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**RE: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op**

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**From** jesse@craneservicesolutions.com <jesse@craneservicesolutions.com>  
**Date** Fri 12/19/2025 6:56 AM  
**To** Tiffany M. Reid <tmreid@dekalbcountyga.gov>  
**Cc** paula@craneservicesolutions.com <paula@craneservicesolutions.com>; 'Taylor@css' <taylor@craneservicesolutions.com>

Tiffany:

Wonderful! Thank you very much! Could we start with a blanket purchase order? After receipt, I think it would be a good idea to have a kickoff meeting. I would also like to visit each plant to survey the equipment and meet everyone involved. Let me know when that would be convenient for you.

Thanks again. We really appreciate your consideration and this opportunity to be of service.

Very truly yours,  
Jesse

**Jesse W. Creasy, Jr.**  
[jesse@craneservicesolutions.com](mailto:jesse@craneservicesolutions.com)  
**CRANE SERVICE SOLUTIONS, INC.**  
O: (770) 445-2000  
C: (404) 384-0960

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**From:** Tiffany M. Reid <tmreid@dekalbcountyga.gov>  
**Sent:** Wednesday, December 17, 2025 9:06 AM  
**To:** jesse@craneservicesolutions.com  
**Cc:** paula@craneservicesolutions.com; 'Taylor@css' <taylor@craneservicesolutions.com>  
**Subject:** Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Good Morning,

DeKalb has agreed to the discussed terms. Please advise what is needed to proceed.

Thank you,

---

**Tiffany M. Reid, MPA**  
**Procurement Agent – Team A**  
DeKalb County Government | Department of Purchasing & Contracting  
Manuel J. Maloof Center | 1300 Commerce Drive, 2<sup>nd</sup> Floor | Decatur, GA 30030  
Email: [tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)  
Website: [www.dekalbcountyga.gov](http://www.dekalbcountyga.gov)  
Office: 404-371-2029

---

**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Sent:** Monday, December 15, 2025 4:32 PM  
**To:** [jesse@craneservicesolutions.com](mailto:jesse@craneservicesolutions.com) <[jesse@craneservicesolutions.com](mailto:jesse@craneservicesolutions.com)>  
**Cc:** [paula@craneservicesolutions.com](mailto:paula@craneservicesolutions.com) <[paula@craneservicesolutions.com](mailto:paula@craneservicesolutions.com)>; 'Taylor@css' <[taylor@craneservicesolutions.com](mailto:taylor@craneservicesolutions.com)>  
**Subject:** Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Good Afternoon,

Received, I will forward this information to our Department and Watershed to confirm how they would like to proceed.

Thank you,

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**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

DeKalb County Government | Department of Purchasing & Contracting  
Manuel J. Maloof Center | 1300 Commerce Drive, 2<sup>nd</sup> Floor | Decatur, GA 30030  
Email: [tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)  
Website: [www.dekalbcountyga.gov](http://www.dekalbcountyga.gov)  
Office: 404-371-2029

---

**From:** [jesse@craneservicesolutions.com](mailto:jesse@craneservicesolutions.com) <[jesse@craneservicesolutions.com](mailto:jesse@craneservicesolutions.com)>  
**Sent:** Monday, December 15, 2025 4:24 PM  
**To:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Cc:** [paula@craneservicesolutions.com](mailto:paula@craneservicesolutions.com) <[paula@craneservicesolutions.com](mailto:paula@craneservicesolutions.com)>; 'Taylor@css' <[taylor@craneservicesolutions.com](mailto:taylor@craneservicesolutions.com)>  
**Subject:** RE: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Reference: Cobb County, GA Sealed Bid #24-6811

Tiffany:

Thank you for your consideration and patience. As stated, we are very interested in working with you to keep your overhead equipment safe, in compliance and productive. I'm excited about the possibilities and am confident that our capabilities line up well with your needs.

We would be pleased to offer you the same contract rates we are charging Cobb County, GA. However, the logistics is slightly different. Your plant locations are between (72) and (106) miles – round trip from our shop in Dallas, GA. Round trip travel times range from 2-hours, 20 minutes to 3-hours. So, I would like to propose a compromise as follows:

**We would only charge two (2) hours – round trip travel time, per man/ per day for traveling to and from any of your locations.**

**Charges for mileage will not be billed**

**We would not charge for the use of our standard scissors lifts. Note: if rental equipment is required to access the equipment, we would quote it to you separately and mobilize only after your authorization to proceed.**

**Margins for new equipment and components would be as stated in the bid award**

I am attaching our standard service rate schedule for your reference and trust you will keep this information confidential. These are the rates our regular industrial and commercial customers are paying. I wanted you to see the discounts applied and concessions made.

Please allow me this opportunity to introduce Crane Service Solutions, Inc. and let you know about our professional people and capabilities. We are interested in competing for all your crane and hoist needs including **Service, Inspections, Repairs, New Equipment, Installations, Engineering and Parts**. We are your local source for many of the top brand names in the industry. Our modern shop facilities, our years of experience, the skills of our tradesmen and our commitment to complete customer satisfaction make us uniquely qualified to be *your* supplier. We are available to be of service to you 24/7/365.

Please find attached a sample Certificate of Insurance and EMR letter for your review. We are very proud to be **certified drug-free** by the GA Board of Workers' Compensation, per the attached certificate! We believe our drug-free status distinguishes us in the marketplace, ensures a safe jobsite and promotes the well-being of our associates, while allowing our customers to purchase with confidence.

If there are any questions or you require more information, please do not hesitate to call or write. Thanks again for your consideration!

Respectfully submitted,

**Jesse W. Creasy, Jr. / President**

[jesse@craneservicesolutions.com](mailto:jesse@craneservicesolutions.com)

**CRANE SERVICE SOLUTIONS, INC.**

O: (770) 445-2000

C: (404) 384-0960



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**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>

**Sent:** Thursday, December 11, 2025 2:08 PM

**To:** [Jesse@CraneServicesolutions.com](mailto:Jesse@CraneServicesolutions.com)

**Subject:** Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Good Afternoon,

Per our conversation, DeKalb County is looking to utilize your company's contract with Cobb County for the above referenced project. At this time, you have expressed interest in working with us, however, you've stated a few details will need to be ironed out. We are looking forward to hearing back from you. If possible, are you able to provide a copy of the scope of services for this project, or an executed contract?

Please let me know if anything is needed on our end or if you have any questions.

Thank you,

---

**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

DeKalb County Government | Department of Purchasing & Contracting

Manuel J. Maloof Center | 1300 Commerce Drive, 2<sup>nd</sup> Floor | Decatur, GA 30030

Email: [tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)

Website: [www.dekalbcountyga.gov](http://www.dekalbcountyga.gov)

Office: 404-371-2029



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**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>

**Sent:** Tuesday, December 9, 2025 4:07 PM

**To:** [Jesse@CraneServicesolutions.com](mailto:Jesse@CraneServicesolutions.com) <[Jesse@CraneServicesolutions.com](mailto:Jesse@CraneServicesolutions.com)>

**Subject:** Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Good Afternoon,

My name is Tiffany Reid, I am a Procurement Agent with DeKalb County. I am reaching out in reference to an agreement you all have with Cobb County "Cranes and Hoists- Maintenance, Inspection & Repair". We are hoping to possibly piggyback off this contract and I would like to request any additional information that would be helpful for this process.

Please confirm if you are willing to provide these services to DeKalb County, and also if you are willing to honor the same rates being provided to Cobb.

I hope to hear from you soon.

Thanks and best wishes!

---

**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

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Website: [www.dekalbcountyga.gov](http://www.dekalbcountyga.gov)

Office: 404-371-2029

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**RE: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op**

---

**From** Danielle Fontes <danielle.fontes@mhscrane.com>

**Date** Wed 12/17/2025 10:41 AM

**To** Tiffany M. Reid <tmreid@dekalbcountyga.gov>

We would just need a PO from you or whatever you required your local point of contact for scheduling is Shaun Washington his cell is 404-823-4019

Thank you

**Danielle Fontes**  
**Material Handling Systems, Inc.**  
**Ph:**954.210.7692 | **M:** 786.282.3873  
**F:** 954.623.7645  
**E:** [danielle.fontes@mhscrane.com](mailto:danielle.fontes@mhscrane.com)  
[www.mhscrane.com](http://www.mhscrane.com)  
**2741 NE 4<sup>th</sup> Ave., Pompano Beach, FL 33064**



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**From:** Tiffany M. Reid <tmreid@dekalbcountyga.gov>

**Sent:** Wednesday, December 17, 2025 9:06 AM

**To:** Danielle Fontes <danielle.fontes@mhscrane.com>

**Subject:** Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Good Morning,

DeKalb has agreed to the discussed terms. Please advise what is needed to proceed.

Thank you,

---

**Tiffany M. Reid, MPA**

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Website: [www.dekalbcountyga.gov](http://www.dekalbcountyga.gov)

Office: 404-371-2029



---

**From:** Danielle Fontes <[danielle.fontes@mhscrane.com](mailto:danielle.fontes@mhscrane.com)>  
**Sent:** Monday, December 15, 2025 3:10 PM  
**To:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Subject:** RE: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Thank you

---

**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Sent:** Monday, December 15, 2025 2:20 PM  
**To:** Danielle Fontes <[danielle.fontes@mhscrane.com](mailto:danielle.fontes@mhscrane.com)>  
**Subject:** Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

You don't often get email from [tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov). [Learn why this is important](#)

Good Afternoon,

Received, I will follow up with the Department's response.

Thank you,

---

**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

DeKalb County Government | Department of Purchasing & Contracting

Manuel J. Maloof Center | 1300 Commerce Drive, 2<sup>nd</sup> Floor | Decatur, GA 30030

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Office: 404-371-2029



---

**From:** Danielle Fontes <[danielle.fontes@mhscrane.com](mailto:danielle.fontes@mhscrane.com)>  
**Sent:** Monday, December 15, 2025 2:15 PM  
**To:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Subject:** RE: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Mileage is \$1.00 per mile or we can charge a flat rate of \$115.00 Per Hour

Thank you

**Danielle Fontes**  
**Material Handling Systems, Inc.**  
Ph:954.210.7692 | M: 786.282.3873  
F: 954.623.7645  
E: [danielle.fontes@mhscrane.com](mailto:danielle.fontes@mhscrane.com)  
[www.mhscrane.com](http://www.mhscrane.com)  
2741 NE 4<sup>th</sup> Ave., Pompano Beach, FL 33064



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**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Sent:** Monday, December 15, 2025 11:51 AM  
**To:** Danielle Fontes <[danielle.fontes@mhscrane.com](mailto:danielle.fontes@mhscrane.com)>  
**Subject:** Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

You don't often get email from [tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov). [Learn why this is important](#)  
Good Morning,

I am following up on the below. Please forward a copy of your company's requested mileage rating for us to review.

Thank you,

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**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

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Manuel J. Maloof Center | 1300 Commerce Drive, 2<sup>nd</sup> Floor | Decatur, GA 30030

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Office: 404-371-2029



---

**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>  
**Sent:** Thursday, December 11, 2025 1:49 PM

To: [Danielle.Fontes@MHScrane.com](mailto:Danielle.Fontes@MHScrane.com) <[Danielle.Fontes@MHScrane.com](mailto:Danielle.Fontes@MHScrane.com)>

Subject: Re: Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

Good Afternoon,

Per our conversation, DeKalb County is looking to utilize your company's contract with Cobb County for the above referenced project. At this time, you have expressed the only determining factor would be our county's ability to include mileage. I will forward this information to our Department and Watershed to confirm if we are able to proceed with the update.

Let me know if anything else is needed on our end or if you have any questions.

Thank you,

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**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

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Office: 404-371-2029



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**From:** Tiffany M. Reid <[tmreid@dekalbcountyga.gov](mailto:tmreid@dekalbcountyga.gov)>

**Sent:** Tuesday, December 9, 2025 4:07 PM

**To:** [Danielle.Fontes@MHScrane.com](mailto:Danielle.Fontes@MHScrane.com) <[Danielle.Fontes@MHScrane.com](mailto:Danielle.Fontes@MHScrane.com)>

**Subject:** Cranes and Hoists- Maintenance, Inspection & Repair - Possible Co-op

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I hope to hear from you soon.

Thanks and best wishes!

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**Tiffany M. Reid, MPA**

**Procurement Agent – Team A**

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