

# J & J UNDERGROUND UTILITIES, LLC

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September 20, 2018

Mr. Danny Simmons  
City of Greensboro  
Water Resources Operations Division  
2602 S. Elm-Eugene Street  
Greensboro, North Carolina 27406

## **Proposal for Underground Utility Locating Services for the City of Greensboro's underground facilities**

Dear Mr. Simmons:

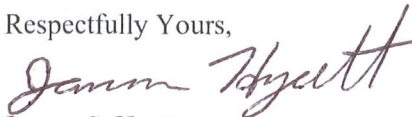
J & J Underground Utilities, LLC appreciates the opportunity to submit our Proposal for Underground Utility Locating Services to the City of Greensboro Water Resources Operations Division.

J & J Underground Utilities, LLC is a Limited Liability Company, organized on January 4, 2011 in the State of North Carolina. We are dedicated to providing a high quality service at a reasonable cost, as well as building lasting relationships with our customers, subcontractors, suppliers, and vendors.

You will see in our enclosed Proposal and in talking with the listed references that J & J Underground Utilities, LLC has the proven experience and expertise to provide a superlative service to the City of Greensboro Water Resources Operations Division. I hope the Proposal meets the City's standards.

I can be reached via telephone at (336) 471-4738, by email at [jjundergroundutilitiesllc@gmail.com](mailto:jjundergroundutilitiesllc@gmail.com), or at the above listed mailing address.

Respectfully Yours,



Jaspen S. Hyatt  
Manager / Owner

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# J&J UNDERGROUND UTILITIES, LLC

## PROPOSAL FOR UTILITY LOCATING SERVICES

J & J Underground Utilities, LLC is pleased to submit this proposal for locating services to support the City of Greensboro Water Resources Operations Division in protecting the City's infrastructure to the best of our ability and to eliminate the risk of damage to the City's underground facilities.

### QUALIFICATIONS

J & J Underground Utilities, LLC is continually proven to be an industry leader for high quality and guaranteed service in the following ways:

- Our locators have extensive experience in locating all types of underground utilities, including but not limited to: water and sewer lines, fiber and coax cable lines, power lines, gas lines, telephone lines, fire and safety lines, and data lines.
- Our locators, as well as myself, have six to over twenty years of experience in locating all sorts of underground utilities. Moreover, other members of our staff, including our field managers, have over 25 years of experience in locating underground utilities.
- We are a member of NC811 and have been since September of 2014.
- Our locating team has always and continues to strive for excellence in accurately locating and marking all underground utilities that we have been hired to locate and without any delay.
- After taking on any job, we have always made sure the job is completed as expeditiously as possible while ensuring the safety of our employees and customers and providing quality work.
- Our company prides itself on working together as a whole, always pitching in or lending a hand to help out a fellow employee with a heavier workload.
- We currently have an exclusive locating contract with North State (formerly North State Communications) wherein we guard their infrastructure in its entirety. We were awarded this contract in July of 2013, when North State was in a time of need and left with an overabundance of outdated tickets. We came in and, with our team pulling together, we "pulled the ox out of the ditch" so to speak, cleaning up and bringing current all locate tickets in a short amount of time. Since that time we have continued to grow with North State, establishing an exceptional working relationship and providing a superlative service.
- In the five (5) years we have been locating for North State, we have only been at fault for one (1) locate damage. Considering the fact that we turn in well in excess of 4,000 to 6,000 locate tickets each month and have done so for the past five (5) years, it stands to show our locating team's superlative no fault damage record.
- We also currently have an exclusive locating contract with Central Carolina Hospital in Sanford. We were sought out by Jimmy Whitaker of CCH of Sanford to take on this contract back in October of last year because of our reputable name and quality service.
- Moreover, we maintain a long-standing working relationship with the Caterpillar company, primarily located in Sanford, wherein we have been locating their facilities for a number of years without any complaints or problems.
- We also do some private locating for several different companies around the Piedmont Triad area, as well as for numerous individuals on occasion.

## PROJECT DELIVERABLES

Deliverable	Description
Sufficient qualified staff and equipment to fulfill the duties of this locating contract	We have a highly qualified locating staff, as well as state of the art equipment to maintain and fulfill the utilities locating contract at hand.
Store and safeguard the City's location maps and records	We maintain a very high level of confidentiality within our company. You can rest assured that we will maintain that same level of confidentiality with your location maps and records, and will store those maps and records with the utmost discretion.
Maintain records appropriately to support invoicing and recording requirements in this locating contract	We are accustomed to maintaining detailed records in all aspects of our business. We agree to maintain accurate and detailed records relating to invoicing as well as any other aspect in relation to this contract for a period of time not less than seven (7) years
Consultant shall visit excavation site of each locate request and locate the City's facilities as required by North Carolina's "Underground Utility Damage Prevention Act"	We will accurately locate and mark each and every locate request within the scope of the ticket in a timely fashion.
Contractor shall be responsible for adequacy of excavator notification in compliance with North Carolina's "Underground Utility Damage Prevention Act".	We will maintain a high level of quality in excavator notification in compliance with North Carolina's "Underground Utility Damage Prevention Act".
For each normal request, Contractor shall complete the requirements of duties listed above within 2 business days of receiving request.	We will complete each locate request in accordance with the laws of North Carolina's "Underground Utility Damage Prevention Act".
Contractor may be requested to provide such additional services as site surveillance, maintenance of marks and flags, and stand-by protection, which services must be specifically approved by the City in advance.	We will gladly provide additional services such as site surveillance, maintenance of marks and flags, and stand-by protection when requested by the City, with additional fees as set out in the Preliminary Cost Estimate.
Contractor will investigate all damage incidents for accuracy of the locate(s), and will submit a written report of said investigation to the City within 5 business days; will maintain a copy of said report for a period of 6 years; and will give testimonial support when requested.	We will investigate all damage incidents for accuracy to the best of our ability and will submit a written report of said findings to the City within 5 business days. We will maintain a copy of said report for at least a period of 7 years as set out above. If requested, we will give testimonial support to the City when deemed necessary by the City.
Contractor shall locate all of the City's locatable facilities in accordance with the Laws of North Carolina's "Underground Utility Damage Prevention Act" and shall be liable for all damages when a valid request to locate locatable facilities has been made, unless the locate was made within the required accuracy.	We will locate all of the City's locatable facilities in accordance with the Laws of North Carolina's "Underground Utility Damage Prevention Act". We will be liable for all damages resulting in the locate being inaccurately marked in accordance with North Carolina's "Underground Utility Damage Prevention Act".

## PROJECT DELIVERABLES (CONT.)

Deliverable	Description
Contractor shall notify the excavator of the presence of any identifiable, but unlocatable, facilities of the City and caution excavator that any location information supplied may not be within definition of reasonable accuracy.	We will notify the excavator of the presence of any identifiable but unlocatable facilities of the City and will caution excavator that any location information supplied may not be within definition of reasonable accuracy.
Contractor shall utilize all information transmitted by the City solely for the purpose of performing locates on behalf of the City.	We will utilize all information transmitted by the City for the sole purposes of performing the services requested by the City, and for no other purpose thereof.
Contractor will provide the location technician(s), working 40 hours per week (excluding City holidays) with all required equipment including a vehicle, paint, flags, locating equipment, etc., needed to perform the services requested.	We will provide the qualified locator(s), vehicle(s), paint, flags and all other required materials needed to adequately perform the services requested. The provided locator(s) will work a regular 40 hour work week, excluding City recognized holidays.
Contractor shall be responsible for paying the City of Greensboro's NC811 monthly membership ticket transaction fees.	We will be responsible for and pay the City of Greensboro's NC811 monthly membership ticket transaction fees.

## CERTIFICATION/TRAINING

Our locating team has a substantial amount of experience in locating water and sewer lines, as well as many other types of underground utilities such as fiber and coax cable lines, gas lines, power lines, fire and safety lines, and data lines. With six to over twenty years of experience in locating underground utilities, our locators have outstanding no fault damage records and are very knowledgeable and skillful in locating water and sewer lines, among other types of underground utilities.

## TERMS AND CONDITIONS

J & J Underground Utilities, LLC does not have any special or unusual conditions or limitations for the Contract for Utility Locating Services with the City of Greensboro.

# PRELIMINARY COST ESTIMATE

This pricing is valid for 60 days from the date of this proposal:

Services Cost: Hourly	Price
3 locators and 1 supervisor/locator, each on a regular 40 hour work week	\$52/hr per person
*** The above rate includes the following:	
- All regular locate tickets only	
- Vehicles, paint flags and other required materials	
- NC811 monthly membership ticket transaction fees	
- Administration costs and uniforms	
Emergency after hours tickets	\$50/hr per person
Site Surveillance	\$40/hr per person
Stand-by protection	\$40/hr per person
Services Cost: Lump Sum	Price
Flat rate per month to cover all services, which includes the following:	\$36,000.00
- All regular locate tickets and emergency tickets	
- 3 locators and 1 supervisor/locator on a regular 40 hour work week	
- Vehicles, paint, flags and other required materials	
- NC811 monthly membership ticket transaction fees	
- Administration costs and uniforms	
Site Surveillance	\$40/hr per person
Stand-by protection	\$40/hr per person

## REFERENCES

North State  
Mr. Robert Stevenson  
1201 W. Fairfield Road  
High Point, NC 27261  
(336) 821-8510

CATERPILLAR  
Mr. T.C. Britt  
5000 Womack Road  
Sanford, NC 27330  
(919) 777-2300

Central Carolina Hospital  
Mr. Jimmy Whitaker  
1135 Carthage Street  
Sanford, NC 27330  
(919) 708-4609

High Point University /  
The Budd Group  
Mr. Spencer Tart  
1 University Avenue  
High Point, NC 27265  
(336) 442-5065

WST Industries  
Mr. Russell Wilson  
3015 Beech Tree Drive  
Sanford, NC 27330  
(919) 356-5935

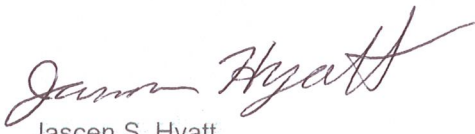
## EQUAL EMPLOYMENT AND BUSINESS OPPORTUNITY POLICY

J & J Underground Utilities, LLC was built upon teamwork and equal opportunity. We are proud of the fact that we extend equal employment opportunities to all qualified employees and applicants for employment, as well as to our vendors, Subcontractors and customers, residential and commercial, without regard to race, color, religion, sex, age, national origin, or disability. We work hard within our company to promote the fulfillment of human potential and equal employment. We will take action to ensure that all qualified minority groups, individuals, women, disabled persons, and disabled or Vietnam Era veterans are given the opportunity to know of openings for employment, as well as openings for vendors, Subcontractors and customers.

Further, J & J Underground Utilities, LLC hereby certifies and agrees to comply with the City's Commercial Nondiscrimination Policy, as described under Section V.A.1 of the M/WBE Program Plan. We will not discriminate on the basis of sex, race, gender, color, ethnicity, national origin, age, familial status, marital status, military status, political affiliation, religion, physical or mental disability, genetic information, sexual orientation, gender expression or gender identity, nor will we retaliate against any person for reporting instances of such discrimination. J & J Underground Utilities, LLC will provide equal opportunity for Subcontractors, vendors and suppliers to participate in all of its public sector and private sector subcontracting and supply opportunities, provided that nothing contained in this clause shall prohibit or limit otherwise lawful efforts to remedy the effects of marketplace discrimination that have occurred or are occurring in the City's Relevant Marketplace. J & J Underground Utilities, LLC understands and agrees that a material violation of this cause shall be considered a material breach of this agreement and may result in termination of this agreement, disqualification of our company from participating in City contracts, or other sanctions. It is understood and agreed that this clause is not enforceable by or for the benefit of, and creates no obligation to, any third party.

## CONCLUSION

Again, thank you for the opportunity to submit our Proposal for Underground Utility Locating Services for the City of Greensboro Water Resources Operations Division's underground facilities. I feel confident that J & J Underground Utilities, LLC would be a great asset to the City of Greensboro, and if we are given the opportunity and awarded the Contract, I will build a special team of experienced locators just for the City of Greensboro who will provide an excellent service and protect your infrastructure to the best of our ability and with the utmost quality.



Jascen S. Hyatt

Manager / Owner