

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Year Firm Established	2018	2001	1987	2002
Years in Business	35	25	38	24
Type of Organization	Partnership	Partnership	Corporation	Corporation
How many years has your company been providing snow removal services?	35 years. In 2018 Snow Plow Group was acquired by DEQ Property Services	25 years	38 years	24 years
Full Time / Part Time Employees	7 Exec/MGMT / 200+ Winter Seasonal	60 full time / 150 part time	30 full time / 55 part time	20 full time / 25 part time
Location #1 - Rochester Hills City Hall	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$1,320.00	\$813.00	\$990.00	\$990.00
Snow plowing parking lots over 6" (includes salting)	\$2,300.00	\$946.00	\$1,138.00	\$1,600.00
Salting ONLY of parking lots	\$520.00	\$383.00	\$400.00	\$325.00
Salting ONLY of pedestrian ways	\$225.00	\$235.00	\$120.00	\$175.00
Snow plowing pedestrian ways (includes salting)	\$420.00	\$504.00	\$195.00	\$385.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Loc #2 - 52/3 District Courthouse, 700 Barclay Circle	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$1,990.00	\$707.00	\$850.00	\$850.00
Snow plowing parking lots over 6" (includes salting)	\$1,990.00	\$821.00	\$963.00	\$1,450.00
Salting ONLY of parking lots	\$450.00	\$317.00	\$400.00	\$275.00
Salting ONLY of pedestrian ways	\$510.00	\$350.00	\$180.00	\$325.00
Snow plowing pedestrian ways (includes salting)	\$1,000.00	\$733.00	\$405.00	\$690.00
Shoveling sidewalk	\$490.00	\$383.00	\$225.00	\$350.00
Shoveling the courthouse steps (includes salting when below 25°)	\$210.00	included	included	\$175.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$720.00	\$588.00	\$388.00 (No Salt)	\$550.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #3: Oakland County Sheriff's Office, 750 Barclay Circle	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$1,020.00	\$566.00	\$850.00	\$775.00
Snow plowing parking lots over 6" (includes salting)	\$1,780.00	\$657.00	\$963.00	\$1,250.00
Salting ONLY of parking lots	\$400.00	\$254.00	\$400.00	\$250.00
Salting ONLY of pedestrian ways	\$230.00	\$206.00	\$180.00	\$145.00
Snow plowing pedestrian ways (includes salting)	\$630.00	\$425.00	\$405.00	\$320.00

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Shoveling sidewalk	\$230.00	\$219.00	\$225.00	\$175.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$540.00	\$337.00	\$388.00 (No Salt)	\$250.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #4: Fire Station #1, 1111 Horizon Court	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$660.00	\$396.00	\$425.00	\$500.00
	\$1,160.00	\$460.00	\$482.00	\$900.00
Snow plowing parking lots over 6" (includes salting)				
Salting ONLY of parking lots	\$260.00	\$178.00	\$200.00	\$165.00
Salting ONLY of pedestrian ways	\$145.00	\$74.00	\$90.00	\$55.00
Snow plowing pedestrian ways (includes salting)	\$360.00	\$158.00	\$165.00	\$125.00
Shoveling sidewalk	\$175.00	\$84.00	\$75.00	\$70.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$300.00	\$129.00	\$113.00	\$105.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #5: Fire Station #2, 1251 E. Auburn Road	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$200.00	\$124.00	\$250.00	\$150.00
Snow plowing parking lots over 6" (includes salting)	\$350.00	\$141.00	\$282.00	\$275.00
Salting ONLY of parking lots	\$80.00	\$55.00	\$125.00	\$50.00
Salting ONLY of pedestrian ways	\$80.00	\$25.00	\$60.00	\$55.00
Snow plowing pedestrian ways (includes salting)	\$160.00	\$101.00	\$135.00	\$120.00
Shoveling sidewalk	\$800.00	\$46.00	\$75.00	\$65.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$120.00	\$69.00	\$113.00	\$100.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #6: Fire Station #3, 2137 W. Auburn	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$230.00	\$132.00	\$250.00	\$165.00
	\$390.00	\$153.00	\$282.00	\$300.00
Snow plowing parking lots over 6" (includes salting)				
Salting ONLY of parking lots	\$90.00	\$60.00	\$125.00	\$55.00
Salting ONLY of pedestrian ways	\$40.00	\$24.00	\$60.00	\$25.00
Snow plowing pedestrian ways (includes salting)	\$80.00	\$41.00	\$135.00	\$50.00
Shoveling sidewalk	\$50.00	\$17.00	\$75.00	\$25.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$158.00	\$27.00	\$113.00	\$40.00
Removing snow from premises hauling as needed				

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #7: Fire Station #4, 2723 Walton Boulevard	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$220.00	\$132.00	\$250.00	\$165.00
Snow plowing parking lots over 6" (includes salting)	\$380.00	\$154.00	\$282.00	\$300.00
Salting ONLY of parking lots	\$90.00	\$60.00	\$125.00	\$55.00
Salting ONLY of pedestrian ways	\$80.00	\$22.00	\$60.00	\$50.00
Snow plowing pedestrian ways (includes salting)	\$160.00	\$62.00	\$135.00	\$110.00
Shoveling sidewalk	\$80.00	\$40.00	\$75.00	\$60.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$383.00	\$62.00	\$113.00	\$90.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #8: Fire Station #5, 251 E. Tienken	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$210.00	\$134.00	\$215.00	\$150.00
Snow plowing parking lots over 6" (includes salting)	\$360.00	\$157.00	\$246.00	\$275.00
Salting ONLY of parking lots	\$80.00	\$61.00	\$90.00	\$50.00
Salting ONLY of pedestrian ways	\$40.00	\$24.00	\$60.00	\$25.00
Snow plowing pedestrian ways (includes salting)	\$80.00	\$40.00	\$135.00	\$55.00
Shoveling sidewalk	\$40.00	\$16.00	\$75.00	\$30.00
Shoveling sidewalk during heavy snow of 5"-12", a minimum of two (2) persons required	\$180.00	\$25.00	\$113.00	\$45.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #9: Emmons Parking Lot, Auburn Road	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$90.00	\$105.00	\$195.00	\$100.00
Snow plowing parking lots over 6" (includes salting)	\$150.00	\$105.00	\$220.00	\$165.00
Salting ONLY of parking lots	\$30.00	\$40.00	\$100.00	\$50.00
Removing Snow & Salting - Sidewalk Pad	\$20.00	\$20.00	\$95.00	\$50.00
Removing Snow (no salting) - Sidewalk Pad	\$10.00	\$10.00	\$70.00	\$25.00
Salting Only - Sidewalk Pad	\$10.00	\$10.00	\$25.00	\$25.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Loc #10: Harrison/Eastern Parking Lot, Auburn Rd	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$300.00	\$194.00	\$255.00	\$230.00
Snow plowing parking lots over 6" (includes salting)	\$540.00	\$226.00	\$290.00	\$425.00

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Salting ONLY of parking lots	\$100.00	\$88.00	\$100.00	\$65.00
Removing snow & Salting - Walk	\$50.00	\$47.00	\$95.00	\$50.00
Removing Snow (no salting) -Walk	\$30.00	\$25.00	\$70.00	\$25.00
Salting Only - Sidewalk Pad	\$20.00	\$22.00	\$25.00	\$25.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	\$180.00	\$350.00	\$500.00	\$200.00
Location #11: Eastern Parking Lot, Auburn Road	Price per Push	Price per Push	Price per Push	Price per Push
Snow plow parking lots 1" to 6" (includes salting)	\$330.00	\$232.00	\$320.00	\$110.00
Snow plowing parking lots over 6" (includes salting)	\$600.00	\$269.00	\$363.00	\$185.00
Salting ONLY of parking lots	\$110.00	\$104.00	\$150.00	\$50.00
Removing Snow & Salting - Walks	\$60.00	\$56.00	\$135.00	\$100.00
Removing Snow (no salting) - Walks	\$30.00	\$29.00	\$85.00	\$60.00
Salting Only - Walks	\$30.00	\$27.00	\$50.00	\$40.00
Removing snow from premises hauling as needed				
Yards Per Load:	8	12	20	10
Load Rate:	left blank	left blank	\$500.00	\$200.00
List any other charges not identified in pricing tables for City Hall, 52/3 District Court and OCSO	Removing Snow: City must provide legal dump site within city limits	None	None	None
List any other charges not identified in Fire Stations #1-#5 and Auburn Road Parking Lots. If none, please include NONE on your response:	Removing Snow: \$180/hr for loader. City must provide legal dump site within city limits	None	None	None
Qualifications:	DEQ Property Services formed in 2018 (Snow Plow Group established in 1991). Owner has more than 33 years experience in owning/operating companies involved in commercial snow removal. Certified Snow Professional w/ SIMA (Snow & Ice Management Association.	High Limit insured, GPS Fleet Tracking, Member of SIMA, Member of PMAMM.	Well maintained and updated fleet of reliable equipment w/ mechanics, supervisors, & owner's group always ensuring high level of service.	Professionally managed organization w/expertise, resources, & operational systems required to successfully deliver services in this RFP. Team consists of qualified personnel w/relevant technical knowledge, industry certifications, practical experience. Established quality assurance procedures & adhere to all applicable industry standards, regulations, best practices.
Experience:	Owner has more than 33 years experience in owning/operating companies involved in commercial snow removal. Certified Snow Professional w/ SIMA (Snow & Ice Management Association.	Over 25 years experience w/100s of sites per season including City of Fenton, Flint Public Schools, South Lyon Public Schools. Three branches located in Burton, South Lyon, & Pontiac w/over 200 trucks, so a breakdown is never an issue.	One of Metro Detroit's leading snow removal contractors since 1987.	Successfully completed projects of similar scope & complexity for a diverse range of clients. Demonstrated ability to deliver high-quality services on time & within budget, w/strong client relationships. Effective project planning, resource management, risk mitigation, continuous communication throughout contract period.

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Financial Capability:	5-year strategic vision focusing on 4 core principle: Financial Stability, Customer Satisfaction, Culture of Appreciation, Business Process Improvement. Strong balance sheet to ensure business is operating to expectations. May 2026 financial Liquidity Ratio sheet provided. Also prepares Annual Operating Plan to formally measure performance and monthly financial forecast. Currently holds \$500k+ in cash equivalent money markets and an established credit line of \$1mil with over \$750,000 of undrawn availability.	Maintain capital liquidity required to fund and staff three branches plus a large line of credit.	In good financial standing.	Financially stable and has resources necessary to undertake & complete contract. Company maintains sound financial management practices, adequate working capital, capacity to procure the personnel, equipment, & materials required for successful project execution. Have established financial controls & able to sustain operations throughout duration of contract while meeting all contractual obligations.
Identify team members responsible, including on-site supervision, for this project. Provide copies of licenses, registrations/certs/credentials.	List of staff & positions within company provided.	Pontiac Branch Manager name provided. More info will be provided when routes are created.	Supervisor(S) names and titles provided.	Team members and years of experience listed.
How many clients currently serving w/type of services described? (Including Municipal).	Over 175 clients throughout Southeast Michigan, including the City of Rochester Hills in 2025-2026 season. Servicing the City of Sterling Heights for the past 5 years. Provide services to medical facilities, big box stores, shopping plazas, office centers, fitness centers, warehouses, manufacturing facilities, trucking/logistics hubs.	Most of the 100s of clients served have time requirement that must be followed.	Approx. 300 Snow accounts, including City of Troy.	Have serviced many municipal clients including Troy, Sterling Heights, Berkley, as well as several commercial & private-sector clients & have the expertise, staffing, operational capacity to meet requirements in contract.
References	City of Sterling Heights; Douglas Capital; Team-Core; 1045 Inc.; H.E.R. Management	Flint Community Schools; South Lyon Schools; Lockwood South Lyon; National Heritage Academy; Georgetown Apartments	City of Troy; Clean Earth Environment; New Mark Large Shopping Center & Office Park; City of Birmingham; Bank of America (25+ Bank Sites)	City of Sterling Heights; JMC Management; City of Oak Park; Pepper Hill Apartments; Detroit Public Library; Beztak Properties; Wayne County; City of Troy; City of Ferndale; City of Berklev
Equipment List	Provided	Provided	Provided	Provided
Subcontractors	none	N/A	Do not use	none

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Work Plan	Detailed measurement of each property & establishment of LOS. Offseason equipment inspections, repairs, maintenance of every piece of equipment, training for each operator on each piece of equipment. Create operational service plan w/ priority zones, piling locations, safety protocols, etc. Photograph & video documentation of site condition prior to season, installation of high-vis makers, site specific crew notes encoded in to operating system, install SnowWatch Cameras. Onsite crew service rehearsal, review objectives. Full time weather monitoring & weather notification planning. Site progress documented with photos & available report summary completed day of. After every event the site a& crew receive score which is reviewed at meetings & linked to performance bonuses. A more detailed plan will be created is awarded. Sites will be serviced per RFP guidelines. Pre-season meeting w/city personnel to address issues & shortcoming from previous season & rectify any issues as well as make any changes needed.	Properties will be serviced as soon as trigger is hit for snow conditions. Salting will be done when any slippery conditions are met. Teams monitoring conditions 24/7, even with no precipitation, when melting and refreezing can occur.	Within 30 min of accumulation will be onsite servicing the sites, as the snow industry is a 24/7 operation.	Prior to the winter season, each property undergoes a thorough inspection to establish priority service areas, designate snow storage zones, mark potential hazards, ready all equipment, and assign dedicated crews. Weather conditions are continuously tracked before, during and after winter weather events. Crews are placed on high alert whenever snow, ice, freezing rain or refreeze conditions are expected. Operations officially commence as soon as snow reaches the required trigger depth or when unsafe ice conditions require treatment. Snow plowing focuses primarily on critical vehicle areas such as main drive lanes, entrances, exits, fire lanes, emergency routes, parking areas, and loading zones. Dedicated sidewalk crews simultaneously clear building entrances, walkways, handicap ramps, steps and pedestrian routes. To prevent slipping, salt and approved de-icing materials are applies as needed, with targeted attention given to high-risk zones like shaded areas, sloped pavement, entrances and handicap spaces. During extended storms, crews perform multiple passes to keep properties accessible, followed by a final post-storm cleanup to widen drive lanes, clear reamining buildup, and re-treat icy spots. Throughout the process, a designated supervisor manages operations, dispatches crews, monitors service quality, maintains client communication and keeps detailed service logs.
PROCEDURE FOR HANDLING NIGHT, WEEKEND CALLS AND/OR EMERGENCY CALLS. Failure to submit with proposal may result in rejection of proposal.	24 hour "SALT NOW" call center. When a call is received, a representative will gather client name, site #, address, phone number, email address in addition to the service concern. Team of experts notified immediately by text & email & will call back within 15 min. Team will assign & dispatch an appropriate crew(s) to remedy the situation, then follow up w/an email that includes photos & an explanation of services performed.	24/7 snow hotline for all snow related questions or concerns during an event. During an event, teams are always out and can handle any situation that arises.	Two on-call managers available 24/7 at all times for emergency service needed. Holidays, weekends, etc., at no extra charge. When in a storm, 30 min. generally. When not in a major storm & managers are on call, typically can have a truck on site within 60 min.	24 hour response during winter season. Designated operations contact 7 backup contact available to receive emergency service requests & dispatch crews as needed. All calls documented w/date, time, location, description if issue, & management will determine proper response & dispatch appropriate crew. For after-hours & weekend calls, emergency access routes, main drive lanes, entrances, sidewalks, handicap-accessible areas, fire lanes, & active ice hazards will be prioritized. Service documentation will be maintained & upon completion crew will report performed to management.
Additional comments:	Industry leader in quality & communication. Use over 40 on-site cameras in the field during the 2024-25 season, and plan to add more to operations for 2025-26 season. This proposal is priced using our Pinnacle service package, which is believed to align		none	
Preferred Payment Method?	ACH	ACH	ACH	ACH
Insurance Requirements?	Yes	Yes	Yes	Yes
W-9?	Marked yes, but no W9 included in proposal	Yes	Yes	Yes

SNOW REMOVAL RFP-RH-26-029 PROPOSAL SUMMARY	DEQ Property Services dba Snow Plow Group 69210 Powell Powell Road Armada, MI 48005	Ace Outdoor Services 48 W. Huron Ave Pontiac, MI 48342	Russell Landscaping Inc. 1955 Bellingham Troy, MI 48083	Xpert Lawn and Snow, Inc. 2111 Walter P. Reuther Dr. Warren, MI 48091
Optional Alternate Service: Right-of-Way School Access Points				
Willing and operationally capable of providing snow removal for City's ROW for public sidewalks leading to schools?	No	No	Yes	No
If yes, Capacity & Equipment			50 snow blowers; SnowRators; Kubota UTV; John Deere Tractor; Walker Model Rotary Brooms	
Description	Price per Push	Price per Push	Price per Push	Price per Push
Snow clearing/plowing of ROW public school access sidewalks (over 6")	n/a	n/a	\$800.00	n/a
Snow clearing/plowing of ROW public school access sidewalks (1" to 6")	n/a	n/a	\$1,000.00	n/a
Salting ONLY of ROW public school access	n/a	n/a	\$600.00	n/a
Shoveling/clearing sidewalk access points during heavy snow (5" to 12")	n/a	n/a	\$1,250.00	n/a