

R-18

Gus K. Franklin, President
United Pacific Services, Inc.
Presentation

1

1. Good afternoon Mayor and City Councilmembers
2. My name is Gus Franklin I am the President of United Pacific Services.
3. I have submitted to the City Council a document containing thirty-four endorsement signatures and a list of fifty letters of recommendation from 1977 to 2013
4. United Pacific has been trimming trees for the City of Long Beach Park Department since 2001 for over a 13 year period. The City awarded us a three year contract in 2001 and since that period of time we have been the successful low bidder on four separate three-year contracts. Last year our three-year contract was extended for one additional year ending in June of this year.
5. During this 13 year period West Coast has always submitted higher bids to the city than United Pacific and all four three-year contracts were awarded to United Pacific because we submitted the lowest bid. We have a long history of trimming trees for the city.
6. We were looking forward to bidding the City of Long Beach annual tree maintenance contract this year and we were surprised that the city decided to piggyback onto the City of Tustin contract instead of going out to a formal bid.
7. If the city awards this contract to West Coast they will be paying higher prices for tree work than they are currently paying West Coast and United Pacific on their current contracts.
8. Let's talk about piggybacking for a minute why piggyback on to the City of Tustin located in Orange County why not piggyback onto other cities currently under contract with West Coast that are located in Los Angeles county for a lower cost such as:

WEST COAST CITIES / CONTRACTS RECENTLY AWARDED IN 2014

A.	City of Commerce	\$44
B.	City of Montebello	\$44
C.	City of La Mirada	\$44
D.	City of Highland	<u>\$44</u> (awarded to United Pacific at \$43.75)
	Average price	\$44

I have given you the names of four cities that were recently let out as formal bids and West Coast bid an average of \$44 per tree on contracts ranging from \$100,000 to \$300,000 per year not \$2,600,000 per year.

The City of Long Beach could have piggybacked from any of these cities located in Los Angeles County; however, they instead piggyback from the City of Tustin way out in Orange County with an average grid price of \$64.67 per tree.

This \$64.67 unit price is based on the following City of Tustin unit prices:

Small trees at	\$38
Medium trees at	\$58
Large trees at	\$98

Average of \$64.67 per tree

In the other four cities located in Los Angeles County the West Coast average unit price is \$44 per tree as compared to the City of Long Beach at \$64.67 per tree. An increase of 47%

9. UNITED PACIFIC'S CURRENT UNIT PRICES FOR GRID TRIMMING WITH SIX OTHER CALIFORNIA CITIES:

A.	City of Fountain Valley	\$37.66 (six year contract)
B.	City of Vernon	\$42.00 (three year contract)
C.	City of Highland	\$43.75 (five year contract)
D.	City of Goleta	\$37.00 (five year contract)
E.	City of Redondo Beach	\$41.00 (four year contract)
F.	City of Lawndale	<u>\$34.00</u> (four year contract)

Average unit price \$39.24

All of these cities went out to a formal bid and United Pacific was the low bid and awarded the contracts.

INCLOSING:

WE ARE REQUESTING THE CITY TO LET OUT A FORMAL BID PROPOSAL FOR THE TRIMMING OF THEIR TREES AND AT THE SAME TIME EXTEND THE CONTRACTS THAT ARE CURRENTLY IN PLACE WITH:

1. WEST COAST ARBORISTS (Street trees)
2. UNITED PACIFIC SERVICES (Queensway Bay / Tidelands)
3. TRIMMING LAND (Park trees)

These contracts expired on June 30, 2014 and can be extended for a period of from 90 to 180 days in order to give city staff sufficient time to let out a FORMAL BID PROPOSAL.

THANK YOU

GUS K. FRANKLIN
PRESIDENT

