TO: SEE ATTACHED VENDOR LIST  
DATE ISSUED: OCTOBER 23, 2013  
CURRENT CONTRACT NO: 564-12  
CONTRACT TITLE: DES: SNOW REMOVAL - WFCP, 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 IMMEDIATELY and expires on SEPTEMBER 30, 2014.

This is the THIRD 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.

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  
EMAIL ADDRESS: SEE ATTACHED VENDOR LIST  

VENDOR PAYMENT TERMS: NET 30 DAYS  

COUNTY CONTACT: KEVIN CONNOLLY  
TELEPHONE NO.: 703-228-3694  
EMAIL ADDRESS: KCONNOLLY@ARLINGTONVA.US  

CONTRACT AUTHORIZATION
ELIZABETH B. DOOLEY, CPP, CPPA  
ASSISTANT PURCHASING AGENT  
Date: 11/4/13

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

ROCK HARD EXCAVATING
CONTACT: MIKE ARRINGTON
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
# CONTRACT NO. 564-12

## CONTRACT PRICINGS

### 2012 - 2013

### 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, 3/4-3 ton w/plow a&amp; min 2cy spreader</td>
<td>60</td>
<td>$121.50</td>
<td>$7290.00</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>$9153.00</td>
</tr>
<tr>
<td>3</td>
<td>ATV w/plow &amp;/or spreader</td>
<td>60</td>
<td>$116.95</td>
<td>$7017.00</td>
</tr>
<tr>
<td>4</td>
<td>Skid steer w/blade &amp;/or snow blower as needed</td>
<td>60</td>
<td>$116.75</td>
<td>$7007.00</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>$32,517.00</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's**

**AUTHORIZED SIGNATURE:**

**NAME AND TITLE:** Linda Spencer - Regional Operations Manager

**DATE:** 8/24/2012
ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
INVITATION TO BID NO. 956-12

REVISED BID FORM PAGE 1 OF 4

SUBMIT TWO (2) FULLY-COMPLETE AND SIGNED BID FORMS TO THE OFFICE OF
THE BID CLERK, SUITE 511, 2100 CLARKSDON BLVD., ARLINGTON, VIRGINIA,
22201 (ONE FORM SHALL CONTAIN AN ORIGINAL LONGHAND SIGNATURE; THE OTHER
SHALL BE A PHOTOCOPY OF THE SIGNED ORIGINAL)

BIDS WILL BE OPENED AT 2:00 P.M., ON SEPTEMBER 20, 2011

FOR PROVIDING SNOW REMOVAL SERVICES FOR WATER POLLUTION CONTROL PLANT,
WASTEWATER LIFT STATIONS AND TRADES CENTER PER THE TERMS, CONDITIONS
AND SPECIFICATIONS OF THIS SOLICITATION:

A. Hourly rate of equipment (includes operator)

<table>
<thead>
<tr>
<th></th>
<th>Hourly</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Rate</td>
</tr>
<tr>
<td>1. MW Pick-up, 4' 1 ton w/pow all w/ 1 ton hay spreader</td>
<td>$7.74/hr</td>
</tr>
<tr>
<td>2. Flatbed or stakebody w/pow all w/1 ton spreader as needed</td>
<td>$7.74/hr</td>
</tr>
<tr>
<td>3. Bobcat w/pow all w/bobcat</td>
<td>$8.89/hr</td>
</tr>
<tr>
<td>4. Skid steer w/blade all w/skid steer as needed</td>
<td>$8.61/hr</td>
</tr>
<tr>
<td>5. Crew member using snow blower, snow shovel, ice rake, spreader, brush, tools as needed</td>
<td>$35/hr</td>
</tr>
<tr>
<td>6. Materials</td>
<td></td>
</tr>
<tr>
<td>a. Crushrock</td>
<td>$1.50/bag</td>
</tr>
<tr>
<td>b. Watering agent</td>
<td>$0.30/bag</td>
</tr>
<tr>
<td>c. Calcium chloride</td>
<td>$0.30/bag</td>
</tr>
<tr>
<td>d. Magnesium chloride</td>
<td>$0.30/bag</td>
</tr>
<tr>
<td>e. Sodium chloride (rock salt)</td>
<td>$0.20/bag</td>
</tr>
</tbody>
</table>

BIDDER'S NAME: Rock Hard Excavating, Inc.

[Signature]

Date: 10/22/13
B. ADDITIONAL, SPECIAL, AND NON-STANDARD EQUIPMENT (not included in all evaluations) The Contractor is advised that this list is by no means exhaustive and that the responsibility of providing the suppliers and equipment necessary and essential for performing work specified in the contract lies with the Contractor:

- Backhoe $119/hr.
- Wheel Loader $174/hr.

C. REFERENCES: LIST AT LEAST THREE REFERENCES:

<table>
<thead>
<tr>
<th>NAME OF ORGANIZATION</th>
<th>TELEPHONE NUMBER</th>
<th>CONTACT PERSON</th>
</tr>
</thead>
<tbody>
<tr>
<td>Arlington Co. DEP</td>
<td>(703) 228-4451</td>
<td>James Menditto</td>
</tr>
<tr>
<td>Wade Company</td>
<td>(703) 534-6900</td>
<td>Lisa</td>
</tr>
<tr>
<td>Virginia Management</td>
<td>(703) 358-6024</td>
<td>Paul Lilia</td>
</tr>
</tbody>
</table>

D. DID THE BIDDER SUBMIT EVIDENCE OF OPERATOR EXPERIENCE AS REQUIRED ON PAGE 10? [ ]

The undersigned understands and acknowledges the following:

The official, true, and complete copy of the solicitation documents, which shall include all appendices thereto, to the hard copy of the documents available from the Office of the Purchasing Agent online. An electronic copy of the solicitation documents provided by the County Purchasing Agent’s website (http://www.arlingtonva.us/purchasing) is subject to an important disclaimer which must be acknowledged online before the documents can be downloaded.

Each bidder is responsible for determining the accuracy and completeness of all solicitation documents they receive, including documents obtained from the County or other bidders' websites, and documents obtained from all other sources.

TRADE SECRETS OR PROPRIETARY INFORMATION

Trade secrets or proprietary information submitted by an offerer in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act. However, section 4-111 of the Arlington County Purchasing Resolution

BIDDER NAME: Rock Hard Excavating, Inc.

[Signature]

10/22/13