

Contractor Comparison Questionnaire

Company Name: Chamberlain Contractors, Inc. Phone: 301-725-4330
Address: 162 Lafayette Avenue 866-670-1234 toll free
Laurel, MD 20707 Fax: 301-725-8869

1. How long has your company been in business? Since 1976
2. How many employees do you have? 75 +/-
3. How many crews do you have performing jobs in the field? 6
4. How many major pieces of equipment do you have? Over 150
5. What services do you offer?

| | | |
|--------------------------------|--------------------|------------------|
| Asphalt Patching | Concrete Repair | Bollards |
| Asphalt Paving | French Drains | Curb Blocks |
| Patterned Asphalt | Catch Basin Repair | Sweeping |
| Speed Bumps/Humps | Profile Milling | Fabric Membranes |
| Seal Coating | Line Striping | |
| Service Maintenance Agreements | | |
6. Does your estimator handle all aspects of the job? If no, who handles it?

| | | | |
|-----------------------|--------------|--------|-------|
| Bidding | Yes <u>X</u> | No ___ | _____ |
| Scheduling | Yes <u>X</u> | No ___ | _____ |
| Job Set Up | Yes <u>X</u> | No ___ | _____ |
| Customer Satisfaction | Yes <u>X</u> | No ___ | _____ |
7. Will subcontractors be used on your job? Yes ___ No X
8. Do you have a written safety program? Yes X No ___
9. Are you a drug free workplace with a written drug testing policy? Yes X No _____
10. Do you require money up front? Yes ___ No X
11. What are your payment terms? Net 15 days after job done and you are happy with it.
12. Do you offer extended payment terms? Yes X No ___
13. Do you have a detailed written warranty? Yes X No ___
14. What is your Dunn & Bradstreet rating? Call 1(888)445-8459
15. What is your Better Business Bureau Rating? A+
15. Please list bank reference: Blue Ridge Bank Towson, MD Hugh Robinson
16. Do you have customers that will confirm that you will gladly return quickly for warranty concerns? Yes X No _____
17. Do you have a website? Yes X No ___
Website Address: www.chamberlaincontractors.com

If you have any other questions, please do not hesitate to call your Chamberlain representative.