



August 11, 2023

Carla Smith
Great Lakes Water Authority
735 Randolph
Detroit, MI 48226

RE: FSA_PRO_FOR_0033/2204058/Grounds Maintenance Services

Dear Mrs. Smith

We have had an opportunity to review the Cost Tabulation for the above. In reviewing it we have noticed some inconsistencies with our pricing. I have outlined what we found during our review.

Location 1-63, Tyler/Beck Rd, Van Buren Township.

- It appears either an error with the input or the spreadsheet added an extra "0" to our price.
- The tabulation suggests \$1,250.00, when in fact we intended to price this location at \$125.00.
- You might find validation in this based on the fact that we previously performed this service for \$140.00, including fence line clearing.

Section 9-1, and 9-2 for tree services we noticed a large inconsistency in the pricing.

- Our price included all equipment, multiple team members, trucks and supplies to perform tree removal services.
- It appears the other vendor simply supplied a manhour price.
- We provided this price based on experience with GLWA and the way we understood the RFP to be requesting prices.
- You can see below our price per man hour was \$65/hour for planting or trees.
- If the other vendor was to have priced in the manner, we had he possibly would have been higher than Premier Group.
- If we were to price in a per man basis, we would have been \$3.00/hour less expensive.

I appreciate your consideration of the above responses to the RFP. As we have always stated, Premier Group deeply values its relationship with Great Lakes Water Authority and would appreciate your consideration in this matter as we would like to continue that relationship and service your properties that we know so well.

Thank you in advance,

A handwritten signature in black ink, appearing to read 'Brad Byarski', is written over a circular stamp or seal.

Brad Byarski
Chief Operating Officer