From:	Dann Hart
To:	"Kellie Copplestone"
Cc:	Amanda Dixon (amanda@alsasphalt.com); Carrie
Subject:	RE: crosswalk breakdown - Where is our payment???????
Date:	Tuesday, October 23, 2012 2:43:00 PM

I forgot you also have a dumping fee involved. You are getting a deal with what I quoted to Als. I would take it. It will not get any cheaper.

We are not a union company so you can't compare us to the "trades". We can't do the work the way you figure it. You make it sound like our whole business structure is designed as if the union ran my company. They don't. If they did my company would have failed long before now. I think you should accept that we cannot do the work for less than what I offered to do the work for Als. I don't know what Als added to our quote but we cannot do the work for what you are saying. No one can. Sorry. If I send a crew out we make $400 an hour per crew which really isn't much if you ask other companies (like Als ask them) that are in the industry. If we send out a 3 man crew we need to make $600.00 an hour. After 25 years I know what it takes to cover our expenses and give us a slight profit. Really we didn't make much if anything on the Metro job. I definitely am not going to lose any more money.

Now I am just about done with our discussion. I quoted the 6 crosswalks to Als. That is my bottom line. Using a 3 man crew the cost should be about $5400.00 to grind off the 6 crosswalks.

-----Original Message-----
From: Kellie Copplestone [mailto:kcopplestone@w3group.net]
Sent: Tuesday, October 23, 2012 1:50 PM
To: 'Dann Hart'
Cc: Amanda Dixon; Carrie
Subject: RE: crosswalk breakdown - Where is our payment???????

No trade makes $200/hour. You need to put the going hourly rate and then add the machine, the teeth, vacuum, truck, trailer, gas, overhead and other equipment involved. You are allowed 15% markup on labor and 15% on equip/material.

-----Original Message-----
From: Dann Hart [mailto:ddhart@comcast.net]
Sent: Tuesday, October 23, 2012 1:47 PM
To: Kellie Copplestone
Cc: Amanda Dixon; Carrie
Subject: RE: crosswalk breakdown - Where is our payment???????

You figure wrong. I charge $400 an hour minimum per crew. 2 guys * $200/hour
* 1.5 * 6 areas = $3600. If you can do it for that $990 than you do it or feel free to find some company that will do grinding at a loss. We can't.
Sorry. You didn't figure the machine, the teeth, vacuum, truck, trailer, gas, overhead and other equipment involved. What about all my time wasted in discussions with you and Amanda over grinding 6 crosswalks? I have been doing this work for over 25 years. I surely know (if I have all the facts including how many trips it will take) how to bid the work. I believe the cost for the 6 crosswalks is now at least 25% more than I quoted, really.

-----Original Message-----
From: Kellie Copplestone [mailto:kcopplestone@w3group.net]
Sent: Tuesday, October 23, 2012 1:17 PM
To: 'Dann Hart'
Cc: 'Amanda Dixon'
Subject: RE: crosswalk breakdown - Where is our payment???????

I figured 2 guys * $55/hour * 1.5 hours * 6 areas = $990.00

It will not take your guys more then 1.5 hours to do each area.

-----Original Message-----
From: Kellie Copplestone
Sent: Tuesday, October 23, 2012 1:15 PM
To: 'Dann Hart'
Cc: Amanda Dixon
Subject: RE: crosswalk breakdown - Where is our payment???????

One trip for the crosswalk removal. I see it taking not more then one to 1
1/2 hours per crosswalk. So your quote should be your labor rate * hours * 6 areas = ??

-----Original Message-----
From: Dann Hart [mailto:ddhart@comcast.net]
Sent: Tuesday, October 23, 2012 1:12 PM
To: Kellie Copplestone
Cc: Amanda Dixon
Subject: RE: crosswalk breakdown - Where is our payment???????

I gave Als a price per crosswalk. That is our price. I don't know how much time will be wasted by others, I don't even know how many trips you will make us make. I have no idea how long it will take. Mike said the crosswalks have a buildup of paint so it will take long to remove. I do not have all the variables to break it down. Sorry. The price I gave Als is our price.

-----Original Message-----
From: Kellie Copplestone [mailto:kcopplestone@w3group.net]
Sent: Tuesday, October 23, 2012 12:40 PM
To: 'ddhart@COMCAST.NET'
Subject: Re: crosswalk breakdown - Where is our payment???????

You need to breakdown your quote into labor x hours per crosswalk plus equip. Its easy. Pls forward to als asap. The corrections due to other will be paid for as an extra.

----- Original Message -----
From: Dann Hart <ddhart@comcast.net>
To: Kellie Copplestone
Cc: Amanda Dixon <amanda@alsasphalt.com>
Sent: Tue Oct 23 12:35:47 2012
Subject: RE: crosswalk breakdown - Where is our payment???????

We are not refusing work, you have our quote and you just need to pay us for our work.....

We will gladly do the punch list. You do have to know that if the punch list items were caused by others we will bill for them. If the items are due to our work than it will be fixed at our cost of course. I was talking to Mike and he said there was a guy always there with him watching. How come there is a punch list? Anyways I have talked to Mike and he will keep track of the items caused by others.

6 crosswalks at the price I gave Als, no less. That is Hart's price. We haven't even received a penny yet for our work the whole summer. I gave Als a price per crosswalk. If I have to go figure out a price my time will be added. I have to tell you the cost for the crosswalks will be at least 1/3 more than I quoted. You make the call, please. Where is our payment? We should have at least 90 percent of the money by now. WHERE IS OUR MONEY??????????????????

-----Original Message-----
From: Kellie Copplestone [mailto:kcopplestone@w3group.net]
Sent: Tuesday, October 23, 2012 12:11 PM
To: 'Amanda Dixon'
Cc: ed@alsasphalt.com; Dann Hart
Subject: RE: crosswalk breakdown

There are several punchlist items and corrective work that will require Hart to return to the site at which time we need them to preform the crosswalk removal work. W3 nor our subcontractors have the right to refuse work per the terms of our contract. The quote is simple, we have to have it.

-----Original Message-----
From: Amanda Dixon [mailto:amanda@alsasphalt.com]
Sent: Tuesday, October 23, 2012 12:05 PM
To: Kellie Copplestone
Cc: ed@alsasphalt.com
Subject: RE: crosswalk breakdown

I just spoke with Hart on the phone and they stated they are not interested in performing any additional work on this project. If you have any questions please feel free to contact Ed 734-341-0885

-----Original Message-----
From: Kellie Copplestone [mailto:kcopplestone@w3group.net]
Sent: Tuesday, October 23, 2012 11:21 AM
To: 'Amanda Dixon'
Subject: RE: crosswalk breakdown

I just told you. WCAA will not accept this quote. And if Hart is providing the quote they must issue a detailed quote then Al's can add a cover letter adding 5% for subcontractor's work.

-----Original Message-----
From: Amanda Dixon [mailto:amanda@alsasphalt.com]
Sent: Tuesday, October 23, 2012 11:18 AM
To: Kellie Copplestone
Subject: RE: crosswalk breakdown

That's the information that I am getting from the striping company, he did not understand how he could break it down in further

-----Original Message-----
From: Kellie Copplestone [mailto:kcopplestone@w3group.net]
Sent: Tuesday, October 23, 2012 11:10 AM
To: 'Amanda Dixon'
Cc: ed@alsasphalt.com
Subject: RE: crosswalk breakdown

One more time - you have to include the number of man hours, labor rate and equipment as the breakdown. You get 5% on equipment & material and 15% on labor. I cant explain it any clearer.

-----Original Message-----
From: Amanda Dixon [mailto:amanda@alsasphalt.com]
Sent: Tuesday, October 23, 2012 10:23 AM
To: Kellie Copplestone
Subject: crosswalk breakdown

Thanks,

Amanda Dixon
Al's Asphalt Paving Co. Inc
25500 Brest Rd
Taylor, Mi 48180
T- 734-946-1880

F- 734-946-4502