



Transmittal Letter

To whom it may concern,

I represent Cox Utility Services Incorporated, registered in April 2006 as a North Carolina corporation having its principle office in Charlotte, North Carolina.

We understand and accept the terms and conditions as provided in attachment A of the RFP dated 11 January 2016. Currently we provide these services to the city and we have supplied a valid insurance certificate that is maintained on file and will expire in April 2016.

Mark S. Konwerski  
CEO

A handwritten signature in blue ink, appearing to read 'Mark S. Konwerski', is written over a faint circular stamp.

Cox Utility Service Incorporated

A red ink stamp consisting of a blue outline of a document or folder with the word 'ORIGINAL' written in red capital letters next to it.

RFP information for the

# City of Greensboro

## **Cox Utility Services**

A North Carolina Company

13850 Ballantyne Corporate Place  
Suite 500  
Charlotte, NC 28277

**Cox Utility Services Corporation**

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CONTRACTOR'S NAME

**13850 Ballantyne Corporate Place**

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**Charlotte, NC 28277**

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ADDRESS

**704-293-4185**

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TELEPHONE



AUTHORIZED SIGNATURE

**Mark S. Konwerski**

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TYPED NAME OF SIGNATURE

**CEO/President**

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TITLE OF SIGNATURE

**February 3, 2016**

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DATE OF SUBMITTAL

*The proposal submitted shall be valid, for acceptance by the City of Greensboro, for 30 days from the document date.*



### *Consultants Description of Scope of Services:*

It is our understanding that our company will receive all one call requests from NC811 and locate the underground assets owned by the city or report the area clear from assets owned by the city. This operation will be conducted during normal business hours, however we would have an obligation for 24 hours per day, for every calendar day of the year.

Using the locating standards of the One Call Law governing North Carolina (Article 8A. Underground Utility Safety and Damage Prevention Act) and the Common Ground Alliance (CGA) we would conduct our operations to the highest locating standards. We have conducted contract locating services for the City since 2005 and are familiar with the day to day operations and requirements of the city.

~~(to your facility at 07:30 Monday through Friday, excluding city holidays to retrieve incomplete call out requests from your dispatch. Our employees would complete the call out requests following the instructions for mark out by the city and our company mark out procedures that follow closely the mark out procedures of the Common Ground alliance. While in the performance of the duties he will respond to telephonic calls for emergency call out requests or any other mark out requests made by the city.~~

~~Our employee would directly interface with your command and control structure and would report to his Cox USI supervisor.~~

### *Key Personnel:*

The organization, Cox Utility services has provided locating services for ten years. Prior to Cox, I operated iMark Corporation that also provided locating and SUE engineering services. iMark no longer provides locating services. Combined we have provided the city with these services for over 10 years with no incident or loss.

I, Mark Konwerski am the principle owner of Cox Utility Services and have been in the utility locating and telecommunications industries for 28 years.

Myself, and Bart Lindahl with Cox will, with my direction oversee this contract. Bart has worked with Cox since 2007 and his entire career with my firm has been primarily in the service of the City of Greensboro.

All Cox locating personnel are extensively trained to proficiently locate all underground utilities and are Operator Qualified and maintain certification in accordance with Federal Pipeline safety and locating guidelines.

### **Answers to section 4.1 Questions:**

Years of experience locating water and sewer infrastructure: 11

Number of chargeable damage expense claims within the last five years: Zero (Company wide)

**Option A:**

<u>Item Description</u>	<u>Unit</u>	<u>Unit Price</u>
1 Cost per locate EA (Water and Sewer per locate during normal working hours)	\$10.49	\$572848.41
2 Emergency after Hour Locate EA (Holidays, weekends, and after normal working hours)	\$33.85	\$ 50605.75

**Option B:**

<u>Item Description</u>	<u>Unit</u>	<u>Unit Price</u>
1 Lump Sum to Cover All Services Monthly	\$48953.33	\$587440.00



## Qualifications

Our firm has provided utility locating services since 1994 and has successfully fulfilled contracts locating water, sewer, telephone, residential distribution electric, high voltage electric, and natural gas. Currently we have operations in Michigan, Minnesota, Iowa, Virginia, North Carolina, South Carolina and Texas.

In addition we have located the City of Greensboro's water lines for over 10 years with no damages or incidents.

## References

Terry A. Gucciardo  
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Electric Transmission Client (Client since 2008)

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Electric Transmission Client (Client since 2004)

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2602 S. Elm-Eugene Street  
Greensboro, NC 27402-3136  
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336-373-4632

Water and Sewer Client (Client since 2004)

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Wind Energy Client (Client since 2011)