



P.O. Box 1612 • Findlay, OH 45839

-- Leak Detection Services --

Toll Free: 1-888-GET LEAK • Fax: 419-424-0510  
(1-888-438-5325)

20 July 2017

Mr. Brad Thomas  
Water Superintendent  
8425 Main Street  
PO Box 152  
Birch Run, Michigan 48415

Dear Mr. Thomas:

Thank you for requesting a water leak detection survey bid proposal from Aqua-Line, Inc. **This proposal is good through 2018.** We will go the extra mile to provide you with superior leak detection services 24 hours a day, seven days a week.

We understand other leak detection companies are in the area trying to provide leak detection surveys. Aqua-Line has a proven track record of **comprehensive surveys**, and provides the best possible survey and emergency leak detection services in the area. Here's how we do it:

(1) **Proven comprehensive survey methods:** Our comprehensive survey includes listening to all valves, fire hydrants and selected service connections to ensure the most **complete coverage** of your water distribution system. Others only survey fire hydrants, and/or use "loggers" and don't get complete coverage. Their surveys sometimes cost less and you get less!!

(2) **Superior Equipment:** We use the best surveying and pinpointing equipment available today. **Fluid Conservation Systems** equipment is regarded as the best industry wide.

(3) **Fully Trained/Experienced Technicians:** All our personnel are **Factory Trained and Field Certified**. This process can take up to two years, and provides you with the best possible survey experience.

(4) **24/7 Emergency Response Capability:** We have **four fully equipped vans** to respond to your emergency leak detection needs.

(5) **Customer Satisfaction:** Our customer satisfaction on comprehensive surveys and emergency leak detection is unsurpassed.

We may require extended working hours during the week to ensure completion of the survey in one week. Eight to ten hour workdays during the listening survey would most likely ensure completion.

I would like to thank you for considering Aqua-Line for your leak detection survey. **If you would like to go ahead with the survey, the week of 25 September 2017 is available to conduct the survey.** I would be glad to further discuss our services at your convenience.

Sincerely,

Stephen C. Smith

PROPOSAL FOR WATER DISTRIBUTION SYSTEM  
LEAK DETECTION SURVEY  
FOR  
BIRCH RUN TOWNSHIP/VILLAGE OF BIRCH RUN, MICHIGAN

20 JULY 2017

PREPARED FOR:  
BRAD THOMAS, WATER SUPERINTENDENT

PREPARED BY:  
AQUA-LINE LEAK DETECTION SERVICES  
P.O. BOX 1612  
FINDLAY, OHIO 45839

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## 1.0 INTRODUCTION

Thank you for the opportunity to present a proposal for leak detection services for your municipality. Aqua-Line uses state-of-the-art technology for un-intrusively detecting and pinpointing water leaks in pressurized water distribution systems. Successfully locating leaks using our system can result in significant monetary savings through reduced operating costs, increased labor productivity, while improving overall water distribution system operations.

**Aqua-Line uses the Fluid Conservation Systems (FCS) AC Digital, and TriCorr Touch Leak Correlation Systems, the most advanced portable microprocessor systems on the market for pinpointing water leaks.** Moreover, we use the new FCS S30 surveyor which provides superior leak detection performance on all types of pipe during the initial phase of the leak detection survey.

Aqua-Line has a **strong track record of customer satisfaction.** Our proven surveying methods, superior equipment, experienced and fully qualified technicians and competitive rates provide you with the best possible leak detection survey available today.

### 3.0 SCOPE OF SERVICES PROVIDED BY AQUA-LINE

Aqua-Line will perform a leak detection survey of the water distribution system for Birch Run Township and Village of Birch Run, Michigan. The following tasks are included:

- Prior to mobilization, we will review existing water distribution system maps, street maps, any applicable water system reports, storage and pumping records.
- We will conduct a leak detection and location survey using sonic detection and computer correlation equipment on **approximately 47 miles of the water distribution system**. We will make contact with the system at all exposed valves, fire hydrants and selected service connections as required. Contact with service connections is critical on sections of your plastic pipe. Following an initial sonic leak survey of the system, any evidence of leaks will be confirmed with a second survey. At this stage, **all leaks will be pinpointed with a computer correlation system**. Valves and hydrants do not typically require operation during surveying and leak pinpointing, but may be required on a limited basis. We request your authorized representative conduct these valve or hydrant operations if required.
- The survey will be conducted during normal working hours, Monday through Friday, with the exception of leak detection performed during evening/early morning hours in high traffic areas. **We expect to complete the survey in five days.**
- We will **provide a daily report** on the progress of the survey including water distribution system discrepancies noted. We will also provide diagrams to show the location of all leaks correlated.
- Aqua-Line will **provide a final report** (2 copies) describing the results of the survey. The report will include a summary of the project and will list all leakage correlated according to location, type, and estimated loss rate. Based upon the results of our survey, the report will also provided recommendations for controlling future water loss.

### 3.0 CLIENT'S RESPONSIBILITIES

Prior to mobilization by Aqua-Line, we request Birch Run Township provide the following information/assistance upon which Aqua-Line may rely without further independent verification:

- All available street maps, water storage and flow records, water distribution system maps, available plans for existing facilities, and any other pertinent information as needed.
- **An experienced person possessing knowledge of the water distribution system, to assist full-time with field activities such as location of system components.**
- **Access to valves, curb stops, and meter boxes by uncovering and cleaning valves and curb boxes where required prior to starting field operations.**

We respectfully request Birch Run Township agree to hold harmless and indemnify Aqua-Line against any liability arising out of the items in Section 3.0 above, for which the Township is responsible.

Additionally, Aqua-Line requests Birch Run Township designate an authorized representative to transmit instructions, receive information, interpret and define the Townships policies and make decisions with respect to the services provided.

#### 4.0 PROJECT PRICE, BILLING AND PAYMENT TERMS

Aqua-Line's **lump sum rate** for providing the services described in Section 2.0 is **\$6,788.00**.

The above pricing is subject to renegotiation if authorization to proceed is not received by 1 December 2018.

Aqua-Line will bill this project monthly, with net payment due in 30 days. Past due invoices will be subject to a service charge at a rate of 1.5 percent per month. Unless provided with a written statement of any objections to a bill within 15 days of receipt, Aqua-Line will deem the bill to be acceptable to Client as submitted.



## 5.0 AQUA-LINE REFERENCES

<u>CITY</u>	<u>SURVEY MILES</u>	<u>CONTACT</u>	<u>PHONE</u>
1. MONROE, MI	300+	KEVIN ARMSTRONG	734-384-9151
2. DUNDEE, MI	56	BOB HURLEY	734-777-3292
3. PORT AUSTIN, MI	10	NEIL HARDER	989-738-8366
4. GROSSE ILE, MI	65	JON KEIM	734-676-5959
5. MACKINAC ISLAND, MI	12	ALLEN BURT	906-847-6060
6. CARO, MI	35	CHARLES SUNDBLAD	989-673-2571
7. NEGAUNEE TWP, MI	15	RUSS WILLIAMS	906-475-7869
8. HILLSDALE, MI	54	NATE RUSK	517-437-6418
9. FRANKENMUTH, MI	75	KEN O'BRIEN	989-652-8987
10. NORTHVILLE, MI	35	STEVE HEIDT	248-755-0307

## 6.0 PERSONNEL AND COMPANY EXPERIENCE

The following Aqua-Line personnel may be involved with the survey of Birch Run Township:

- Stephen C. Smith: President, Aqua-Line, Inc  
Twenty-one years experience in all aspects of the leak detection business; factory trained/certified by Fluid Conservation Systems; Twenty-one years field experience conducting surveys, emergency leak detection and line location services.  
Previous: 23 years United States Navy; Surface Warfare Officer; engineering speciality.
- Roger H. Darnall: Vice President, Aqua-Line, Inc  
Twenty-one years experience in all aspects of the leak detection business; factory trained/certified by Fluid Conservation Systems; Twenty-one years field experience conducting surveys, emergency leak detection and line location services.  
Previous: 20 years Small Business Owner, Blacktop Maintenance; Project Manager for Environmental Clean-up firm (2 years).
- Les Chilcote: Leak Detection Technician  
Sixteen years experience conducting leak detection surveys; Certified surveyor; factory trained/certified by Fluid Conservation Systems; sixteen years experience pinpointing.
- Tim Barker: Leak Detection Technician  
Five years experience conducting leak detection surveys; Certified surveyor; factory trained/certified by Fluid Conservation Systems; five years experience pinpointing.
- Scott Lammers: Leak Detection Technician  
First year conducting leak detection surveys, Certified surveyor; under instruction pinpointing leaks,

Aqua-Line has conducted over 650 leak detection surveys during the past twenty-one years. Survey size had ranged from 5 miles to 200 miles of water main.

7.0 BUSINESS ORGANIZATION

COMPANY NAME: AQUA-LINE, INC  
ADDRESS: P.O. BOX 1612  
FINDLAY, OHIO 45839

TYPE OF COMPANY: S-CORPORATION, OHIO

TAX ID: 341844942

TELEPHONE #: 1-888-GET LEAK  
(438-5325)

FAX #: 1-419-424-0510

WEB PAGE: [www.aqua-line-inc.com](http://www.aqua-line-inc.com)

AUTHORIZED NEGOTIATORS: STEPHEN C. SMITH; PHONE (419)-408-5153  
ROGER H. DARNALL; PHONE (419)-408-5152