<table>
<thead>
<tr>
<th>Crew Rates</th>
<th>Estimated Hours</th>
<th>90%</th>
<th>0%</th>
<th>5%</th>
<th>Regular Time Rates</th>
<th>Overtime Rates</th>
<th>Storm Rates</th>
<th>Bid Reading Total</th>
<th>Evaluated Total</th>
<th>90%</th>
<th>0%</th>
<th>5%</th>
<th>Regular Time Rates</th>
<th>Overtime Rates</th>
<th>Storm Rates</th>
<th>Bid Reading Total</th>
<th>Evaluated Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>A - Standard Crew</td>
<td>3,300</td>
<td>$187.00</td>
<td>$260.74</td>
<td>$310.18</td>
<td>$617,100.00</td>
<td>$658,523.69</td>
<td>90%</td>
<td>$220.40</td>
<td>$374.68</td>
<td>$374.68</td>
<td>5%</td>
<td>$222.34</td>
<td>$377.98</td>
<td>$337.98</td>
<td>$4,046,588.00</td>
<td>$4,357,854.59</td>
<td></td>
</tr>
<tr>
<td>B - Extra Height Crew</td>
<td>18,200</td>
<td>$193.94</td>
<td>$267.69</td>
<td>$317.12</td>
<td>$3,529,708.00</td>
<td>$3,759,111.87</td>
<td>90%</td>
<td>$222.34</td>
<td>$377.98</td>
<td>$337.98</td>
<td>5%</td>
<td>$4,046,588.00</td>
<td>$4,357,854.59</td>
<td>$727,320.00</td>
<td>$769,905.89</td>
<td></td>
<td></td>
</tr>
<tr>
<td>C - Climbing Crew</td>
<td>2,000</td>
<td>$177.00</td>
<td>$250.75</td>
<td>$300.18</td>
<td>$354,000.00</td>
<td>$378,831.28</td>
<td>90%</td>
<td>$202.30</td>
<td>$343.91</td>
<td>$343.91</td>
<td>5%</td>
<td>$202.30</td>
<td>$343.91</td>
<td>$343.91</td>
<td>$404,600.00</td>
<td>$439,415.83</td>
<td></td>
</tr>
</tbody>
</table>

**Estimated Total**

- $4,500,808.00
- $4,797,266.84
- $5,178,508.00
- $5,587,176.31

**% Percent Diff to Low**

- 0.0%
- 16.5%

**% Percent Diff Bid Reading to Estimate**

- -1.1%
- 13.8%

### Additional Proposal Items

- **Power line Clearance Tree Trimmer in Charge**
  - Asplundh: $64.25, $93.10, $112.44
  - Davey Tree Surgery: $69.60, $120.12, $120.12

- **Power line Clearance Tree Trimmer**
  - Asplundh: $57.13, $82.78, $99.98
  - Davey Tree Surgery: $64.25, $109.42, $109.42

- **4th Step Apprentice**
  - Asplundh: $51.79, $75.04, $90.63
  - Davey Tree Surgery: $57.83, $96.48, $96.48

- **3rd Step Apprentice**
  - Asplundh: $49.54, $71.78, $86.70
  - Davey Tree Surgery: $54.61, $93.01, $93.01

- **2nd Step Apprentice**
  - Asplundh: $47.30, $68.54, $82.78
  - Davey Tree Surgery: $51.40, $87.54, $87.54

- **1st Step Apprentice**
  - Asplundh: $45.04, $65.26, $78.82
  - Davey Tree Surgery: $48.19, $82.07, $82.07

- **Tree Equipment Operator**
  - Asplundh: $64.25, $93.10, $112.44
  - Davey Tree Surgery: $69.60, $120.12, $120.12

- **Tree Trimmer Ground person**
  - Asplundh: $42.86, $62.10, $75.01
  - Davey Tree Surgery: $54.18, $93.01, $93.01

- **ISA Certified Arborist w/ Transportation**
  - Asplundh: $80.75, $109.60, $128.94
  - Davey Tree Surgery: $70.51, $119.87, $119.87

- **Flagger**
  - Asplundh: $53.85, $78.03, $94.24
  - Davey Tree Surgery: $57.83, $96.48, $96.48

- **2 Person Spray Crew W/ Transportation**
  - Asplundh: $124.70, $173.28, $205.85
  - Davey Tree Surgery: $159.77, $271.61, $271.61

- **50-55 foot Manlift**
  - Asplundh: $10.00
  - Davey Tree Surgery: $18.10

- **60-70 Foot Manlift**
  - Asplundh: $16.94
  - Davey Tree Surgery: $20.04

- **80-92 Foot Manlift**
  - Asplundh: $88.75
  - Davey Tree Surgery: $97.02

- **105 Foot Manlift**
  - Asplundh: $98.61
  - Davey Tree Surgery: $108.44

- **150 Foot Manlift**
  - Asplundh: Rental +10%
  - Davey Tree Surgery: $350.00

- **Off-Road All Terrain 75ft Man Lift**
  - Asplundh: $100.00
  - Davey Tree Surgery: $108.44

- **Self Feed Chipper**
  - Asplundh: $4.01
  - Davey Tree Surgery: $6.05

- **2-1/2 ton Dump Truck**
  - Asplundh: $8.75
  - Davey Tree Surgery: $14.21

- **Skid Steer Mower w/Truck & Trailer**
  - Asplundh: $88.75
  - Davey Tree Surgery: $100.00

- **Hi-Level Mobile Sign Board**
  - Asplundh: $25.00
  - Davey Tree Surgery: $10.00

- **Trackhoe Mower Mobilization**
  - Asplundh: $1,085.76
  - Davey Tree Surgery: $90.00

- **Trackhoe Mower Mobilization Vehicle**
  - Asplundh: $132.72
  - Davey Tree Surgery: $179.59