\$100.00	\$165.00	\$325.00
Snow plowing parking lots over 6" (includes salting)	\$340.00	\$315.00	\$220.00	\$165.00	\$210.00	\$425.00
Salting ONLY of parking lots	\$150.00	\$126.00	\$100.00	\$50.00	\$175.00	\$150.00
Removing snow & Salting - Sidewalk Pad	\$95.00	\$95.00	\$95.00	\$50.00	\$50.00	\$0.00
Removing Snow (no salting) - Sidewalk Pad	\$55.00	\$55.00	\$70.00	\$25.00	\$110.00	\$0.00
Salting Only - Sidewalk Pad	\$60.00	\$45.00	\$25.00	\$25.00	\$65.00	\$0.00
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Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #10: Harrison / Eastern Parking Lot, Auburn Road						
Snow plow parking lots 1" to 6" (includes salting)	\$470.00	\$441.00	\$255.00	\$230.00	\$290.00	\$575.00
Snow plowing parking lots over 6" (includes salting)	\$685.00	\$661.50	\$290.00	\$435.00	\$495.00	\$725.00
Salting ONLY of parking lots	\$240.00	\$220.50	\$100.00	\$65.00	\$325.00	\$225.00
Removing snow & Salting - Sidewalk Pad	\$115.00	\$95.00	\$95.00	\$50.00	\$600.00	\$65.00
Removing Snow (no salting) - Sidewalk Pad	\$60.00	\$50.00	\$70.00	\$25.00	\$400.00	\$50.00
Salting Only - Sidewalk Pad	\$60.00	\$45.00	\$25.00	\$25.00	\$60.00	\$30.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	8	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	\$160.00	\$550.00	\$350.00
Location #11: Eastern Parking Lot, Auburn Road						
Snow plow parking lots 1 1/2" to 6" (includes salting)	\$480.00	\$276.00	\$320.00	\$110.00	\$145.00	\$725.00
Snow plowing parking lots over 6" (includes salting)	\$700.00	\$362.00	\$363.00	\$185.00	\$210.00	\$950.00
Salting ONLY of parking lots	\$270.00	\$138.00	\$150.00	\$50.00	\$150.00	\$310.00
Removing snow & Salting - Walks (both sides of Eastern)	\$115.00	\$59.00	\$135.00	\$100.00	\$150.00	\$225.00

PROPOSAL SUMMARY						
RFP-RH-25-034						
SNOW REMOVAL SERVICES						
NAME	ULTRA Professional Outdoor Services, LLC	HBL Enterprises LLC	Russell Landscaping Inc.	DEQ Property Services LLC.	Snow Systems	TMG
ADDRESS	4565 Dixie Hwy	7160 S. State Road	25305 Little Mack Ave.	69210 Powell Road	600 N. Wolf Court	9962 Brook Road, Suite 629
Awarded to:	Waterford, MI 48329	Goodrich, MI 48438	Saint Clair Shores, MI 48080	Armada, MI 48005	Wheeling, IL 60090	Glen Allen, VA 23005
Removing Snow (no salting) - Walks (both sides of Eastern)	\$65.00	\$35.00	\$85.00	\$60.00	\$250.00	\$210.00
Salting Only - Walks (both sides of Eastern)	\$60.00	\$24.00	\$50.00	\$40.00	\$50.00	\$65.00
Removing snow from premises hauling (only on an as needed basis)						
Yards Per Load:	10	15	20	left blank	20	4
Load Rate:	\$300.00	\$337.50	\$500.00	left blank	\$550.00	\$350.00
List any other charges not identified in pricing tables for City Hall, 52/3 District Court and OCSO	None	Should the cost of deicing materials for HL Lawn Services increase by 10% or more compared to the costs at the time this proposal was submitted and or accepted, the City of Rochester Hills will be responsible for the difference. HL Lawn Services will provide documentation to support any additional charges, which will be added to the fixed pricing for each service. A minimum hauling charge for removal of \$1,500 per site.	None	Removing Snow: +\$120/hr for loader. City must provide dump site within city limits.	left blank	left blank
List any other charges not identified in Fire Stations #1-#5 and Auburn Road Parking Lots. If none, please include NONE on your response:	None	Should the cost of deicing materials for HL Lawn Services increase by 10% or more compared to the costs at the time this proposal was submitted and or accepted, the City of Rochester Hills will be responsible for the difference. HL Lawn Services will provide documentation to support any additional charges, which will be added to the fixed pricing for each service. A minimum hauling charge for removal of \$1,500 per site.	None	Removing Snow: +\$120/hr for loader. City must provide dump site within city limits.	left blank	left blank