

MEMO 22-18

TO: Frank Schulte, City Administrator  
FROM: James Kowalski, Director of Public Services *J.K.*  
DATE: May 9, 2022  
SUBJECT: Sewer System Evaluation – Purchase of Level Sensor Devices and SCADA Services

On January 24, 2022 City Council approved the Sewer System Evaluation Strategy and budget. In order to evaluate how the Grosse Pointe Woods sewer system reacts to large rainfalls, the approved plan is to install 14 level sensors in interceptors and local sewers in the most affected areas of the city from the June 25 rain event. The level sensors will be able to read flow and will have cellular capabilities. These devices will be linked to a supervisory control and data acquisition (SCADA) system. The SCADA system will be web based, which will provide real time monitoring of the city's sewer system during rain events and will be linked to the Torrey Road Pump Station, which will also receive an updated SCADA system.

The City received two quotes for the purchase of the level sensor devices. HESCO of Novi, Michigan submitted the lowest qualified quote.

|                            |             |
|----------------------------|-------------|
| HESCO                      | \$53,629.05 |
| ADS Environmental Services | \$65,235.00 |

AEW has previously worked with HESCO in surrounding communities and find them to be a qualified supplier.

On April 8, 2022 the City received three proposals for SCADA services. Motor City Electric Technologies, Inc. of Detroit, Michigan submitted the lowest qualified proposal.

|                                        |             |
|----------------------------------------|-------------|
| Motor City Electric Technologies, Inc. | \$78,150.00 |
| Perceptive Controls, Inc.              | \$87,640.00 |
| SCADA Blocks, LLC                      | \$94,110.00 |

AEW has previously worked with Motor City Electric Technologies, Inc. in surrounding communities and find them to be a qualified SCADA integrator. They also provide similar services to the Southeast Macomb Sanitary District, and work closely with the supplier of the level sensor devices recommended.

Based upon the recommendation of AEW, I concur that the City purchase level sensor devices from HESCO, 29770 Hudson Dr., Novi, MI 49377 in the amount of \$53,629.05. I recommend an installation contingency in an amount not to exceed \$21,370.95 for any unseen problems should they arise. The total cost will not exceed \$75,000.00.

I further concur with AEW, and recommend the City accept the proposal to provide SCADA services from Motor City Electric Technologies, Inc., 9440 Grinnel Street, Detroit, MI 48213 in the amount of \$78,150.00. I further recommend a contingency in an amount not to exceed \$21,850.00 for any unseen problems should they arise. The total cost will not exceed \$100,000.00.

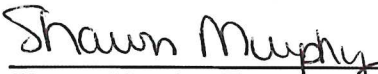
A budget amendment was previously approved on January 24, 2022 and there are funds available in the water/sewer equipment account no. 592-537-977.000. Motor City Electric Technologies will be installing a PLC panel and rain gauge at the Torrey Road Pump Station as part of the SCADA service and will require a budget transfer from account no. 592-537-977.000 in the amount of \$15,525.00 into the Torrey Road Capital Improvement account no. 592-542-974.000. Due to the 1975 Sewer Contract with the City of Harper Woods, Harper Woods will reimburse the City for 50%, \$7,762.50, of Capital Improvements at the Torrey Road Pump Station.

I do not believe any benefit will accrue to the City by seeking further bids. Council consideration.

  
\_\_\_\_\_  
Frank Schulte, City Administrator

5-10-22  
Date

Fund Certification: Account numbers and amounts have been verified as presented.

  
\_\_\_\_\_  
Shawn Murphy, Treasurer/Comptroller

5-10-2022  
Date



**ANDERSON, ECKSTEIN & WESTRICK, INC.**  
CIVIL ENGINEERS - SURVEYORS - ARCHITECTS

51301 Schoenherdt Road, Shelby Township, MI 48315  
586-726-1234 | www.aewinc.com

April 21, 2022

Frank Schulte, City Administrator  
City of Grosse Pointe Woods  
20025 Mack Plaza  
Grosse Pointe Woods, Michigan 48236-2397

**Reference:** Purchase of Level Sensor Devices  
Sewer System Evaluation  
AEW Project No. 0160-0449

Dear Mr. Schulte:

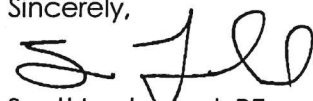
In accordance with our proposed plan for evaluating the city's combined sewer system, we invited vendors to provide quotes for sensor devices. The criteria used when inviting vendors included quality of their product and proximity to Grosse Pointe Woods as service and parts need to be readily available. Based on those criteria, we invited two vendors to provide quotes. Attached are the quotes received.

The city received a quote for remote level sensor devices from HESCO of Novi, Michigan in the amount of \$53,629.05. We have previously worked with HESCO in surrounding communities and find them to be a qualified supplier. Additionally, we have contacted several references in nearby communities and the Southeast Macomb Sanitary District (who operates the Milk River basin) and all provided positive feedback.

Based on our experience with HESCO, availability of funds, and the quote submitted, we recommend the city purchase the attached devices in accordance with the quote provided for an amount of \$53,629.05. In addition, to provide for installation and contingency we recommend \$21,370.95 for a total amount of \$75,000.00 to HESCO, 29770 Hudson Drive, Novi, Michigan 49377.

If you have any questions, please advise.

Sincerely,



Scott Lockwood, PE

Enclosure: Quotes for Level Monitoring Devices  
cc: Jim Kowalski, DPW Director  
Shawn Murphy, Deputy Controller

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Account Executive: Brian Simpkins Created Date: 4/21/2022  
Quote Number: Q-24947-2 Expiration Date: 5/16/2022

Contact Information

Ship to Name: HESCO Bill to Name: HESCO  
Ship to: 29770 Hudson Drive Bill to: 29770 Hudson Dr.  
Novi, MI Novi, MI  
49377 48377  
Main Contact: Kevin Livingston  
Main Contact Email:  
Main Contact Phone:

Quote Lines

| Product Code         | Product                                                                              | MSRP         | Sales Price  | Quantity | Discount (%) | Total Price          |
|----------------------|--------------------------------------------------------------------------------------|--------------|--------------|----------|--------------|----------------------|
| 23-1086              | Ru-35,2 analog,2 digital,2 comms inputs,HSPA, Ext Antenna Conn, Bluetooth, TRMB Act  | USD 2,476.00 | USD 1,857.00 | 15.00    | 25.00        | USD 27,855.00        |
| A-CBA-LTE            | Burial Antenna LTE                                                                   | USD 247.50   | USD 173.25   | 15.00    | 30.00        | USD 2,598.75         |
| UT-35U-150-030       | Smart ultrasonic transmitter                                                         | USD 1,237.50 | USD 990.00   | 15.00    | 20.00        | USD 14,850.00        |
| TW-UNITY-RTU-SF      | Trimble Unity RTU Activation Fee                                                     | USD 75.00    | USD 0.00     | 16.00    | 100.00       | USD 0.00             |
| TW-UNITY-RMBC-SS     | Trimble Unity Remote Monitoring Basic Subscription - Cellular (32/33/35 Series Plan) | USD 216.00   | USD 179.80   | 16.00    |              | USD 2,876.80         |
| 20-1019              | Rain Gauge Recorder, LTE Cat/1 Verizon, Int Antenna, Li Battery, TRMB Act            | USD 1,340.00 | USD 1,340.00 | 1.00     | 0.00         | USD 1,340.00         |
| GR-8                 | Tipping Bucket Rainfall Sensor                                                       | USD 733.50   | USD 733.50   | 1.00     |              | USD 733.50           |
| <b>Group1 TOTAL:</b> |                                                                                      |              |              |          |              | <b>USD 50,254.05</b> |

| Product Code         | Product                                                            | MSRP         | Sales Price  | Quantity | Discount (%) | Total Price  |
|----------------------|--------------------------------------------------------------------|--------------|--------------|----------|--------------|--------------|
| TW-UNITY-MHA-DS-1    | Trimble Unity Measurement Historian API Tier 1 Annual Subscription | USD 45.00    | USD 45.00    | 16.00    |              | USD 720.00   |
| TW-UNITY-MHA-OS      | Trimble Unity Measurement Historian API Annual Base Subscription   | USD 2,250.00 | USD 2,250.00 | 1.00     |              | USD 2,250.00 |
| <b>Group2 TOTAL:</b> |                                                                    |              |              |          |              | USD 2,970.00 |

| Product Code         | Product                                             | MSRP       | Sales Price | Quantity | Discount (%) | Total Price |
|----------------------|-----------------------------------------------------|------------|-------------|----------|--------------|-------------|
| CU-CTS               | Communication/Tamper Switch Cable, 8 feet in length | USD 202.50 | USD 202.50  | 1.00     |              | USD 202.50  |
| CU-RU-35-CTS         | Communication Cable for Ru-35                       | USD 202.50 | USD 202.50  | 1.00     |              | USD 202.50  |
| <b>Group3 TOTAL:</b> |                                                     |            |             |          |              | USD 405.00  |

#### Quotation & Shipping Terms

Payment Terms: Net 30

FOB Method: SHIP DOCK - FOB Shipping Dock  
(Customer Pays Freight)

Lead Time: 2-4 weeks ARO (Standard Items)

Shipping Method: GROUND - Ground Service

#### Terms and Conditions of Sale

The Trimble Utilities general Terms and Conditions of Sale are located [here](#).

#### Notes/Additional Terms:

#### Additional Quotation Notes

- Customer is responsible for shipping charges to destination and charges will be added at the time of shipment. If an estimate of the freight charge is required contact Trimble Utilities Inside sales at the email below.
- Applicable taxes will be added to the order and invoice following booking of the order.

This quotation is not an invoice.

To receive an invoice, please confirm the quote through one of the following options:

- Verbal confirmation via email

- Sign and return this quotation
- Forward a PO
- If paying by Credit Card please confirm with the Inside Sales Team and a staff member will contact you directly to process a secure payment.

Prepared By: Brian Simpkins

All correspondence and questions should be addressed to the Inside Sales Team at [trimblewater\\_insales@trimble.com](mailto:trimblewater_insales@trimble.com)

\*\*\* We sincerely appreciate you as a customer and look forward to continuing to serve your organization \*\*\*

Signature: \_\_\_\_\_

Date: \_\_\_\_\_



340 The Bridge Street, Suite 204  
 Huntsville, AL 35806  
 256-430-3366  
[www.adsenv.com](http://www.adsenv.com)  
 A Division of ADS LLC

ADS Contact: Chris Skehan  
 Business Development Manager  
 (708) 341-9701  
[cskehan@idexcorp.com](mailto:cskehan@idexcorp.com)

Quote Prepared For: Ross Wilberding  
 Anderson, Eckstein & Westrick, Inc.  
 51301 Schoenherr Road  
 Shelby Twp., MI 48315  
 (586) 726-1234  
[rwilberding@aewinc.com](mailto:rwilberding@aewinc.com)

Quote Reference: AEW.GPW.EQP.MI22  
 Date: March 18, 2022  
 Terms: Net 30  
 Shipment: Ground (Estimated)  
 Delivery: 30 Days ARO  
 Effective To: April 30<sup>th</sup>, 2022

| Item                                                                    | Description                                                                                   | Quantity | Unit Price | Extended Price     |
|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|----------|------------|--------------------|
| <b>ADS ECHO Level System*</b>                                           |                                                                                               |          |            |                    |
| ADS ECHO Level Monitor KIT<br>PN: 9000-ECHO-WW                          | ADS ECHO Level Monitor with pre-installed battery pack and installed cellular carrier card    | 15       | \$3,995.00 | \$59,925.00        |
| Wireless Modem Antenna<br>PN: 9000-0094                                 | ADS Wireless Modem Antenna for ADS ECHO Systems                                               | 15       | Included   | Included           |
| ECHO Expandable Mounting Bar<br>PN: 9000-0070                           | Tether and Expandable Mounting Bar                                                            | 15       | Included   | Included           |
| ECHO Wall Mounting Bar<br>PN: 8000-0484                                 | ECHO Wall Mounting Bar                                                                        | 15       | Included   | Included           |
| ECHO HEX Key<br>PN: 509063                                              | ECHO HEX Key for Opening Unit                                                                 | 15       | Included   | Included           |
| ADS ECHO Wake Magnet<br>PN: 8000-0460                                   | ADS ECHO Wake Magnet needed for startup and activation                                        | 15       | Included   | Included           |
| ADS ECHO Bluetooth Dongle<br>PN: 9000-0061                              | Bluetooth Dongle for connections with ADS ECO Level Monitor                                   | 15       | Included   | Included           |
| <b>ADS RainAlert III System</b>                                         |                                                                                               |          |            |                    |
| ADS RainAlert III KIT<br>PN: 9000-RA3-WW                                | ADS RainAlert III Monitor with pre-installed battery pack and installed cellular carrier card | 1        | \$4,750.00 | \$4,750.00         |
| Tipping Bucket – TB4 Series<br>PN: 6000-0055                            | ADS Siphoning Tipping Bucket (8") with Standard Base (TB4)                                    | 1        | Included   | Included           |
| Sun Shield / Mounting<br>PN: 9000-0043                                  | ADS RainAlert II Sun Shield and Mounting Base                                                 | 1        | Included   | Included           |
| USB Direct Connect Startup Cable<br>PN: 9000-0028                       | ADS RainAlert III Direct Connect and Startup Cable                                            | 1        | Included   | Included           |
| <b>Communication and Software</b>                                       |                                                                                               |          |            |                    |
| SIM and Online Data Access for ALL ADS Meter Systems<br>PN: SiteConnect | 12 Months of Wireless Communication and ADS PRSIM Software Subscription                       | 15       | Included   | Included           |
| Startup Software<br>PN: QStart                                          | QStart – Free Startup Application for programming All ADS Meters                              | --       | Included   | Included           |
| <b>Sub-Total</b>                                                        |                                                                                               |          |            | <b>\$64,675.00</b> |
| <b>Shipping / Freight to Zip Code: 48236 (Estimated)</b>                |                                                                                               |          |            | <b>\$560.00</b>    |
| <b>TOTAL</b>                                                            |                                                                                               |          |            | <b>\$65,235.00</b> |

**\*Estimated Lead Time is 12 Weeks on ADS ECHO Systems from Order**

**NOTES:**

1. The above prices do not include installation or services, any special/modified or custom documentation or manuals that may be required. Standard ADS Environmental Services manuals, appropriate to the flow monitors delivered, are included with the equipment or in Electronic (PDF) format at [www.adsenv.com](http://www.adsenv.com).
2. ADS will supply 1 ECHO Bluetooth Dongle (PN 9000-0061) and 1 ECHO Wake Magnet (9000-0460) with every 5 ECHO Level Monitoring Systems Purchased.
3. Acceptance of this proposal for the purchase of ADS Products constitutes you and/or your company's agreement to ADS' Terms and Conditions of Sale found at: <https://www.adsenv.com/ads-equipment-sales-terms-and-conditions/> ADS' Terms and Conditions supersede any terms and conditions in any documentation submitted by you and/or your company as a buyer of ADS products
4. Local Sales Tax will be added to the final invoice unless a tax exemption form is on file or submitted
5. These items are controlled by the U.S. Government and authorized for export only to the country of ultimate destination for use by the ultimate consignee or end-user(s) herein identified. They may not be resold, transferred, or otherwise disposed of, to any other country or to any person other than the authorized ultimate consignee or end-user(s), either in their original form or after being incorporated into other items, without first obtaining approval from the U.S. government or as otherwise authorized by U.S. law and regulations.
6. Spare parts and accessories can be purchased directly from ADS using the ADS Storefront at [store.adsenv.com](http://store.adsenv.com)
7. Wireless Communication Plans and PRISM Software Subscriptions expire 365 days after shipping has been completed by ADS.

|                           |                           |
|---------------------------|---------------------------|
| <b>Client Name:</b>       | ADS LLC                   |
| _____                     | _____                     |
| <b>Signature</b>          | <b>Signature</b>          |
| _____                     | _____                     |
| <b>Printed Name/Title</b> | <b>Printed Name/Title</b> |
| _____                     | _____                     |
| <b>Date</b>               | <b>Date</b>               |
| _____                     | _____                     |





**ANDERSON, ECKSTEIN & WESTRICK, INC.**  
CIVIL ENGINEERS - SURVEYORS - ARCHITECTS

51301 Schoenherr Road, Shelby Township, MI 48315  
586.726.1234 | www.aewinc.com

April 21, 2022

Frank Schulte, City Administrator  
City of Grosse Pointe Woods  
20025 Mack Plaza  
Grosse Pointe Woods, Michigan 48236-2397

**Reference:** Proposal for SCADA Services  
Sewer System Evaluation  
AEW Project No. 0160-0449

Dear Mr. Schulte:

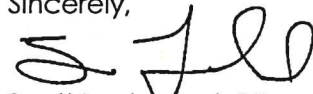
In accordance with our proposed plan for evaluating the city's combined sewer system, we invited SCADA integrators to provide proposals for SCADA services. On April 8, 2022 the city received three (3) proposals for SCADA services.

The lowest proposal for this work is Motor City Electric Technologies, Inc. of Detroit, Michigan, with a total amount of \$78,150.00. We have previously worked with Motor City Electric Technologies in surrounding communities and find them to be a qualified SCADA integrator. Additionally, Motor City Electric Technologies provides similar services to the Southeast Macomb Sanitary District (SEMSD), and they work closely with the supplier of the level sensor devices that we recommended.

Based on our experience with Motor City Electric Technologies, Inc., availability of funds, and the proposal submitted, we recommend the city proceed with the proposal submitted by Motor City Electric Technologies, Inc. in the amount of \$78,150.00. In addition, we recommend a contingency in the amount of \$21,850.00 for a total amount of \$100,000.00 to Motor City Electric Technologies, Inc., 9440 Grinnel Street, Detroit, Michigan 48213.

If you have any questions, please advise.

Sincerely,



Scott Lockwood, PE

Enclosure: Summary of Proposals  
cc: Jim Kowalski, DPW Director  
Shawn Murphy, Deputy Controller

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**SUMMARY OF PROPOSALS**  
CITY OF GROSSE POINTE WOODS  
PROPOSALS FOR SCADA SERVICES  
AEW PROJECT NO. 0160-0449

Prepared by: Anderson, Eckstein and Westrick, Inc.  
51301 Schoenherr Road  
Shelby Township, MI 48315

**BIDDER RANKING**

| RANK | NAME                                   | TOTAL AMOUNT   |
|------|----------------------------------------|----------------|
| 1    | Motor City Electric Technologies, Inc. | \$ 78,150.00   |
| 2    | SCADA Blocks, LLC                      | \$ 87,640.00 * |
| 3    | Perceptive Controls, Inc.              | \$ 94,110.00   |

\* INCLUDES FIRST 12 MONTHLY SUBSCRIPTION FEES



Registered to ISO 9001:20015

# Motor City Electric Technologies Inc.

A Subsidiary of Motor City Electric Co.

9440 Grinnell St.  
Detroit, MI 48213-1151  
TEL: (313) 921-5300  
FAX: (313) 921-5310  
[www.mceco.com](http://www.mceco.com)

April 28, 2022

Anderson, Eckstein & Westrick, Inc.  
51301 Schoenherr Road  
Shelby Township, MI 48315

Attention: Mr. Ross Wilberding

Subject: City of Grosse Pointe Woods  
New SCADA System  
Motor City Electric Technologies Proposal No. 22-1194R1

Dear Mr. Wilberding:

Motor City Electric Technologies is pleased to offer our proposal for electrical engineering services, control panel fabrication, electrical installation, and supply of related electrical equipment necessary for the implementation of the City of Grosse Pointe Woods new SCADA System.

Our proposal is based on the AEW request for proposals #0160-0449 and addendum 1-3 along with the information provided in the site visit.

## **SCOPE OF SERVICES**

Motor City Electric Technologies will provide electrical engineering, layouts, detail design drafting, necessary calculations, programming, control panel material, panel fabrication, electrical installation and software/material as outlined in the Scope of Services section of this bid document.

The SCADA system will be comprised of a new Dell Server, Sonicwall VPN appliance, backup power UPS, 2-27" desk monitors, wireless keyboard/mouse to display the SCADA screens. The SCADA software will be Rockwell FactoryTalk View Studio/Client and will include a WIN911 Interactive Alarming package for all alarming/callouts of SCADA alarms and alerts. The FactoryTalk SCADA software will come with ten (10) runtime client licenses so up to ten (10) individuals can access the SCADA system.

At the existing Torrey Road Pump Station, a new Pump SCADA control panel will be furnished. This panel will contain an Allen Bradley Micrologix PLC and DIGI cellular modem which will allow the Torrey Road Pump Station to be monitored remotely via SCADA. The new Torrey Road PLC panel will replace the existing Pump Control Panel, Relay Panel and Autodialer Panel. The proposed Torrey Road PLC Panel and new SCADA system will allow for expandability in that it will allow for future remote control of the Torrey Road Pump Station and will allow for the new level sensor devices to be permanently connected to SCADA once permanent locations are determined. A new heated

# Motor City Electric Technologies Inc.

Page 2 of 5

NovaLynx rain gauge will also be furnished and installed at the Torrey Road Pump Station.

The new Torrey Road Pump SCADA control panel will allow for the control and monitoring of all future TRPS upgrades as listed on page 4 of 6 of the bid specifications.

At the Grosse Pointe Woods DPW office, the existing water tank/booster station SCADA will be recreated into the new Grosse Pointe Woods SCADA system so that all Grosse Pointe Woods water/wastewater assets are integrated into one SCADA platform.

For the new level monitoring devices which will be Telog, it is understood that these devices being battery powered and cellular will report daily up to the Telog Cloud. From there, a custom API interface will need to be developed to get the level data from the respective cloud application into the new Grosse Pointe Woods SCADA system. From there, new level screens will be created and will even allow for alarming on the new WIN911 alarming package if levels reach a critical elevation.

For historical SCADA data, our proposal is based on utilizing SQL software and an SQL database for logging any historical data. For reporting, XLReporter team edition has been provided to allow for any custom reports that are required.

Motor City Electric Technologies is also the SCADA systems provider for the Southeast Macomb Sanitary District (SEMSD) and if given permission to share data by SEMSD, we can port over to Grosse Pointe Woods a few additional level and rain gauge locations that are already in Grosse Pointe Woods and are currently being monitored on the SEMSD SCADA system.

Please note that the owner needs to provide a dedicated Internet connection with a Static IP address for the new SCADA headend.

A. Electrical engineering will include the following as required:

1. Pump Station PLC programming and documentation
2. Pump Station DIGI cellular modem provisioning and programming
3. Headend SCADA equipment/network design
4. Headend SCADA programming for new SCADA software and screens
5. Engineering to bring in the new level sensors (ADS or Teledyne) via API interface into the new SCADA system.
6. Set up and configure new WIN911 Interactive alarming software.
7. O&M Manuals (1 hard copy, 1 electronic)
8. Start-up/Debug
9. Training on new SCADA system (8 hour session)
10. Update electrical drawings to "as-built" condition per marked up drawings provided by the field installation contractor.

B. Our proposal includes furnishing the following material:

## Computer Equipment and software will include the following:

- One (1) Dell SCADA Server
- Two (2) 27" Computer Monitors
- One (1) Wireless Keyboard and Mouse
- One (1) Sonicwall VPN Appliance
- One (1) APC UPS
- A/R – Miscellaneous Cables, Cords, etc.
- One (1) Rockwell Factory Talk View SE Unlimited Displays
- One (1) Rockwell Factory Talk ViewPoint Client
- Ten (10) Rockwell Factory Talk View Server R/W Clients
- One (1) Win911 Interactive
- One (1) Win911 Factory Talk A&E Client
- One (1) Microsoft Server 2012 R2
- One (1) Microsoft SQL Server
- One (1) Microsoft Remote Desktop 5 license
- One (1) Microsoft Excel
- One (1) XLReporter Team Edition

## Torrey Road Pump Station – the following will be furnished and electrically installed:

- NEMA 12 Enclosure
- Sub-plate
- Allen Bradley MicroLogix PLC with I/O
- DIGI Cellular Modem with antennas
- Phase Monitor
- New antenna, connectors, antenna cable
- A/R – circuit breakers, terminals, relays, tags, etc.
- Battery Backup with Trickle Charger
- NovaLynx Heated Rain Gauge

## PRICING

The total price for engineering, software/material, and start-up/commissioning services as stated above will be Seventy-Eight Thousand One Hundred Fifty and 00/100 (\$78,150.00) Dollars.

## PRICE BREAKDOWN

|                                                            |             |
|------------------------------------------------------------|-------------|
| SCADA Headend Hardware, Software and Development           | \$62,625.00 |
| Torrey Road PLC panel, Rain Gauge, Electrical Installation | \$15,525.00 |

## SCHEDULE

In accordance with the above, it is Motor City Electric Technologies' intention to begin work on this project immediately upon receipt of order and complete all work within a mutually agreed upon period.

## TERMS AND CONDITIONS

1. All prices shall remain in effect subject to your acceptance for 30 days.
2. Our terms of payment are thirty (30) days net from date of invoice. We will invoice the last working day of each month for all engineering performed that month. We will invoice for field equipment upon shipment of equipment.
3. Our controls and electrical price does not include the following:
  - Mechanical/Pneumatic Installation
  - Level Sensors or Level Sensor Hosting/API software/fees
  - Field Painting
  - Spare Parts
  - Cellular Fees
4. Please note that the DIGI Cell modems have monthly cell charges associated with each modem. Average cell charges based on past installations typically run between \$35.00 - \$50.00 per month based on data usage. Also, a business class internet service with a dedicated static IP address will be needed at the SCADA headend. These costs are not included in our proposal.
5. Motor City Electric Technologies will not be responsible for correctness or accuracy of any information supplied by others or the subsequent errors resulting from such incorrect information.
6. We will use our best judgment and accepted design practices in the development of our engineering and drafting, and thereby limit responsibility solely to the correction of errors and/or omission in the documents, drawings and panel fabrication to provide a workable system.
7. Motor City Electric Technologies will not be held liable for any schedule delays due to drawing approval delays and/or errors or omissions of others. Control panel fabrication will begin only after approved design drawings have been returned to Motor City Electric Technologies.
8. Back charges for any field additions, deletions, modifications or "corrections" authorized and implemented without our knowledge and consent will not be accepted.

Thank you for the opportunity to quote these services. We look forward to working with you on this project. Should you have any questions regarding our proposal, please do not hesitate to call.

Sincerely,

Robert R. Maechtle  
Senior Estimator/Project Manager

/re