



**Kramer Service Group
P.O. Box 71
Weyerhaeuser, WI 54895**

October 29th, 2024

**Broadband Team
City of Superior, WI**

Please accept our Proposal for Outside Plant Maintenance and Drop Services with Fiber Locator Contractor.

Kramer Team has been installing broadband infrastructure since 1999. We have worked for a wide range of Engineering firms over the years as well as conducted projects over the years providing our input.

Kramer recently has completed high level design projects for the city of Jasper Texas, City of Dayton Texas as we worked with them to build out their design.

Based in Weyerhaeuser, Wisconsin only 1 hour & 45 minutes south of Superior. At Kramer, we look forward to a working partnership with the City and that is why I am putting my proposal together that way I have. Our thoughts are as follows:

We want to provide a 2 man team to start. Go out and look at all of Phase 1 construction and diagnose potential issues that may arise. Double check all the asbuilts and learn the total infrastructure. This would be a weekly cost billed monthly as we enter the Winter season. This same team would also provide all site surveys, as well conduct any and all maintenance ancillary items needed. As the new construction season of 2025 gets underway, Kramer to provide a team based on a as needed basis. All this will be billed out on a weekly, as needed basis. In theory the plan is to have the maintenance team do site surveys, and prep areas for the construction team to come in and complete the installation of the drop. Construction team will be separate and install the drop at contract pricing. Then the maintenance team will complete all the ancillary items inside and complete the NID install and do the splicing. Our maintenance team will be our emergency response team as well as the including the fiber locating for the Phase 1 construction. The purpose of pricing this proposal this way is so the City receives a full team of members to give your infrastructure the attention needed, but also allows the ramp up and down on a as needed basis. Kramer to setup a office & yard location in or near Superior.

The following equipment will be onsite 100% of the time for emergency response needed:

- Rubber Tire Backhoe
- Mini Excavator
- Mid Size drill for mainline
- Smaller drill for drop installs
- Drop plow for installs
- Suck Vac units
- Bucket truck for aerial or temp drop installs
- Ground thaw equipment
- Trucks and trailers to support equipment mobilization
- Splice unit
- Fiber blowing machines or Pulling unit
- Fiber Locators
- Fiber damage locators

Materials:

Kramer will also supply multiple materials to be deemed reasonable for any and all emergency situations.

Pricing to be:

2 man minimum team at all times with one guy as one call 24/7. These will be techs with many years of fiber experience along with splicing capabilities.

\$ 4,000.00 per week. This includes all equipment for the maintenance of infrastructure.

Each additional person to be added to maintenance team as construction season begins: \$ 1,500.00 per person.

Again, these are all in costs not including construction of new network. Construction prices to be determined on a as needed basis.

All materials will be a 100% pass through cost. Kramer will not mark these up at all. Material handling to be included in the pricing above.

One more side note if awarded the contract, I have formed a new CLEC licensed company based in Texas that we are installing our own fiber network around the San Antonio areas. This includes design, permitting and engineering, oversight of installations as well as final asbuilts to maintain our own network. We are called Sago fiber and I am extremely excited about the idea of bringing this to the cities open access network. I want to deploy a sales team to utilize your market to be another partner with the city. Long term goal is to help the city deploy all the next phases to your cities broadband.

As you can see that Kramer Team is very excited to form a partnership and help deploy the city with the best network possible. We don't want to be just a in and out contractor. We want a longstanding relationship that will benefit the people of the city. I know we will need to discuss this proposal in more detail, but am definitely looking forward to hearing your feedback.

I am also the owner of the The Arena League Champion Duluth Harbor Monsters. I love the twin ports area and have 750 acres of hunting land just a few miles south of Superior. Every year most of our summers are spent in the local Superior area. Thanks for the consideration.

Respectfully submitted,

Brent LaBrie
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Check out our website at: **Kramerservicegroup.com**

CITY OF SUPERIOR
Outside Plant Maintenance and Drop Services
RFQ #24-40-IT

ADDENDUM #1

DATE: October 23, 2024
TO: Prospective Firms
Proposal Opening Date: **Tuesday, October 29, 2024, at 2:00 PM (Unchanged)**

This addendum modifies the Proposal Documents for the above-listed project. The addendum consists of four (4) pages. Acknowledge receipt of the Addenda by signing the Addenda Acknowledgment form included within the proposal documents. Failure to do so may subject the Proposer to disqualification.

Clarifications and answers to questions received:

1. Attendance sign in from pre-bid meeting is attached.

2. What is the current take rate?

Unknown, as this is Phase 1. We are anticipating 30-40%.

3. How many aerial units should be included?

All design for Phase 1 is underground. The aerial units provide an option should construction need to take this route.

4. Will the contractor be working with the City or EnTrust?

Contractor will work directly with City staff. Outside consultants will not work directly with the contractor unless necessary.

5. What is the timeframe for getting service to the end user?

ConnectSuperior will require a maximum of a 30 day window between order and light up during months in which in-ground fiber installation is available. ConnectSuperior would prefer to have a clustered schedule of installations and will work with the winning bidder to maintain a steady schedule during which ConnectSuperior takes orders and works with the contractor in arranging installations to maximize efficiency.

6. Will ISPs be working w/ installers directly?

No – installers work with the city, not ISPs.

7. Will there be commercial hook ups?

Yes.

8. How will special cases be handled—ie multi dwelling units and unique commercial settings?

ICB, Individual Case Basis, should be identified before work order is issued to the contractor. Specials cases will be negotiated with the awarded contractor at the time of installation request. The Part B bid page is for predominantly residential installations.

Contractor can add their hourly rates for the special cases that fall outside of standard installations in the Part B, Price Proposal Sheet C.

9. For installs is there a list of materials, specific part numbers?

No, we want to allow the contractor to maintain flexibility with their preferred vendors using mostly generic items (duct, j-hooks, service drops fiber [2ct], brackets, etc)

Preferred Brands:

- AFL - <https://www.aflglobal.com/>
- Corning - <https://www.corning.com/optical-communications/worldwide/en/home.html>
- OFS - <https://www.ofsoptics.com/>
- Prysmian - <https://na.prysmian.com/markets/digital-solutions/optical-fiber>
- Superior Essex - <https://superioressex.com/>
- Belden - <https://www.belden.com/>

Any other brands must be approved by the City before submission of bid.

10. 2 ct Fiber park number example: 002JB1-13101-F9

single mode, OSP, ribbon or loose, dielectric, toneable.

11. For maintenance, what is the expectation for monthly walk throughs?

Contractor will be expected to be familiar with the service area. Assume walk throughs will be done twice per year as weather and snow conditions allow. Assume walk throughs will be completed in May and September. City will expect a report that identifies any potential equipment repair that needs to be done and other observations for each walk through.

12. Can contractors add more for maintenance services for the bid page?

Yes.

13. Should the walk-through inspections be individually billed?

Yes. Provide a lump sum cost in Part A that includes a per time cost for a walk through inspection.

14. How will the bid be calculated?

In lieu of completing the bid page for Part A, a contractor can attach their already established service pricing list.

Bids will be evaluated based on fees from Part A and Part B. The most economical contractor will be awarded, as determined by the City. The City understands that contractors may submit their costs in different formats.

15. In part A section 1 it states that the contractor will be required to visually inspect fiber enclosures and map the fiber within. Is a fiber enclosure considered a splice case or a hand hole or both?

In this instance, both. The contract is for maintenance and installation, which will include splicing the drop in at the splice closure, and mapping/routing the service drop to first the flower pot/vault in the ROW serving the address, and ultimately to the NID at the address/customer.

16. If installing a drop to a multi-tenant building, will it be the contractors responsibility to provide a path from the DMARC or point of entry to each tenant within the building?

This is to be handled on a case by case basis dependent on the needs of the MDU requesting services, and will be determined by conversations between the City Staff and the MDU Owner/Management, and via the pre-construction walkout and inspection of the site.

17. The RFP states that boring is the preferred method for drop installation but asks to price plowing and trenching as alternate options. Does the city have an anticipated percentage of what drops will be bored vs possibly plowed or trenched?

Site by site basis to determine installation method including a blend of bore/plow/direct bury.

18. The RFP states that the city will handle all permitting needs. Will this be handled on a per drop basis or will there be a "blanket" permit issued by the city to do all the drops?

This will be handled by the city as a blanket permit for the installation area.

19. In section 5.1 of the additional scope information, it talks about cobble and rock adders, are these to be added to the list of units considering they are not currently on the list?

Provide a unit quote for coverage in the event it's needed, but it is not expected for service drop installation. Please include this quote in Price Proposal Sheet C, Out of Scope Work Required by drop and installation crews.

20. On the Price Proposal Sheet A, line 4 says Ethernet Extension and is implied to be paid by the foot. Can you clarify the scope and unit of pay for this unit?

This item is on a case-by-case basis depending on how the end user's installation is completed. Typically, inside the home, the router is placed next to the fiber jack and this item isn't needed. However, if the homeowner has a preference for the router to be placed in another location/room, this covers the installers cost to install the ethernet extension from the fiber jack to that end point. This can be determined in the pre-installation meeting with the homeowner.

3. BID PROPOSAL

Outside Plant Maintenance and Drop Services

Date 10/29/2024

City of Superior, Wisconsin

I/we, the undersigned, being familiar with your local conditions, having made a field inspection and investigation that I/we deemed necessary, having studied the plans and specifications for the work and being familiar with all the factors and other conditions affecting the work, are hereto attaching the following documents:

1. Bid Form
2. Subcontractors & Suppliers List (see Section 4.)
3. Addenda Acknowledgment (see Section 5.)
4. Bidder's Proof of Responsibility (see Section 7.)
5. Debarment (see Section 7a.)
6. Affidavit of Organization & Authority (see Section 8.)
7. Affidavit of Compliance (see Section 9.)

I/we, the undersigned, hereby propose to furnish all applicable labor, tools, materials, skills, equipment and all else necessary to execute the work, in accordance with the specifications and are hereby submitting the following bid:

Pricing: Bidders must price the terms of this solicitation at their best pricing. Any and all costs that Bidder wishes to be considered must be submitted for consideration. If applicable, all equipment pricing is to include F.O.B. No request for extra delivery cost will be honored. Prices and/or rates shall remain firm for the initial term of the contract.

Prior to submitting a proposal, Bidders should carefully examine the sites, plans, specifications, construction drawings, and contracts related to this project. Bidders shall carefully review the route, characteristics of soils and terrains, and the kind of facilities required before and during the construction of the project.

If the Bidder has an optional feature or service that is not required or quoted in response to the base specifications, it shall include a description of that software and/or hardware capability, including availability and pricing for review by the Owner, at its discretion.

The City of Superior makes no guarantee of any minimum or maximum amount of products/services to be procured.

**** SEE NEXT PAGE****

Part A: OSP Maintenance

1. **Testing and Routine Maintenance:** Contractor will be expected to visually inspect all City-owned fiber network (ConnectSuperior) within the City's Phase 1 project area monthly. Contractor will be required to provide a written report that identifies necessary and pending repair needs, both major and minor, and the estimated costs of those repairs. The City may direct the Contractor to visually inspect fiber enclosures and map the fiber within. Contractor will be required to create and produce documentation of all findings and test results.

While the City favors in-ground fiber placement and Phase 1 is entirely in-ground, there is potential for aerial placement in the future. Contractor will coordinate any pole owning utilities to complete pole transfers and replacements if necessary. The inspection shall identify any of the following but not limited to missing or damaged buried-cable markers, damaged or unsecured closure lids, significant areas of standing water near ducts and handholes, damaged splice enclosures, and sunken or damaged handholes. Conduct cleaning and dewatering of handholes/services box at least twice per year.

The inspections shall be conducted by not only drive-by patrols but also through inspections on foot when necessary for visual inspections of handholds, splice points, and any other areas deemed necessary by the City. If an immediate threat to the operation of the network or public safety is assessed, it shall be communicated to the City immediately and scheduled for repair. All other possible threats will be thoroughly documented and reported to the City within one (1) week of the discovery and should be completed during regular business hours.

Documentation of every inspection shall consist of the date of the inspection, exact location(s) and description of any issues identified, suggested remedy, digital pictures of all issues and areas of high potential for issues, and name of the person(s) performing the inspection. If an immediate threat is assessed and rectified, the Contractor shall provide a picture of the threat before repairs and after completion of the repair.

Repair services will be performed on a time and materials basis. Costs associated with the repair and paid by the Contractor for materials will be reimbursed as part of the invoicing process. Labor rates will be as specified in the price proposal and are billable upon arrival at the work site and end once the work has been completed at the site. Time spent on a repair shall be billed to the nearest quarter hour.

Repair services which resulted from negligence of the Contractor or Subcontractor shall be immediately remedied by the Contractor and at no cost to the City.

Documentation of every repair shall include the date of the repair, description of the original issue, description of the repair, digital pictures of the issue, both before and after the repair, names of the repair crew, and name of the supervisor who performed the final

inspection and verified repair.

In the event a fiber line is determined to be damaged to the point of no longer being viable for repair, the Contractor and the City shall mutually review available options (such as replace or remove) and develop a scope of work. Such scope of work will be approved in writing by the City and issued with a new or amended Work Order.

2. **Repair and Emergency Restoration:** Contractor shall provide both routine and emergency restoration and major repair services. Secure 24/7 on-call/standby repair team for immediate response in case of network failure. Upon receiving notification of a repair need, the Contractor shall dispatch crews to repair the problem within four hours of receiving notification. All services shall be properly documented. The Contractor agrees that during and after a public emergency, disaster, hurricane, flood, or acts of God, the City shall be given a high priority for all goods and services under this contract. The Contractor agrees to provide all goods and services to the City throughout the emergency/disaster at the terms, conditions, and prices as provided in this solicitation, and with a priority above, a preference over, sales to the private sector. The Contractor shall furnish a 24-hour phone number to the City in the event of such an emergency. Failure to provide the stated priority/preference during an emergency/disaster shall constitute breach of contract and make the Contractor subject to legal actions and other remedies as available. At a minimum, the Contractor shall be expected to perform the following:
 - a) Make any repair that requires immediate action, such as down cables and broken fiber. Work will include fiber splicing and testing, as necessary.
 - b) Coordinate with pole owning utilities and emergency responders required to be on scene during the repair.
 - c) Make available crews 24 hours a day, 365 days a year. Crews should be able to respond within 4 hours of notification of a repair and make necessary repairs within 12 hours of notification.
 - d) Submit revised as-built plan, test results, material consumption and other necessary documentation.
 - e) In the event that the Contractor detects, or has been made aware, that a third party is working or intends to work close to the network, Contractor shall but not limited to:
 - Inform the City as soon as possible for appropriate action.
 - Document the third-party name, route under risk, date/time, and expected action to take.
 - Report any damage by a third party.
3. **Work Product and Materials:** Contractor will be expected to make all repairs using materials comparable to those that make up the existing system. Currently, all City owned fiber is FusionLink RICT by Prysmian group (see spec sheet). Used fiber counts include: 24, 48, 96, 144, and 432. Contractor's work will be expected to be consistent with industry standards. Testing shall be done using an OTDR device. Testing will be considered complete when test results show signal losses within the fiber manufacturer's specifications. Contractor is required to maintain an inventory of materials to complete

routing maintenance and emergency repairs.

Contractor shall provide a three (3) month warranty from the date of permanent restoration during which time the Contractor shall remedy, free of charge, any failure, repair or restoration not caused by a new, identifiable incident.

4. **Invoicing:** Contractor is expected to provide accurate and timely invoicing. Invoices will be submitted within thirty (30) days of work performed. Invoices will contain all supporting documentation.
5. **Other Duties as Requested:** Contractor may be requested to provide and complete additional work items, not outlined in this RFP.

1.Fixed Price Deliverables:

Please provide a description and proposed prices for common billables, such as per splice cost, traffic control, etc.

Deliverable Description	Fixed Price
Please see the attached Deliverable option plan	See attached sheet

2.Hourly Labor Rates:

Please provide hourly rates for each job class, such as foreman, and splicer, etc.

Service Category/Title of Positions	Hourly Rate
See Attached	TBD
Materials Markup percentage	%

Part B: Drop and In-Premise Coordination and Installation

The City of Superior, Wisconsin (City) is constructing a new FTTP (Fiber-to-the Premise) network. Superior is a community in Northwestern Wisconsin covering ~45 square miles, with a population of ~26,751 residents. As of 2023, there are over 11,661 households. Outside plant construction of a pilot area of ~833 service endpoints, depicted below, is currently under contract. Construction began September 2024.



Figure 1 – Fiber Drop Locations

The Internet Protocol (IP) Core and Subscriber Access Equipment contract has been awarded but drops and in-premise coordination/installation are being bid out in this Part B. The bid for this Part B includes:

- Drops from the Multipoint Service Terminal (MST) to the premise
- Customer “site survey” consisting of arranging and conducting a meeting with the premise owner to define:
 - Fiber drop demarcation point on the building
 - Potential impediments in the drop path
 - Installation details (path, costs for extra components, etc.)
 - In-premise installation of network access equipment/provisioning

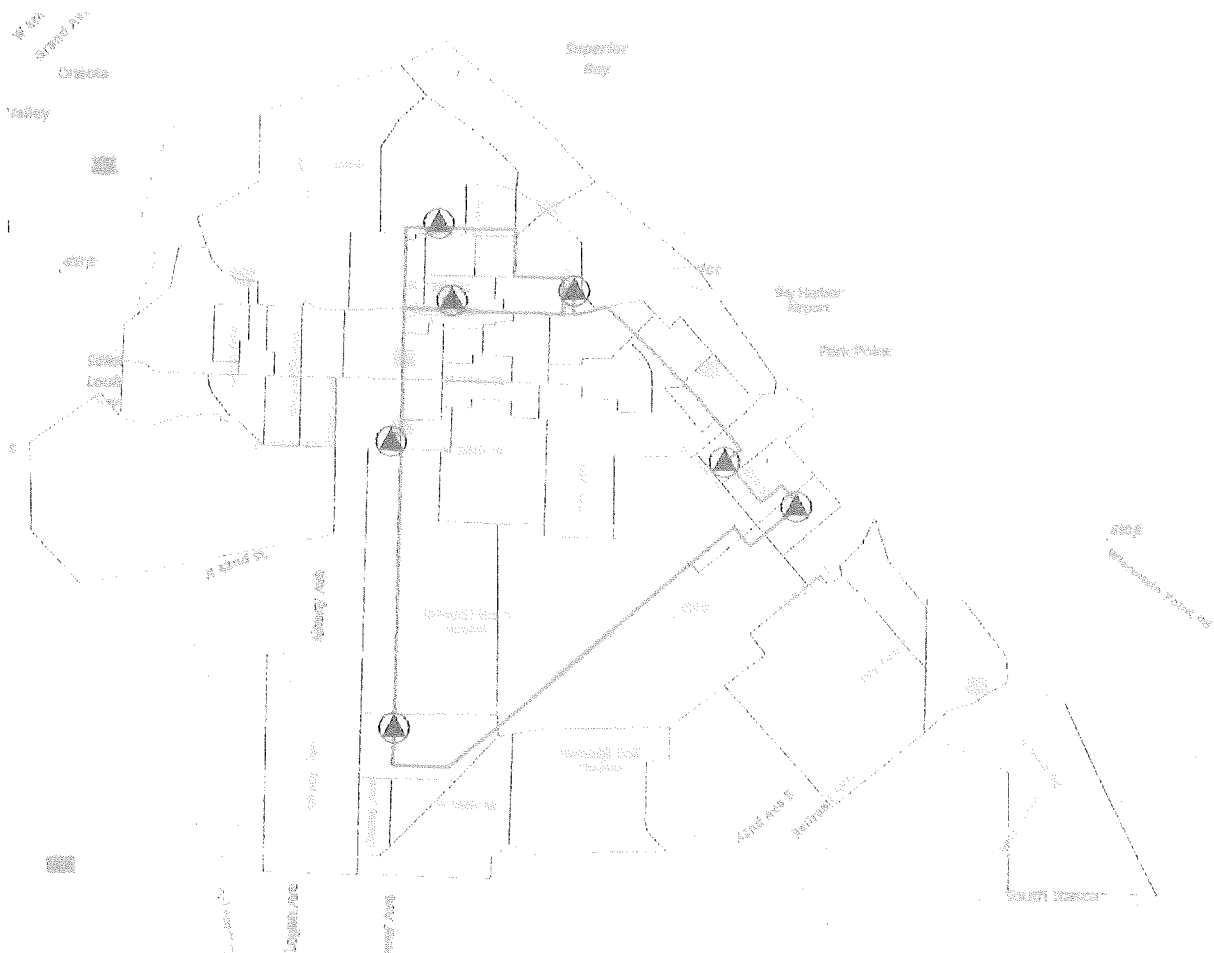


Figure 2 – City Wide Fiber Rings

Services offered by the ConnectSuperior network will eventually be available to all residential and business customers in the City. The preliminary service take-rate is planned at 43%, but a higher percentage of adoption is anticipated.

The first critical benchmark is provisioning between 150-300 customers on the network in 2025. The drop construction is primarily underground, with boring the preferred method - aerial will be used only when underground is not possible. Network access equipment is being provided by Nokia. Materials need to be included in this RFP response. In the construction bid for Phase 1 OSP construction, drops were not included as a bid item.

1. Part B Project Description and Bid Page:

The project in Part B portion is generally described as the drop construction, “site-survey” with premise owners to delineate the path for the drop, house demarcation and in-premise installation (provisioning).

For the purposes of service for Part B, the term “site survey” will be used to describe the process of meeting with the premise owners for determining path, possible path obstructions, house demarcation and provisioning details as described in this paragraph and section 1.2.2.

Drop Construction

The Bidder is asked to create and include a sample work plan for the installation of the typical components for a drop with their bid submittal.

LOCATIONS AND QUANTITIES OF DROPS

The ClosuresDrops-CS-Pilot_09122024.kmz provides a list of Service Drops and Splice Closures that serve them in included in the link at the beginning of this document. The Service Drop Fiber is 2ct Service Drop Fiber. The average distance for each drop is 160’.

The Bidder will provide the materials necessary for drops and installation. Nokia ONT is PROVIDED by the City.

PROPOSAL PRICING SUMMARY SHEET
Price Proposal Sheet A
Drop Construction and Installation Services

Bid Item #	Description	Unit	Estimated Quantities	Unit Price	Total Cost
1	Underground Installation	Each	333	1,100.00	366,300.00
2	No Access Truck Roll	Each	20		
3	Site Survey	Each	333	Included in the	Maintenance Proposal
4	Ethernet Extension	Foot	160	Included in the	Maintenance Proposal
5	Installation Assistance	Hour	185	Included in the	Maintenance Proposal
6	Splicing per drop (at Premise and at right of way)	Each	333	Included in the	Maintenance Proposal
7	Site Survey & Administration Tasks	Each	333	Included in the	Maintenance Proposal
TOTAL					\$

MATERIAL FOR Inside ONT Installation

Bid Item #	Description	Unit	Estimated Quantities	Proposed Unit Price	Total Cost
8	TE WALL BOX INSIDE WALL BOX	Each	333	Pass through	Cost
9	JRVDW001SCASCA003M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 3 METERS	Each	333	Pass through	Cost
10	JRVDW001SCASC A005M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 5 METERS	Each	333	Pass through	Cost
11	JRVDW001SCASCA0010M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 10 METERS	Each	333	Pass through	Cost
12	PR10013380273 FIBER DROP CORDAGE SMLPX I/O RISER RUG SM ULTRA BEND OFS INDOOR DROP 6562' REELS	Each	333	Pass through	Cost

13	FITSCAPCS0C100 CONNECTOR SMF SC/APC 100 PER PACK – MECHANICAL SPLICE	Each	333	Pass through Cost	
14	JRVDW001SCASCA003M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 3 METERS	Each	333	Pass through Cost	
15	JRVDW001SCASC005M FIBER RISER RUGGEDIZED I/O SM-EZ BEND CONNECTORS SC/APC 5 METERS	Each	333	Pass through Cost	
				TOTAL	\$

Price Proposal Sheet B
Material Supply Services

Bid Item #	Description	Unit	Estimated Quantities	Proposed Unit Price	Total Cost
16	Drop Wire Clamp	Foot	333	Pass through Cost	
17	Screw Clips	Each	333	Pass through Cost	
18	Drop Wire Hook (Rams Horn)	Each	333	Pass through Cost	
19	Tracer Wire	Each	333	Pass through Cost	
20	Ground Rod	Each	333	Pass through Cost	
21	Ground Rod Clamp	Foot	333	Pass through Cost	
22	¾" SCH 40 Grey Conduit/Sweep 90 (3' sections for house box transition)	Each	333	Pass through Cost	
23	Fiber Jumper	Each	333	Pass through Cost	
24	Network Interface Device (with molded logo to be provided by ConnectSuperior)	Each	333	Pass through Cost	
25	¾" SDR 13.5 Orange HDPE (expected 4 feet needed each drop)	Foot	1300	Pass through Cost	
TOTAL					\$

Price Proposal Sheet C
Out of Scope Work Required by drop and installation crews

It should be assumed that some out of scope outside plant construction tasks may be required. Respondents are asked to provide a general hourly rate for a minimum crew to complete additional services needed. This hourly rate should include labor, vehicle and equipment costs for the crew. Add additional lines as needed. Trenching and plowing should be listed here with associated costs as alternative methods.

Please use the following table to define your pricing.

Description	Hourly Rate

Please provide pricing for the following items. These items are for future installation of possible aerial fiber and the instances where a temporary surface fiber drop would be necessary.

Bid Item #	Description	Unit	Proposed Unit Price
26	Aerial service installation up to 100'	Each	\$ 450.00
27	Aerial service installation – Over 100'	Foot	\$ 600.00
28	Temporary Surface Fiber Drop	Each	\$ 350.00

Additional Scope Information:

1. Customer Interaction

It is of the utmost importance that anyone engaging with a ConnectSuperior customer or potential customer maintains the highest level of professionalism and that all participants in these interactions are safe. Contractor and employees will be expected to wear easily accessible identification stating they are contractors for ConnectSuperior.

ConnectSuperior has established a benchmark that between 300 – 400 customers will be provisioned on the network in 2025 - 2026. The network access equipment will be available and the OSP contractor has committed to this number. The drop contractor will need to commit to this number also (providing the connections are ready).

Any damages to customer or ConnectSuperior property caused by the drop contractor is the responsibility of the contractor to repair or compensate for the damages to the customer or ConnectSuperior. Contractor will be required to provide proof of insurance for these and other standard insurance requirements.

2. Customer Site Survey

ConnectSuperior will provide a list of the customers who have requested service. The selected contractor will be inside the home/business to help evaluate the best optical network terminal (ONT) location; then determine the optimal exterior path to that interior location. The Bidder should create a work plan for arranging a meeting with the premise owner to define the following:

- Demarcation point on the building
- Potential impediments in the drop path
- Installation details (path, costs for extra components, etc.)
- Site survey may include installing the external enclosure (i.e. clam shell); needs specified in the quote. The deliverables for this part of the project will be:
 - A site map recording the potential impediments in the yard – the format of the map will be left to the contractor, as long as the maps provide the necessary information in a way that can be easily interpreted by the installation teams
 - Customer signatures on the map and installation details
 - The site survey maps are to be collected and forwarded to ConnectSuperior in digital form
 - The demarcation point marked on the house (as shown in the map that is signed by the customer)
 - Installation requirements within the house (ONT location, etc.)
 - Number of connection outlets, etc.

3. Customer In-Premise Installation/Provisioning

The selected Bidder will also be responsible for the ONT installation/provisioning. The Bidder will make arrangements with the premise owner to install the ONT and provision the customer and perform the necessary steps to provide a complete installation and provisioning.

4. Sample Work Plan to be provided with bid

Part 1: Drops

Provide a description in your sample work plan of the approach proposed to accomplish the objectives outlined in the Scope of Services. Include a summary of the steps to be completed. For drop installation, please describe:

- Steps required to coordinate and install the conduit and drops
- Time needed for typical drop installations
- Method of drop installation

Winter Conditions:

Drop installation to include trenching, boring, or plowing may not be possible during the winter and early spring due to the following conditions:

1. Frozen ground and snow/ice ground cover.

Colder temperatures make the ground too hard to bury fiber. Snow and ice may make handholes inaccessible.

2. The ground is too wet.

Heavy precipitation from snow, melting snow and rain. When the soil is saturated, installing fiber optic drops below ground is not feasible. Burying fiber when the ground is too wet can upset lawns, flowerbeds, trees, and other vegetation. In addition, these conditions can also create unsafe conditions for installation crews.

Part 2: Customer Site Survey (bid item 7)

The selected Bidder will contact identified premise owner to arrange a meeting to determine the path for the drop, the demarcation point on the house and where the ONT needs to be installed in the house.

Please provide an example of your process for contacting homeowners in your sample work plan, following up with those who require multiple contacts and work samples of customer survey maps and sign-offs that you have done in the past.

Part 3: Customer Installation and Provisioning

The selected Bidder will contact the premise owner to arrange a meeting to do the installation and provisioning. Include a description of this process in your sample work plan.

5. Drop Construction Underground Path Creation

5.1 Horizontal Directional Drilling – Preferred method

Pricing shall include all costs incurred for potholes and restoration per the requirements listed in the municipal code and WI DNR technical standards 1059 and section 630 of the WISDOT standard specifications. Tracer wire will be placed for each drop to aid in the locate process later. Each drop will be placed at a depth of 9-12” below the surface. Rocky ground is not anticipated, but if it is encountered, a Mandrel shall be pulled through all conduit sections to verify the integrity of inside wall of the conduit. Cobble and Solid Rock Adders are intended to be “incremental” or additional per foot charges to the base unit rate.

5.2 Trenching – Contractor to quote as out of scope work on Price Proposal C

Respondents should assume the use of standard trenching practices for a portion of the project. Pricing should include costs for restoration per the requirements listed in the municipal code, WI DNR technical standards 1059 and section 630 of the WISDOT standard specifications. Tracer wire will be placed in all trenched sections. Trench line shall be compacted in 1’ lifts. Each trench will be backfilled and compacted. Cobble and solid rock adders will not apply to trenching efforts.

5.3 Plowing – contractor to quote as out of scope work on Price Proposal C

Respondents should assume the use of standard plowing practices for a portion of the project. Pricing should include costs for restoration per the requirements listed in the municipal code, WI DNR technical standards 1059 and section 630 of the WISDOT standard specifications. During plowing operations, a tracer wire shall be installed in each plowed section with tone verification for continuity. and solid rock adders will not apply to plowing efforts.

6. Technical Specifications

The Owner will be deploying a new FTTP System(s). This FTTP System(s) shall be capable of meeting the Owner requirements as required in this and the following sections.

It is the Owner’s intent to use the FTTP system(s) for deployment to homes, business and City facilities throughout the community.

The Bidder shall construct network infrastructure that is Network Equipment Building System (NEBS) Level 3 compliant.

The Bidder shall detail equipment and construction that meets all Federal, State, and local codes to include but not limited to:

- FCC Regulations
- Building & Fire Codes

- National Electrical & Safety Codes
- City of Superior City Codes Compliance with all relevant ITU and IEEE standards.

DESIGN RESPONSIBILITIES

Drop path, impediments in premise property, demarcation and inside installation path and needs determined by the selected Bidder.

End design at the terminal. Provide line associating demarcation point with optical network terminal (ONT).

Permit submittal is handled by the City. As-Built – Redlines are entered into fiber management system through online portal submittal and finalized by the City.

7. Vendor Equipment Details

Nokia has been selected as the equipment vendor. The primary residential ONT model is Nokia ONT XS-010X, see Figure 5.

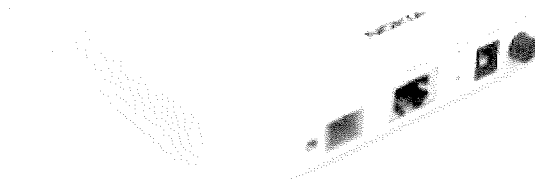


Figure 5 -

The Nokia ONT XS-010X-Q is designed for residential customer requirements and offers data services to the subscriber through FTTH or fiber to the premises (FTTP) applications. The Nokia ONT XS-010X-Q is an ONT suitable for indoor deployments and is compliant with ITU-T G.9807.1 supporting a line rate of 10 Gb/s upstream and 10 Gb/s downstream. With XGS-PON as the uplink interface, the XS-010X-Q is also compliant with the standard optical network unit (ONU) management and control interface (OMCI) definition. The XS010X-Q can be managed from a remote site using application management services (AMS) and supports the full range of fault, configuration, accounting, performance, and security (FCAPS) functions.

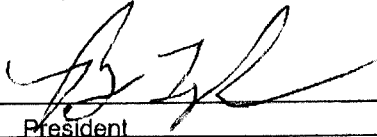
These units are to be placed internally in a central location conducive for successful use and wifi connection (route & wifi connection NOT responsibility of contractor)

Source - [nokia-ont-xs-010x-q-datasheet-en.pdf \(al-enterprise.com\)](#)

8. Ongoing Costs

Unless otherwise agreed, Contractor warrants that materials will be new, unused, of most current manufacture and not discontinued, will be free of defects in materials and workmanship, will be provided in accordance with manufacturer's standard warranty for at least two (2) years unless otherwise specified, and will perform in accordance with manufacturer's published specifications.

The City of Superior (ConnectSuperior) makes no representations, warranties, or guarantees that the information contained herein is accurate, complete, timely, or that such information accurately represents the conditions that would be encountered in pursuing the work or at the site(s) of work now or in the future. The furnishing of such information by ConnectSuperior shall not create or be deemed to create any obligation or liability upon it for any reason whatsoever and each Bidder, by submitting its proposal, expressly agrees that it has not relied upon the foregoing information, and that it shall not hold ConnectSuperior liable or responsible therefore in any manner whatsoever. Accordingly, nothing contained herein and no representation, statement or promise, of ConnectSuperior, its directors, officers, agents, representatives, or employees, oral or in writing, shall impair or limit the effect of the warranties of the Bidder required by this RFP and that it shall not hold ConnectSuperior liable or responsible therefore in any manner whatsoever.

SIGNATURE 
TITLE President
COMPANY Kramer Service Group
ADDRESS P.O. Box 71, Weyerhaeuser, WI 54895
PHONE 715-642-0180
FAX N/A
E-MAIL ADDRESS Brent@kramerservicegroup.com

6. BID BOND -

Not applicable to this project.

7. BIDDER'S PROOF OF RESPONSIBILITY (Must be submitted with Bid)

Wisconsin Statutes Section 66.0901 (2) requires anyone submitting a bid to complete a sworn statement consisting of information relating to the financial ability, equipment, experience in the work prescribed in the public contract, and other matters that the municipality requires. The City of Superior shall properly evaluate the statement and shall find the maker of the statement either qualified or unqualified.

If the City is not satisfied with the sufficiency of the answers to the questionnaire and financial statement, it may reject the bid or disregard the same or require additional information.

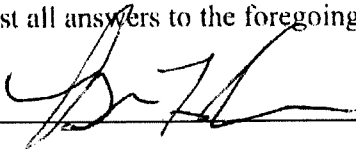
The contents shall be confidential and may not be disclosed except upon the written order of the person furnishing the statement, for necessary use by the public body in qualifying the person, or in cases of actions against, or by, the person or municipality.

1. Name of bidder: Kramer Service Group
2. Bidder's address: P.O. Box 71 Weyerhaeuser, WI 54895
3. When organized: 2012
4. Where incorporated: Wisconsin
5. How many years have you been engaged in the contracting business under the present firm name: 13 years
6. Have you ever failed to complete any work awarded to you? No Yes
(If yes, please explain)
7. Have you ever defaulted on a contract? No Yes
(If yes, please explain.)
8. Have you ever been sued for services you provided? No Yes
(If yes, please explain.)
9. In the past three years, has your organization had at least a 25% interest, or has another corporation, partnership or other business entity operating in the construction industry controlled it? No Yes
(If yes, please attach a statement explaining the nature of the relationship.)
10. Has your or the controlling company ever been charged with or convicted of a violation of any wage schedule? (Section 66.0903 (12) d Wis Stats) No Yes
(If yes, please provide details, date, claimant, particulars of each instance.)
11. Has the applicant, any of its owners, a subsidiary or corporate parent, or any officer or director thereof; been convicted in the last three years of violating Section 133.01, Wisconsin Statutes (Unlawful Contracts; Conspiracies)? No Yes
(If yes, please provide details, date claimant, particulars of each incident, etc.)
12. Does your firm have a substance abuse policy that complies with Section 103.503 Wisconsin Statutes? No Yes
13. Does your firm possess all valid licenses, registrations and certifications required by federal, state, county or city law necessary for the work it seeks to perform?
No Yes
14. Has your organization had any type of business, contracting or trade license, certification or registration revoked or suspended in the last three years?
No Yes (If yes, please explain.)

15. Does your organization meet all bonding requirements as required by applicable law?
No _____ Yes X
16. Attach a list of the largest contracts completed by your firm, including kind of work and approximate cost.
17. Attach a statement of background and experience of the principal members of your personnel, including your officers.
18. Name, address and telephone numbers of a minimum of two (2) references of others whom you have performed similar work/services to in the past five (5) years.
19. Credit references - attach as applicable
20. Financial statement (net worth in excess of): \$ 20 Plus Million
21. Additional information may be submitted if desired. Attach separate sheets as necessary.

Company Name Kramer Service Group

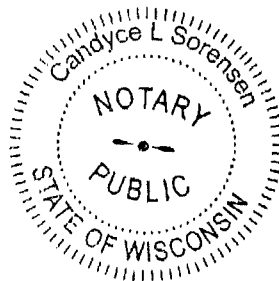
I, the below signed, attest all answers to the foregoing questions and all statements contained are true and correct.

Authorized Signature 

PRINT signature name and title Brent LaBrie President

Subscribed and sworn to before me,
this 27th day of October, 2024
Candace L. Sorensen
Notary Public

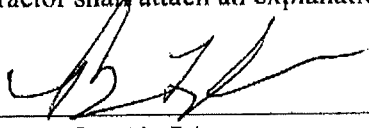
County of Bush
My Commission Expires April 23rd, 2028



7a. Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion-Lower Tier Covered Transactions

This certification is required by the regulations implement Executive Order 12549, Debarment and Suspension, 7 CFR Part 3017, Section 3017.510, Participant's responsibilities. The regulations were published as Part IV of the January 30, 1989 Federal Register (pages 4722-4733). Copies of the regulations may be obtained by contacting the agency with which this transaction originated.

1. The Contractor certifies that, by submission of this proposal, that neither it nor its principals, or SubContractors:
 - a. Is presently debarred, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
 - b. Have not within a three-year period preceding this date been convicted of or had a civil judgement rendered against you for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State or Local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - c. Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph 1(b) of this certification; and
 - d. Have not within a three-year period preceding this date had one or more public transactions (Federal, State or local) terminated for cause or default.
2. Where the Contractor is unable to certify to any of the statements in this certification, such Contractor shall attach an explanation to this proposal.

Signed: 
Print Name & Title: Brent LaBrie
Name of Organization: Kramer Service Group
Date: 10/29/24

8. AFFIDAVIT OF ORGANIZATION AND AUTHORITY

(Must be submitted with Bid)

STATE OF WI)

COUNTY OF Rusk)

SS

_____ being duly sworn on oath deposes and states that the bidder on the attached bid proposal is organized as indicated below and that all statements herein made are made on behalf of such bidder and that this deponent is authorized to make them.

Complete Applicable Paragraphs:

1. CORPORATION

The bidder is a corporation organized and existing under the laws of the State of _____, its president is _____, its secretary is _____, and it does (does not) have a Corporate Seal. The president is authorized to sign construction contracts and bids for the company by action of its board of directors taken _____ a certified copy of which is hereto attached. (Strike out last sentence if not applicable.)

2. PARTNERSHIP

The bidder is a partnership consisting of _____ and _____ partners doing business under the name of: _____

3. SOLE TRADER

The bidder is an individual and if operating under a trade name, such trade name is:

4. LIMITED LIABILITY COMPANY

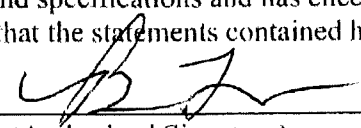
The undersigned is the President (title) of Kramer Service Group, a Limited Liability Company organized and operated under the laws of the State of Wisconsin.

5. ADDRESS

The business address and phone number of bidder is:
P.O. Box 71 Weyerhaeuser, WI 54895

6. STATUTORY SWORN STATEMENT

Brent LaBrie also deposes and states that they have examined and carefully prepared this bid proposal from the plans and specifications and has checked the same in detail before submitting this proposal or bid, and that the statements contained herein are true and correct.



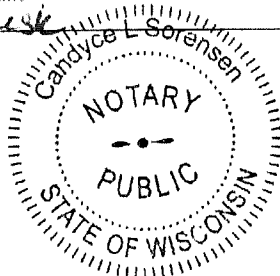
(Authorized Signature)

Subscribed and sworn to before me,
this 20th day of October, 2024

Candace J. Dr.
Notary Public

County of Rusk

My Commission Expires April 23rd, 2028



9. AFFIDAVIT OF COMPLIANCE

(Must be submitted with bid from Contractor and each sub-contractor)

State of WI)
) SS
County of Rusk)

I, Kramer Service Group, being duly sworn on oath, states as follows:
NAME OF CONTRACTOR AGENT

1. That I am the contractor or agent of the contractor submitting a bid for
Outside Plant Maintenance & Drop Services; and
NAME OF PROJECT

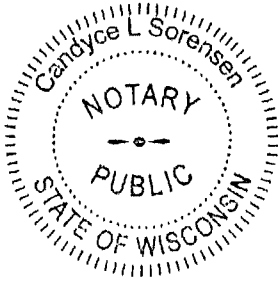
2. That Kramer Service Group is a responsible bidder and
NAME OF CONTRACTOR COMPANY
meets the criteria set forth in Chapter 2, Article XII, Responsible Contractor Criteria,
City of Superior Ordinance #O20-4178 (attached hereto).

[Signature]
SIGNATURE OF CONTRACTOR/AGENT
Brent LaBrie
PRINT NAME
President
TITLE
P.O. Box 71, Weyerhaeuser, WI 54895
ADDRESS
715-642-0180
PHONE
Brent@kramerservicegroup.com
E-MAIL

Subscribed and sworn to before me this 29th day of October, 2024.

[Signature]
SIGNATURE
CANDYCE L. SORENSEN
PRINT NAME

My commission expires: April 30th 2028



5. The Bidder will make available for use in connection with the proposed construction the following construction plant and equipment:

Plows, Bore Rigs, Cable Blowers

6. The Bidder has had the following experience on other similar work:
26 Years

7. If awarded the contract for the construction of the Project, the Bidder will employ the construction superintendents and supervisors listed hereunder for work throughout the course of the construction of the Project.

We have 10 Construction Supervisors will extensive years of experience

Attached hereto are signed statements of the qualifications of said superintendents and supervisors, including specific experience in supervision of construction of the type of facilities included in the plans and specifications.

8. The Bidder now has the following bonded jobs under contract:

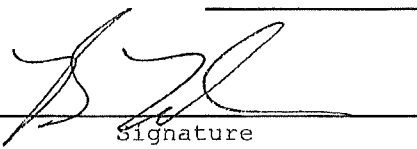
Evertek	Holstein, IA	\$ 5,500,000.00
Lumen	Minatare, Neb	7,800,000.00
Mid American Energy	Western Iowa	34,300,000.00

9. The Bidder possesses Contractor's License No. Multiple States for the State of _____ in which the Project is located, and said license expires on _____, 20 2026.

10. The Bidder hereby represents and warrants that all statements set forth herein are true and correct. (If the Bidder is a partnership, the partnership name must be signed, followed by the signature of at least one of the partners. If the bidder is a corporation, the corporate name must be signed, followed by the signature of a duly authorized officer and the corporate seal affixed. A typewritten copy of all such names and signatures shall be appended. No alterations, erasures, corrections or interlineations will be permitted.)

(OFFICIAL SEAL)

Kramer Service Group

9 _ 16 _ 2024		Name of Bidder
Date	Signature	Brent LaBrie (President)
		Title
- -		
Date	Signature	Title

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0572-0059. The time required to complete this information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

BIDDERS QUALIFICATIONS FOR BURIED PLANT CONSTRUCTION

INSTRUCTIONS - To be submitted in accordance with the provisions set forth in "Notice and Instructions to Bidders" contained in the bidding documents for the project.

The undersigned Bidder makes the following representations relative to its proposal to _____

Grafton Fiber Project

for the construction of Rural Utilities Service Project designated Illinois

The word "it", used herein by way of reference to the undersigned, shall be deemed to mean "he" if the Bidder is an individual and "they" if the Bidder is a partnership.

1. It maintains a permanent place of business at

Weyerhaeuser Wisconsin

2. It has completed telephone construction contract(s) for 26 Years or more RUS Borrower(s). List RUS Borrower(s), if the construction included buried plant of the type contemplated in the project.

NAME OF BORROWER	APPROXIMATE NUMBER OF MILES
_____	_____
_____	_____
_____	_____

3. if awarded the Construction Contract it will: (Check one)

- Perform all construction with it's own forces.
- Employ the following subcontractor(s) listed below along with a brief explanation of the construction activities the subcontractor(s) will perform such as plowing, trenching, or installation of pedestals, terminals, service wire, telephone instruments, poles, etc:

NAME AND ADDRESS OF SUBCONTRACTOR	CONSTRUCTION ACTIVITY
<u>Depending on the Jobs we have sub contractors that do help</u>	_____
_____	_____
_____	_____
_____	_____

4. Buried plant construction experience of the Bidder and its subcontractors listed above includes the following:

COMPANY FOR WHICH WORK WAS DONE	LOCATION OF WORK	APPROX-MILEAGE	OFFICIAL CONFIRMATION OF WORK DONE	
			NAME AND ADDRESS OF OFFICIAL	TEL. NO-
<u>Evertex</u>	<u>Sioux Rapids</u>	<u>125</u>	<u>Roxanne White</u>	<u>712-834-2936</u> () -
<u>Mid American Energy</u>	<u>Western Iowa</u>	<u>300</u>	<u>Mathew Towey</u>	<u>515-281-2540</u> () -
<u>City of West Des Moine FTTP</u>	<u>West Des Moine</u>	<u>250</u>	<u>Ben Mcallister</u>	<u>515.222.3479</u> () -
<u>Clear Lake Telephone</u>	<u>Clear Lake, IA</u>	<u>140</u>	<u>Deb Husby</u>	<u>605) 941-2237</u> () -
<u>Indiaola Fiber</u>	<u>Pella, IA</u>	<u>110</u>	<u>Jim Petro</u>	<u>515-988-2005</u> () -

5. The plow proposed to be used on the Project to perform the buried plant construction is described in the following information about the design and capabilities of the plow and the work the Bidder or subcontractor has done with the plow.

John Deere 850

6. It will make available the following other equipment for use in plowing, trenching and other operations related to buried plant.

Bore Rigs and Backhoes and all associated equipment to complete the job

7. It either owns the plow, and other equipment described in Item 6, or has arranged for equipment as follows: (List equipment and whether to be bought or leased.)

8. If awarded the Construction Contract the name of the construction superintendent it will place in overall charge of the proposed construction is _____
Attached hereto is a signed statement of his experience in telephone construction and in supervision of construction of the type proposed.

The names of foremen and other key personnel and brief summaries of their experience in the particular operation such as plowing in which each one will be in charge, are as follows:

We have multiple supervisors with years of UG experience

9. Listed below are the names of other RUS Borrowers and their Engineers which have found the qualifications of the Bidder satisfactory for bidding buried plant construction.

OWNER	ENGINEER
Clear Lake Telephone	Farr
City of WDM	Civil Design Advantage
IMU	New Comtech
Mid Am	Olsson Engineering

10. It now has the following bonded jobs under contract:

Mid Am,	\$ 34,500,000.00
Evertex Holstien	5,500,000.00
Lumen	7,800,000.00


11. It possesses contractor's license no _____ for the State of Multiple States in which the Project is located, and said license expires on _____, 20 2026

12. It hereby represents and warrants that all statements set forth herein are true and correct.

(If the Bidder is a partnership, the partnership must be signed, followed by the signature of at least one of the partners. If the Bidder is a corporation, the corporate name must be signed, followed by the signature of a duly authorized officer. A typewritten copy of all such names and signatures shall be appended. No alterations, erasures, corrections or interlineations will be permitted.)

Kramer Service Group

NAME OF BIDDER

9 _ 16 _ 2024  Brent LaBrie (President)

DATE SIGNATURE TITLE

— — — — — —

DATE SIGNATURE TITLE

Kramer Well Drilling LLC

Balance Sheet

As of August 31, 2024

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
CCF Checking	1,124,482.13
Clearing Bank Account	0.00
SFB Checking #447672	2,119,016.26
SFB Checking x7685	37,618.43
Total Bank Accounts	\$3,281,116.82
Accounts Receivable	
Accounts Receivable	6,984,594.81
Total Accounts Receivable	\$6,984,594.81
Other Current Assets	
Inventory Asset	3,221,032.90
Undeposited Funds	0.00
Total Other Current Assets	\$3,221,032.90
Total Current Assets	\$13,486,744.53
Fixed Assets	
Accumulated Amortization	-128,333.33
Accumulated Depreciation	-5,075,607.52
Building	202,717.51
Furniture and Equipment Fixed Asset	7,963,122.35
Goodwill	355,000.00
Land	10,000.00
Vehicles Fixed Asset	2,154,981.90
Total Fixed Assets	\$5,481,880.91
Other Assets	
Brent LaBrie Receivable	300,112.59
Total Other Assets	\$300,112.59
TOTAL ASSETS	\$19,268,738.03

Kramer Well Drilling LLC

Balance Sheet
As of August 31, 2024

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	631,973.63
Accounts Payable	631,973.63
Total Accounts Payable	\$631,973.63
Other Current Liabilities	
Accrued Interest	68,974.90
Accrued RE & PP Taxes	12,050.49
Child Support	0.00
Due to Brent	2,033.47
Payroll Garnishment	0.00
Payroll Liabilities	0.00
Federal Taxes (941/944)	0.00
Federal Unemployment (940)	0.00
State Income Tax Withholding	0.00
State Unemployment Tax	0.00
Total Payroll Liabilities	0.00
Suspense Account	0.00
Total Other Current Liabilities	\$83,058.86
Total Current Liabilities	\$715,032.49
Long-Term Liabilities	
BB Lease to Purchase	255,950.07
BB Lease to Purchase #2	295,290.28
De Lage Landen 1567861 Vermeer 40x55 & F5 Falcon purchase	170,835.36
SFB LOC - 1171178	4,953,409.61
SFB LOC - 4542	2,121,229.91
Total Long-Term Liabilities	\$7,796,715.23
Total Liabilities	\$8,511,747.72
Equity	
Capital Stock	100.00
Members Draw	-1,654,469.85
Members Equity	10,199,175.94
Opening Balance Equity	0.00
Retained Earnings	0.00
Net Income	2,212,184.22
Total Equity	\$10,756,990.31
TOTAL LIABILITIES AND EQUITY	\$19,268,738.03

KRAMER Service Group

Capability Statement



COMPANY OVERVIEW

Kramer Service Group (KSG), is a utility construction company providing customized services to information and communications technology companies, state and federal government, , energy and gas companies, engineering firms, municipalities, and the agricultural industry. Clients turn to us when they have a tough project. We do projects others won't. With our extensive equipment, expertise and nationwide network, we quickly assemble experienced crews to meet customer needs throughout the country.

CORE SERVICES

- Horizontal Directional Drilling (HDD)
- Trenching, Plowing
- Rock Boring
- Fiber Optic Splicing
- Cell Tower Solutions
- Fiber to the Home (FTTH)
- Field Surveys
- Fiber to the Premise (FTTP)
- Traditional and Micro Trenching
- Long Haul Fiber Optic
- Inside Pathway
- Right-of-Way
- Easements / Permitting
- OSP Engineering Services – Outside Plant
- ISP Engineering Services – Inside Plant
- Third-Party Services
- Poles
- Administrative Support
- Project Management/Inspection Services
- Field Surveys
- Training Services
- GIS Mapping
-

COMPANY DATA

Staff: 90-125 (additional available)

RUS projects: over the past 25 years KSG has contracted on numerous RUS projects

Bonding capability: \$0-\$15 Million per job

PAST PERFORMANCE

- Alliant Energy
- Microsoft
- City of West Des Moines, Iowa
- Google
- Amazon
- Mid American Energy
- City of Duluth
- Ollson Engineering

Contact Person:

Brent LaBrie
W14405 St Highway 8
Weyerhaeuser, WI 54895
715-642-0180
Brent@KramerServiceGroup.com

Checkout our website @
KramerServiceGroup.com

Kramerservicegroup.com



KRAMER Service Group

Overview-References-Contacts

Overview:

Kramer Well Drilling, LLC dba Kramer Service Group (KSG), is a utility construction company providing customized services to information and communications technology companies, state and federal government, energy and gas companies, engineering firms, municipalities, and the agricultural industry. Clients turn to us when they have a tough project. We do projects others won't. With our extensive equipment, expertise and nationwide network, we quickly assemble experienced crews to meet customer needs throughout the country

References:

Alliant Energy- Fiber connect

Started in Cedar Rapids, Iowa ended in Marquette, Iowa. (147 total miles)
March 1st, 2020 completed by September 1st, 2020. Contract budget 9.5 million
Ben Engleson 630-940-8444 Ben.Engleson@mears.com

City of West Des Moines

Installation of FTTP for the city of West Des Moines. Constructed multiple contracts and multiple pathways for a Contract over 25 million. Installed Fiber to many municipal buildings and did some designs for certain runs. City contact Ben McAllister 515.222.3479 ben.mcalister@wdm.iowa.gov

City of Duluth;

Did a Directional Bore project and fiber connection for the city 2 years ago. Brought fiber to the DTA buildings.

Centurylink

Installation of Fiber Optics all over State of WI, MN, IA, NE, TX. Total contract worth 12 million. A good portion of these projects we have reconfigured and completed.

Ollson Engineering

We have a longstanding relationship on working on Olsson's projects. Over the years of contracting back and forth with them on multiple projects. One right now on the books for 2025 is a 34 million dollar fiber connection project for Mid American Energy.

Contacts:

Brent Labrie, President
W14405 Hwy 8
Weyerhaeuser, WI 54895
715-642-0180
Brent@KramerServiceGroup.com

www.KramerServiceGroup.com



Kramer Service Group
P.O. Box 71
Weyerhaeuser, WI 54895

Team Leaders include:

Brent LaBrie
President
In Broadband Industry since 1999 (Oversight and Estimating)
715-642-0180
Brent@Kramerservicegroup.com

Dan Manor
VP
In Industry since 1997 (Field Operations)
715-642-0120
Dan@kramerservicegroup.com

Ben Johnson
Chief Operating Officer (Field Operations)
In Industry since 2004
Ben@kramerservicegroup.com

Brandon Wright
Executive Vice President (acting CEO of our CLEC, Sago Fiber Plus oversight of our Engineering Services)
In the industry since 1996
817-658-8749
Brandon@kramerservicegroup.com

Nick Stephans
Program Manager Engineering & IT Services
In Industry since 2003
Nick@kramerservicegroup.com

Mike Opachan
GIS Mapping – Training Service Coordinator
In industry since 2005
715-567-0057
Mike@kramerservicegroup.com