

KESTREL SITEWORK LTD.

Price Submission

Kestrel Sitework Ltd.

18 Drovers Yard Road, Ashgrove Falls, Ontario

Tel (905) 555-0142

October 20, 2026

Wrenfield Cold Storage Inc.

62 Millrace Drive

Ashgrove Falls, Ontario

Attention: Director of Operations

Re: Price submission, Truck Court and Staff Parking Expansion, 62 Millrace Drive

Priced from the drawings issued for pricing, Revision 2, dated October 2, 2026, nine sheets, and the site works specification, 28 pages. The sheets are listed below the price.

Thank you for asking us to price this work. We have read every sheet of the set and the specification, and taken our quantities from the drawings. Our price is below. After it you will find what the price includes, trade by trade, what it leaves out, the alternate you asked for, and the points where the documents left a question open and we had to take a position to give you a firm number.

OUR PRICE
Lump sum

\$472,000

Canadian dollars, excluding HST. For all of the work described under What the Price Includes, on the terms on page 4.

Documents This Price Is Based On

Sheet	Title	Revision	Date
G-001	Cover and general notes	2	Oct 2, 2026
C-101	Existing conditions and removals	2	Oct 2, 2026
C-102	Erosion and sediment control	2	Oct 2, 2026
C-201	Site layout and staging	2	Oct 2, 2026
C-202	Grading	2	Oct 2, 2026
C-301	Storm servicing	2	Oct 2, 2026
C-401	Pavement and curb details	2	Oct 2, 2026
C-402	Drainage and miscellaneous details	2	Oct 2, 2026
L-101	Restoration plan	2	Oct 2, 2026
Spec	Site works specification, 28 pages	Issued for pricing	Oct 2, 2026

What the Price Includes

1. General and site setup

- Mobilization and demobilization, one move-in, and part-time supervision for a seven-week schedule.
- Survey layout and grade stakes from the control points shown on C-101.
- Work zone fencing and truck route signs so the east dock doors stay in service, in the two stages shown on C-201.
- Silt fence, a mud mat at the construction entrance, dust control, and cleanup, as shown on C-102.

2. Removals and earthworks

- Strip the topsoil over the new pavement and curb areas, about 2,900 m². Keep what the restoration needs and haul off the rest.
- Cut to subgrade, about 1,150 m³, hauled off as clean fill (clarification 3).
- Fine grade and proof roll the subgrade before any granular is placed.

3. Storm drainage

- Three catch basins and one 1,200 mm catch basin manhole, with frames and grates, as detailed on C-402.
- 95 m of 300 mm storm lead, bedded and backfilled, and the connection to the existing stub at the north property line (clarification 2).
- 120 m of 150 mm subdrain along the low curb line.

4. Granular base and asphalt

- Truck court, 1,850 m²: 450 mm Granular B, 150 mm Granular A, 60 mm HL8 base course, and 50 mm HL3 surface course, per Detail 2 on C-401 (clarification 1).
- Staff parking, 640 m²: 300 mm Granular B, 150 mm Granular A, 50 mm HL8 base course, and 40 mm HL3 surface course, per Detail 1 on C-401.
- Tack coat between lifts, and a saw cut butt joint where the new asphalt meets the existing lot.

5. Concrete

- 310 m of barrier curb per OPSD 600.040, machine placed.
- 58 m² of 130 mm sidewalk at the staff entrance, broom finish, on Granular A.
- Eight 150 mm steel bollards, concrete filled and painted, at the dock approach.

6. Line painting and signs

- 26 staff stalls, two accessible stalls with symbols and hatching, and 12 trailer stall lines.
- Five signs on posts: accessible, fire route, stop, and two truck route.

7. Restoration

- Topsoil and nursery sod on all disturbed areas outside the pavement, about 420 m², watered and cut until it is established.

Not Included

- HST.
- Building and site approvals, and any municipal fees, deposits, or charges.
- Materials testing and inspection. The specification names the owner's testing agency for it.
- Site lighting, conduit, and any electrical work. None is shown on the drawings issued to us.
- Rock excavation, and removing or treating contaminated or unsuitable soil. No soil report was provided (clarification 3).
- Dewatering beyond pumping surface water out of open excavations.
- Winter heating, hoarding, and cold-weather protection.
- Relocating existing utilities, and any work inside the building.
- Landscape maintenance after the sod is established.

Alternate

ALTERNATE 1 As you asked

Concrete dolly pad at the trailer stalls, shown dashed on C-201: a 200 mm concrete pad, 3.5 m by 60 m (210 m²), on the same granular base, in place of the asphalt over that area. If you want it, tell us when you accept, so the pad is poured before paving.

Add \$36,600
excluding HST

Clarifications

Where the documents left a question open, this is the position our price carries. Each one tells you what the documents show and what we priced, so nothing is priced through in silence.

1. Detail 2 on C-401 names 110 mm of asphalt at the truck court: 60 mm of base course and 50 mm of surface course. Section 32 12 16 of the specification names 120 mm. Our price carries the 110 mm shown on the detail. If you want the specification thickness, we will price the difference before you sign.
2. C-301 connects the new storm lead to an existing stub at the north property line and gives no invert for it. Our price carries the connection at the stub as drawn. If the stub turns out higher than the design lead, the run needs regrading or another structure, and that work is outside this price.
3. No soil report was provided. Our price treats the excavated material as clean fill and assumes the subgrade proof rolls at the design depth. If soft subgrade is found, we dig it out and replace it with Granular B at \$68 per m³, measured in place, on your approval.
4. The price is for building the work in the two stages shown on C-201, with the east dock doors in service throughout. More stages, night work, and weekend work are not carried.
5. Asphalt is priced for placing in the regular paving season. Paving outside the season is not carried.
6. Survey layout is in our price. Property bars and the legal survey are by the owner.

Terms

Validity	This price is open for acceptance for 60 days from the date of this letter.
Contract	A stipulated price contract on a standard industry form, agreed before the start.
Payment	Monthly invoices for the work done to the end of each month, paid within the time the Construction Act sets.
Holdback	Kept and released as the Construction Act sets out.
Schedule	Seven weeks on site. We can start within three weeks of a signed contract, inside the paving season.
Changes	Any work outside this letter is priced and approved in writing before it starts.
Insurance and WSIB	A certificate of insurance and a WSIB clearance certificate are supplied before the start. No bonds are included in this price.

We would be glad to walk the site with you and go through any of this. Thank you for the chance to price the work.

Kestrel Sitework Ltd.

Per: _____
Authorized signing officer

ABOUT THIS SAMPLE

[This is the letter a contractor sends a private owner who has asked for a price, on a job with no tender form to fill in. It comes with the Bid Package, in the contractor's name and ready to sign. Kestrel's Bid Package for this job gave two numbers: the accurate price and a suggested winning number. Kestrel chose the suggested winning number, and that is the one total in this letter. The owner sees Kestrel's name, Kestrel's price, and Kestrel's terms, and nothing else.]

[All names, quantities, rates, and prices in this document are fictional and shown to illustrate the format and content of a price submission. Any resemblance to a real project, company, or tender is coincidental.]