



PROTECTING INFRASTRUCTURE

November 14, 2017

**UNDERGROUND FACILITY
LOCATING AND MARKING SERVICES**

Grays Harbor PUD
Legal Department
Attn: Tiffanee Parson, Contract Administrator
2720 Sumner Avenue
Aberdeen, WA 98520

Dear Grays Harbor PUD Selection Team,

We are very pleased to have the opportunity to provide a proposal of services to Grays Harbor PUD. We have prepared and attached a very aggressive proposal for your review.

In making your decision, we request that you consider the following success factors when outsourcing with USIC:

- As America's leading provider of locating services, USIC has earned the reputation for superior quality and performance;
- "Safety first" is one of USIC's most important fundamentals, with a focus on new and better ways to be both safe and productive;
- We offer the leading edge locating technology tools in the industry.

We would like to thank you for the opportunity to submit a proposal of services. We are confident that your Selection Team will look closely at the value USIC offers while significantly reducing the risk to Grays Harbor PUD's infrastructure.

Should you have any questions regarding our proposal submittal, please do not hesitate to contact Anne Bird at (503) 407-5724, or via email at annebird@usicllc.com

Sincerely,

A handwritten signature in black ink, appearing to read 'Darin Stalbaum', written in a cursive style.

Darin Stalbaum
Vice President – Regional Sales and Marketing

EXHIBIT "B"

SCHEDULE OF RATES

The Contractor will be reimbursed for services as described below.

Normal two business days locate: 1st unit \$ 24.50
(first 500 feet)

Normal two business days locate: 2nd units \$ 13.00
(second 500 feet)

Day time emergency locate: \$ 40.00

After hours (hourly) emergency locate: \$ 52.00
(2 hour ~~maximum~~ response time)

(locates including holidays and weekends, or normal working days after the hours of 5:00 p.m. and before 7:00 a.m.)

Normal hours hourly rate locate: \$ 50.50
(needs customer approval)

After hours hourly rate locate: \$ 52.00
(needs customer approval)

Contractor's normal business days are Monday through Friday, normal business hours 7 a.m. to 5 p.m., excluding these holidays: New Year's Day, Memorial Day, Independence Day, Labor Day, Thanksgiving Day and Christmas Day

The District's normal business hours are Monday through Friday, 8:00 a.m. to 5:00 p.m., and the District observes the following holidays:

New Year's Day
Martin Luther King, Jr. Day
Presidents' Day
Memorial Day
Independence Day
Labor Day
Veteran's Day
Thanksgiving Day
Day after Thanksgiving
Christmas Day

Contractor:

District:

 (Initials)

_____ (Initials)