NOTICE OF RENEWAL OF CONTRACT

TO: SEE ATTACHED VENDOR LIST
DATE ISSUED: SEPTEMBER 10, 2012
CURRENT CONTRACT NO: 564-12
CONTRACT TITLE: DES: SNOW REMOVAL - WPCP, WASTEWATER LIFT STATIONS, TRADES CENTER

THIS IS A NOTICE OF RENEWAL OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.

This is your notice that the above referenced contract has been renewed. The contract term covered by this Notice of Award is effective OCTOBER 1, 2012 and expires on SEPTEMBER 30, 2013.

This is the SECOND year award notice of a possible FIVE year contract.

The contract documents consist of the terms, conditions, and specifications of Invitation to Bid No. 564-12 and the bid of the Contractor.

CONTRACT PRICING:

1) REFER TO CONTRACTORS’ BID FORMS (ATTACHED)

2) PRICE ADJUSTMENTS FOR EXTENSION OPTIONS BASED ON MARCH CPI-U.

ATTACHMENTS:

1) CONTRACTORS’ BID FORMS

2) INVITATION TO BID NO. 564-12

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

| VENDOR CONTACT: SEE ATTACHED VENDOR LIST | TELEPHONE NO.: SEE ATTACHED VENDOR LIST |
| VENDOR PAYMENT TERMS: NET 30 DAYS | EMAIL ADDRESS: SEE ATTACHED VENDOR LIST |
| TAX ID NUMBER (EIN/SSN): SEE ATTACHED VENDOR LIST | |
| COUNTY CONTACT: PENNY NEWQUIST | TELEPHONE NO.: 703-228-4402 |
| EMAIL ADDRESS: PNEWQUIST@ARLINGTONVA.US |

CONTRACT AUTHORIZATION

ELIZABETH B. DOOLEY, CPP, CBIP
ASSISTANT PURCHASING AGENT

DATE: 9/10/12

DISTRIBUTION

VENDOR: 1
BID FOLDER: 2
CONTRACT 564-12 VENDOR LIST

ROCK HARD EXCAVATING
CONTACT: MIKE ABBINGTON
EMAIL: SHEPARDKM@GMAIL.COM
PHONE: 703-742-5444
TAX ID NUMBER: 54-1335297
ADDRESS: 1202 MONROE STREET
HERNDON, VA 20170

BRYAN'S COMPLETE LAWN SERVICES (BCLS)
CONTACT: CARLOS SALINAS
EMAIL: CSALINAS@BCLSINC.COM
PHONE: 804-752-0052 CELL: 804-615-4450
TAX ID NUMBER: 54-1947178
ADDRESS: 12134 WASHINGTON HIGHWAY
ASHLAND, VA 23005
A. Hourly Rates of Equipment (Includes Operator)

<table>
<thead>
<tr>
<th>#</th>
<th>Location</th>
<th>Estimated Hours</th>
<th>Hourly Rate</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4WD Pick-up, 4-3 ton w/plow a&amp; min 2cy spreader</td>
<td>60</td>
<td>$75.25</td>
<td>$4515</td>
</tr>
<tr>
<td>2</td>
<td>Flatbed or stakebody w/plow &amp;/or spreader as needed</td>
<td>60</td>
<td>$75.25</td>
<td>$4515</td>
</tr>
<tr>
<td>3</td>
<td>ATV w/plow &amp;/or spreader</td>
<td>60</td>
<td>$90.50</td>
<td>$5430</td>
</tr>
<tr>
<td>4</td>
<td>Skid steer w/blade &amp;/or snow blower as needed</td>
<td>60</td>
<td>$90.50</td>
<td>$5430</td>
</tr>
<tr>
<td>5</td>
<td>Crew member using snow blower, shovel, ice rake, spreader, brush, &amp; other tools as needed</td>
<td>60</td>
<td>$35.50</td>
<td>$2130</td>
</tr>
<tr>
<td>6</td>
<td>Total Amount</td>
<td></td>
<td></td>
<td>$22,020</td>
</tr>
</tbody>
</table>

B. Additional, Special, and Non-Standard Equipment

<table>
<thead>
<tr>
<th>#</th>
<th>Item</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Backhoe</td>
<td>$121.00</td>
</tr>
<tr>
<td>2</td>
<td>Wheel Loader</td>
<td>$176.75</td>
</tr>
</tbody>
</table>

Rock Hard Excavating, Inc.

Authorized Signature: [Signature]

Name and Title: Michael Arrington

Date: 8/15/12
**A. Hourly Rates of Equipment (Includes Operator)**

<table>
<thead>
<tr>
<th>#</th>
<th>Location</th>
<th>Estimated Hours</th>
<th>Hourly Rate</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>4WD Pick-up, ¾-3 ton w/plow &amp;/min 2cy spreader</td>
<td>60</td>
<td>$121.50</td>
<td>$729.00</td>
</tr>
<tr>
<td>2</td>
<td>Flatbed or stakebody w/plow &amp;/or spreader as needed</td>
<td>60</td>
<td>$152.55</td>
<td>$915.30</td>
</tr>
<tr>
<td>3</td>
<td>ATV w/plow &amp;/or spreader</td>
<td>60</td>
<td>$116.95</td>
<td>$701.70</td>
</tr>
<tr>
<td>4</td>
<td>Skid steer w/blades &amp;/or snow blower as needed</td>
<td>60</td>
<td>$116.75</td>
<td>$700.60</td>
</tr>
<tr>
<td>5</td>
<td>Crew member using snow blower, shovel, ice rake, spreader, brush, &amp; other tools as needed</td>
<td>60</td>
<td>$34.00</td>
<td>$2040.00</td>
</tr>
<tr>
<td>6</td>
<td>Total Amount</td>
<td></td>
<td></td>
<td>$32,167.40</td>
</tr>
</tbody>
</table>

**B. Materials**

<table>
<thead>
<tr>
<th>#</th>
<th>Item</th>
<th>Unit</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Cryotech</td>
<td>55 lb bag</td>
<td>$101.70</td>
</tr>
<tr>
<td>2</td>
<td>Deicing Agent</td>
<td>55 lb bag</td>
<td>$19.83</td>
</tr>
<tr>
<td>3</td>
<td>Calcium Chloride</td>
<td>55 lb bag</td>
<td>$19.83</td>
</tr>
<tr>
<td>4</td>
<td>Magnesium Chloride</td>
<td>55 lb bag</td>
<td>$19.83</td>
</tr>
<tr>
<td>5</td>
<td>Sodium Chloride (Rock Salt)</td>
<td>55 lb bag</td>
<td>$4.83</td>
</tr>
</tbody>
</table>

**Bryan's Complete Lawn Services**  
Bryan

**Authorized Signature:**

**Name and Title:** Linda Spencer - Regional Operations Manager  
**Date:** 8/24/2012