



# HYDROMAX USA

Advanced Water, Wastewater and Gas Data Collection

## City of Kingsport

### Tennessee

Invitation to Bid  
Water Valve Condition Assessment Program

August 8, 2023  
4:00PM

DAYTONA INTERNATIONAL SPEEDWAY

& TRIUMPH CLUB

TO DAYTONA INTERNATIONAL SPEEDWAY

DATE	RATE

THE WORLD



August 8, 2023

Mr. Brent Morelock, CPPO, CPPB  
Procurement Manager  
City of Kingsport  
Procurement Department  
415 Broad Street  
Kingsport, TN 37660

RE: Invitation to Bid / Water Valve Condition Assessment Program

Dear Mr. Morelock and Selection Committee Members,

On behalf of Hydromax USA, I am pleased to submit this letter of interest and the enclosed information for the Invitation to Bid referenced above. Given the excellent qualifications of our team and personnel, experience with similar projects, and strong regional presence in Tennessee and North Carolina, Hydromax USA is uniquely qualified and well-positioned to help the City of Kingsport develop and implement its Water Valve Condition Assessment Program.

Established in 2003, Hydromax USA's team of world-class professionals and innovative solutions enable water and wastewater utilities to accelerate operational excellence, promote the continuity of critical infrastructure, protect the communities they serve, and invest funding where it matters most. HUSA has additional capabilities in the areas of non-intrusive/non-destructive pipeline condition assessment, leak detection, sanitary sewer evaluation surveys and multi-sensor inspections to give Kingsport a full and accurate picture of its buried infrastructure. Simply put, we help communities thrive!

Our in-house crews and project managers have first-hand experience working with buried infrastructure for water and wastewater utilities, including **Houston, Metro Water Nashville, Orange County, Raleigh, and Winston-Salem**. Based upon a robust record of performance, our clients recognize that HUSA brings an exceptional ability to meet their needs for advanced data collection and they select us again and again.

As an ESRI Silver Partner, we have 70+ full-time GIS professionals in our data center that specialize in client information management, condition assessment program analytics, and customer reporting. Our proven processes and best practices in the areas of progress reporting, risk management and quality assurance help us to plan for and deliver projects on time and within budget.

Our team continues to be excited about this opportunity and looks forward to working with Kingsport in the weeks and months ahead. Should you have any questions regarding the enclosed submittal, please do not hesitate to contact me directly at (980) 317-0590 or [stephen.coleman@hydromaxusa.com](mailto:stephen.coleman@hydromaxusa.com). Thank you again for your time and consideration.

Respectfully,

*Steve Coleman*

Steve Coleman  
Business Development Manager



# Thank you for considering us!

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The contents of this ITB submittal are confidential and should not be shared with other parties outside of the City of Kingsport unless a formal request is made under the Freedom of Information Act.

## 1.0 Firm Profile

Provide a summary of the firm's history and capabilities. Identify the firm's principals, project background, and areas of specialty.

### Firm History

Established in 2003, Hydromax USA (HUSA) is a nationally recognized professional services firm that excels in assessing vital water and wastewater infrastructure, collecting actionable asset data, and enabling utilities to accelerate operational excellence, promote the continuity of critical systems, protect the communities they serve, and invest funding where it matters most. Simply put, **we help communities thrive!**

HUSA goes beyond traditional valve and fire hydrant services by offering non-intrusive/non-destructive pipeline condition assessment, leak detection, sanitary sewer evaluation surveys, and multi-sensor inspections. These advanced techniques provide our clients with a comprehensive and accurate understanding of their buried infrastructure.

HUSA's outstanding track record of performance has earned the trust and recognition of municipal clients nationwide. Notable clients such as Orange County, City of Houston, City of Raleigh, and Metro Water Nashville have experienced firsthand the exceptional capabilities of our dedicated crews and project managers.

As an ESRI Silver Partner, HUSA boasts a team of 70+ full-time GIS professionals in our state-of-the-art data center in Louisville, KY. These experts specialize in client information management, condition assessment program analytics, and customer reporting. Our proficiency in utilizing GIS technology allows us to streamline processes, provide insightful data analysis, and deliver comprehensive reports to our clients.

With proven processes, best in industry practices, and a focus on safety, progress reporting, risk management, and quality assurance, HUSA consistently delivers projects on time and within budget. Our commitment to excellence ensures that every client receives the highest level of service and support.

Given the exceptional qualifications of our team and extensive experience with similar programs in North Carolina and Tennessee, Hydromax USA is uniquely qualified and well-positioned to provide comprehensive support and ongoing services to the City of Kingsport.

### Firm Principals

Hydromax USA LLC is owned by Industrial Group Partners, a San Francisco-based specialist private investment partnership.

**Corporate Headquarters:**  
3700 River Walk Drive, Suite 145  
Flower Mound, Texas 75028

**Corporate Officers:**  
Chris Jensen, CEO  
Michael Farmer, Vice President of Finance

**In the last four (4) years, Hydromax USA has performed:**

-  **400,000 valve inspections**
-  **125,000 hydrant inspections**
-  **527,000 GIS data points collections**
-  **20,000 repairs**

### Firm Capabilities

Hydromax USA provides a comprehensive suite of field assessment services supported by state-of-the-art technologies, industry-leading equipment, innovative techniques, and a team of dedicated and passionate professionals. We transform infrastructure data into actionable business intelligence, enabling our clients to make informed decisions regarding the renewal of their buried infrastructure and investment of critical resources.



Figure 1. Houston Program Valve Trailers

### Water Field Services

- Valve assessment
- Fire hydrant maintenance
- Fire hydrant painting
- Asset mapping
- Unidirectional flushing
- Minor repairs
- Leak detection
- Pipeline condition assessment

### Wastewater Field Services

- CCTV Inspections
- Sonar, Laser/LiDAR
- Pipeline cleaning
- Manhole inspections
- Flow Monitoring
- Smoke Testing
- Leak detection
- Pipeline condition assessment



Figure 2. Raleigh NC Hydrant Painting Program

**Core Values**



**Safety**

Safety is our highest priority, and we embrace our duty to protect each other, the communities we serve, and the environment.



**Quality**

Our holistic, digitalized approach to quality management ensures every result is traceable, verifiable, accurate, and complete.



**Innovation**

We collect critical asset data and develop actionable insights that accelerate operational excellence, reduce infrastructure risk, optimize resources, and protect vital resources.



**Collaboration**

We strive to become a true extension of our customer's team through our commitment to transparency, respect, credibility, and collaboration.

**Project Background**

Hydromax USA's valve assessment and maintenance program is designed to comply with AWWA standards (including publication M44 – Distribution Valves: Selection, Installation, Field Testing and Maintenance) and meet the requirements of oversight environmental agencies as well as all OSHA and confined space safety regulations. Hydromax USA works to develop a comprehensive valve assessment and maintenance program that meets the individual needs of each utility.

Our Team has performed infrastructure condition assessment programs that have evaluated hundreds of thousands of water distribution system assets, helped clients recover millions of gallons in lost water, and provided information management services for improvement of system models and development of GIS integrated solutions for utilities across the United States.



Typical Hydromax USA Truck w/ Valve Trailer



UDF Execution Team in City of Charlotte

**Planning and Implementation Tasks**

**Client Gap Analysis and Data Model Alignment:** Prior to the start of the program, HUSA will hold a project meeting at the client offices to better understand the operational characteristics of the distribution system such as problem areas prone to poor fire flow, age of pipe, and pressure problems in the distribution system. This will allow for a greater understanding of how the distribution system is functioning, establish expectations for all parties, and allow

priorities to be assigned to segments of the work. As a part of this gap analysis, Hydromax will conclude the interview process with a water data model alignment meeting, assimilating information gathered in the process from stakeholders.

Agenda for data alignment meeting:

1. Introduction

- a. Participants
- b. Roles
- c. Communications

2. Determination of Existing Conditions

- a. GeoDatabase schema
  - i. Assets in existing schema
  - ii. Fields in existing schema
  - iii. Data capture methodology
  - iv. Data QC procedures.

3. Determination of data to be captured under contract

- a. Data capture workflow

4. ArcGIS GeoDatabase deliverable.

- a. HUSA data QA procedures
- b. Feature classes
  - i. Valves
  - ii. Pipes
  - iii. Object classes
  - iv. VALVE\_GPS Table
  - v. VALVE\_INSPECTION Table.
  - vi. Geometric Network
- c. Geodatabase delivery
  - i. Tables
  - ii. Attributes
  - iii. Field relationships
  - iv. Primary/foreign keys

5. Reports

- a. Production reports
- b. System status reports
- c. Work orders
- d. System evaluation reports
- e. Map-based reports

- 1) **Program Execution Planning.** Hydromax will determine the Utility's desired geographical or hierarchical approach for initial implementation into areas of the distribution. This would include setting a schedule designed to maintain a level of field staffing that will ensure completion of the valve assessments within the schedule and budget allotted.

- 2) **Field Workflow Pilot Test Cycle.** Hydromax will develop and test pilot program area to validate fully functioning workflows from replicated data distribution through all field activities and test of data delivery to client.
- 3) **Initiate Full Program Implementation.** Hydromax will perform assessments on the distribution system and document all locations and assessments in a manner that will allow a prioritized list of maintenance items to be provided to the municipality.
  - a) Locate all valves with GPS in a manner that will allow their positions to be known and readily re-creatable by Utility personnel upon demand.
  - b) Document each asset maintained and collect individual asset data to such an extent as to provide information characteristic to each specific attribute as defined by the Utility.
  - c) Provide constant communication with the Utility staff so that the program is proactively managed and permit issues to be addressed in a timely manner.
  - d) Provide in the field training to Utility staff during the assessments so once the program is concluded the Utility staff will have a complete understanding proper operation of valve operating devices.
  - e) Provide periodic corroborative field survey to ensure the spatial accuracy of the data submitted

**Project Management Support**

Hydromax USA employs a critical path project approach utilizing PMI principles and philosophies. This is designed to ensure a continuum of the following:

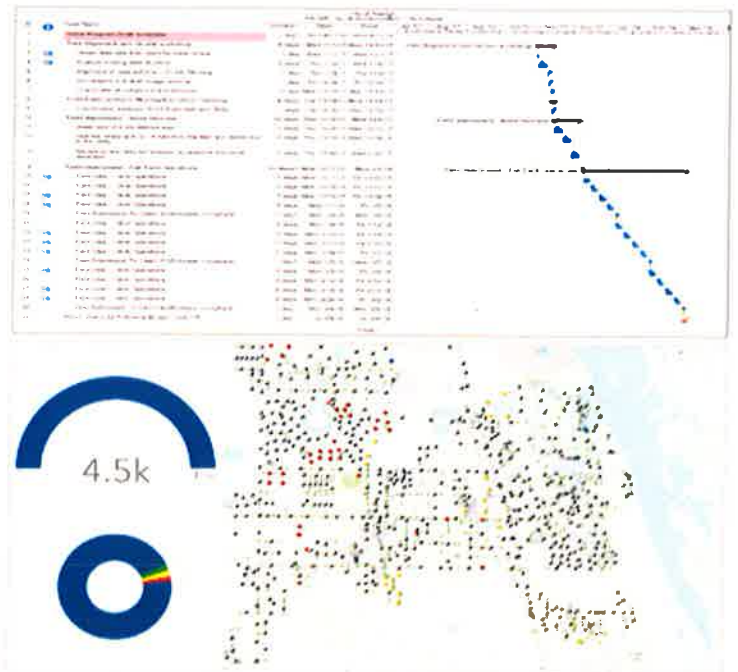
- Management of key decisions and milestones during this project.
- Preparation of initial project development plan (including the schedule of work tasks and key personnel to perform the work in the field to meet the milestones and objectives)
- Coordination of communications and meetings with the Utility as needed or requested to review technical concepts and alternatives, gathering staff feedback, and coordinating activities with the project team.
- Oversight of the execution and development of the project deliverables.

This comprehensive approach is not just employed by the project manager who owns it, but each member of the support team and field crew to provide superior valve assessment service.

**Project Scheduling / Project Reporting**

After completion of Tasks 1 and 2, Hydromax USA will prepare a formal project schedule for review and approval by the utility. Hydromax USA uses two primary methods to communicate project planning and project management. Project plans are formally prepared using MS Project and distributed to the project team for approval and coordination. If the project includes geographic assignments, the project schedule is updated to include this information for stakeholders inside and outside the municipality. Often this information is communicated to customer service to address customer questions regarding Hydromax staff field personnel performing assigned activities.

Hydromax USA utilizes our custom HUSA Operations Dashboard to provide client management real time access to field activity and program results. The





dashboard will provide a vehicle for Hydromax to provide program metrics to the Utility daily and will form the foundation for monthly progress reporting. The Utility will be able to see detailed valve physical and operational condition as they are found by our field crews.

## GEOSPATIAL DATA MANAGEMENT

### Information Management Approaches

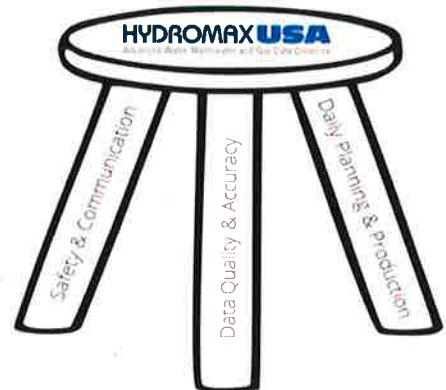
The data capture during this program will be one of the factors utilized in risk and CIP prioritization models. The critical aspects to this project are field collection and data management between the field crews and Hydromax and the replication of collected data between Hydromax and the Utility. To assure smooth, low impact, data deliverables Hydromax USA will hold 'GIS data alignment meeting(s)' to obtain and review the current water database structure, also known as 'data-model'. This review will focus on Hydromax USA's internal data workflow processes and identifying possible data-model revision recommendations for the Utility to consider prior to the beginning of field operations. Hydromax is flexible regarding project data deliverables and will work with the Utility to determine the most efficient delivery format. We provide a Personal Geodatabase deliverable that can be reviewed in ArcMap prior to migrating this data into the Utility's enterprise GIS. Manual or Model-builder geoprocessing tools can then be employed to append deliverable data in the Utility's enterprise GIS.



### Minimum Data Deliverable Quality Assurance & Quality Control

Hydromax USA's Quality Assurance Program is a formal methodology designed to assess and continually monitor the quality of services provided to ensure the services are within specifications of the contract scope. Our quality assurance includes formal review of processed and data, problem identification, corrective actions to remedy any deficiencies and evaluation of actions taken.

Quality Control involves defining the standard means and methods that data will be captured and then reviewed for accuracy. This includes automated tests for adherence to domain values, maintaining integrity of database schemas, and validating data based on best practices established by Hydromax for field inspections of water features. Hydromax will perform these tests as a combination of programmatic geoprocessing tools and manual review prior to submission to the utility.



Data delivered from the field is processed through Hydromax' standardized QA/QC scripts to evaluate data against established HUSA program queries for valve data discrepancies. All data that is identified as exception data is reviewed by the program Operations Manager and reported to the Data Auditor prior to being released to the field for correction.

- Hydromax will perform this QA/QC analysis on all data recorded before the data is submitted to the client.
- Hydromax will also review, prior to each submission, the accuracy of the billing, contractual compliance (including program M/WDE participation) and internal procedural compliance.
- All non-conforming audit findings will be documented with Corrective Action Requests as appropriate.

## VALVE ASSESSMENT EQUIPMENT

- With a fleet of over 300+ vehicles across the US, Hydromax USA understands the value in investing in the appropriate tools, equipment, and technology for our teams and dedicates the resources required to execute projects effectively and efficiently. Our valve assessment program equipment includes:
- Fully stocked Ford F250, RAM 1500 or Chevy 2500 series fleet vehicles with crane, arrow boards, cones, strobes, and confined space gear. Fleet also contains 5500 series trucks with skid mounted valve maintenance equipment, for areas that will not permit trailered access.
- Grand LX Valve Maintenance Trailer (or skid): HUSA valve maintenance trailers include the ERV-750 extended reach system and the powerful TM-7 hi torque (up to 2,500 ft-lb) valve exercisers. The trailer is also equipped with a high-pressure water system and 500CFM industrial vacuum.
- Pumps for Dewatering Vaults: Hydromax USA utilizes dewatering pumps to pump out vaults so that the valve will be fully exposed for inspection and evaluation. These pumps allow for complete valve evaluation including items that normally would be submerged.
- Trimble R2 GPS Units - deliver reliable submeter performance and are used throughout our national operations.
- ESRI ArcGIS Software – Hydromax USA’s GIS department utilizes the industry leading ArcGIS software package for all asset validation and spatial data analysis.



## ACCEPTED/LATEST PROFESSIONAL ENGINEERING PRACTICES

### OPERATION AND REPAIR OF VALVES

Hydromax will bring to the program a vast amount of experience and knowledge within the field of water infrastructure condition assessment. Valve assessment is an essential component of good distribution system management. Malfunctioning, closed, “frozen” and/or “lost” valves make isolating a specific area of the distribution system for emergency and/or routine repairs difficult, time consuming and on occasion, impossible. Such conditions inevitably lead to excessive overtime, excessive water loss and adverse public relations. Initial distribution system valve assessment followed by annual system wide valve maintenance enhances the utility operator’s capability to effectively control the flow of water within the distribution system. Valve assessment and maintenance will prolong the life of the valves in the distribution system, ensure that the valves can be located, accessed, and operated as needed and allows for the utility to better plan for and schedule system repairs/improvements.

The first step in an assessment program is to prioritize the valve and hydrant locations. Usually those near critical customers such as hospitals are the most important. Other factors could include the size of the water main, proximity to pump stations and treatment plants, the amount of flow through the valve and water main, age of the valve or hydrant, or proximity to a main intersection on a busy street. The main components to a Valve Exercise Program are:

- Find and document the location. Note the precise location using global positioning system (GPS) equipment and by traditional surveying.
- Take a digital picture showing the hydrant/valve and surrounding area. The point is: don’t lose the valve site location once it has been found.

- Ensure that the valve operates through the full range of motion at least two full cycles until the valve operates freely with little resistance. This may take several full cycles as well as several partial reverse/forward exercises.
- Keep and maintain detailed records for each hydrant and valve. This includes mapping locations taken from as-built drawings or road maps as well as field verification of locations, and possible interviews with staff regarding unrecorded installations of valves and hydrants. This data will then be maintained in both electronic and hard copies.
- Schedule and perform needed repairs. Often, valve boxes are out of alignment, so a valve key cannot access the valve. Valves and hydrants are sometimes broken during the exercising program because they have not previously been used or previously incorrectly turned. Fixing the broken valves or hydrants in a timely manner is very important so the integrity of the distribution system is maintained, and safety of the public is insured.
- Repeat these steps on a routine basis. Experts recommend exercising a valves and operating hydrants annually if possible. Valves should at least be operated once every two to three years. Some valves will need to have a different schedule than others based on their location or unusual operating conditions such as large valves or those in critical areas. It's usually a good idea to perform the exercising program during moderate weather conditions although valves and hydrants should be able to be operated in any condition.

When operating valves and hydrants, Hydromax will adhere to a strict methodology involving the following principles:

- Work in an orderly and safe manner to ensure protection of the residents, Utility employees, and the Field Staff so that no avoidable accidents occur. Use confined space practices to ensure safe entries when required.
- Employ a combination of recorded information, manual and technical testing techniques as needed to establish the location of valves and hydrants.
- Operate valves in accordance with the AWWA manual M-44, "Distribution Valves: Selection, Installation, Field Testing and Maintenance."
- Attempt to operate the valve or hydrant manually.
- **Don't force the valve or be in a hurry.**
- During initial valve closure, the valve will be turned no more than five turns before turn direction is reversed to two turns, thus allowing the threads of the stem and gate to free themselves.
- If the valve cannot be operated manually by one person, then employ a hydraulic operator with torque control.
- The valves will then be exercised from full open to full closure until such time as this can be done without further turn range improvement or no further reduction in the required operating torque is noted, through a minimum of two consecutive ranges of operations.
- Use the lowest hydraulic torque (turning force or rational force) setting possible to allow valve operation.
- Turn valves and hydrants slowly to avoid water hammer or potential water main rupture.
- Listen closely as water flow changes can occur when operating a valve. This may help determine if the valve is operating correctly.
- Debris can be stirred up during valve and hydrant programs so public notification should be performed before starting the process. This will keep the dirty water complaint calls down.
- Turns will be counted both down and up to insure they match. Valve sizes should match accepted turn ranges per size of valve. In cases where large valves are gear reduced, gear ratios should be noted if that determination can be made.

- Butterfly valves will need to be operated with great care, so they are not over torqued and damaged.
- If there is reasonable evidence that a valve or hydrant might break during the exercising process, the Utility will be notified immediately, and a decision will be made to attempt or not to attempt the process.
- Broken valves and hydrants will be reported immediately to the Utility so that notations can be made for future potential emergency situations.

#### **Valve Maintenance Activities 4" And Smaller Gate Valves**

- **Special care will be taken for valves in this size range. Unless directed otherwise, all valves, 6" and smaller will be manually operated to avoid damage.**
- Locate valve, properly position valve operator for minimum interference with vehicular and/or pedestrian traffic.
- Establish and set up M.O.T. as appropriate. Remove valve box lid and clean out valve box to access valve.
- Verify location, size and operational direction (left or right) of valve by cross reference of supplied water atlas.
- Valves of this size (especially 2" and 3") may be located at the "dead end" of a water main. If this is the case, follow protocol established as opening may create a washout.
- Attempt to identify the type of valve. Older valves, (especially in the 2" to 3" range) may be bronze disc "plumbing" style valves such as NIBCO or bronze ball valves of the "corporation stop" style. In either case, neither will have the standard operating nut and a pronged or slotted valve wrench will need to be employed.
- Carefully work the valve from open to closed, to back open position until the appropriate number of turns is achieved.
- Carefully operate the valve through a minimum of (2) full cycles leaving valve in fully open position, unless directed otherwise.

#### **6" To 12" Gate Valves**

- Locate valve then properly position valve operator for minimum interference with vehicular and/or pedestrian traffic.
- Establish and set up M.O.T. as appropriate. Remove valve box lid and/or open valve vault hatch covers. Clean out valve box and/or vault to access valve.
- Verify location, size, and operational direction (left or right) of valve by cross reference of supplied water atlas.
- Work the valve from open to closed, to back open position until the minimum torque limit or appropriate number of turns is achieved. If torque limit is reached prior to obtaining the appropriate number of turns, continue to "massage" the valve by repeating the process and slowly increasing the torque limit up to, but not exceeding the maximum torque limit, until the appropriate number of turns are obtained.
- Operate the valve through a minimum of (2) full cycles leaving valve in fully open position, unless directed otherwise.

Actual experience in operating 16-inch and larger geared valves is far scarcer in the industry than the experience of having operated buried service valves that do not entail complex and extremely old gearing. Hydromax will approach the exercising of large, geared valves with an engineered protocol:

#### **16" And Larger Gate Vales That Are Not Geared**

- Locate main line valve (and bypass valve, if applicable) then properly position valve operator for minimum interference with vehicular and/or pedestrian traffic.

- Establish and set up M.O.T. as appropriate. Remove valve box lid and/or open valve vault hatch covers. Clean out valve box and/or vault to access valve.
- Verify location, size, and operational direction (left or right) of main line valve (and bypass valve, if applicable) by cross reference of supplied water atlas.
- Identify size and type of main line valve (and bypass valve, if applicable) and determine if valve is geared or not. If possible, determine manufacturer of valve. Cross reference the manufacturers specifications for minimum and maximum torque and the number of turns from full open to full closed for both the bypass valve (if applicable) and main valve.
- Set the hydraulic valve operator for desired minimum torque and appropriate number of turns (for bypass valve first, if applicable).
- Work valve from open to close position until the minimum torque limit or appropriate number of turns is achieved. If torque limit is reached prior to obtaining the appropriate number of turns, continue to “massage” the valve by repeating the process and slowly increasing the torque limit up to, but not exceeding the maximum torque limit, until the appropriate number of turns are obtained.
- Operate both the main line valve (and bypass valve, if applicable) through a minimum of (2) full cycles leaving valve in fully open position, unless directed otherwise by the City.

#### **16” And Larger Geared Valves**

- Locate main line valve (and bypass valve, if applicable) then properly position valve operator for minimum interference with vehicular and/or pedestrian traffic.
- Establish and set up M.O.T. as appropriate. Remove valve box lid and/or open valve vault hatch covers. Clean out valve box and/or vault to access valve.
- Verify location, size, and operational direction (left or right) of main line valve (and bypass valve, if applicable) by cross reference of supplied water atlas.
- Identify size and type of main line valve (and bypass valve, if applicable) and determine if valve is geared or not. If possible, determine manufacturer of valve.
- Cross reference the manufacturers specifications for minimum and maximum torque and the number of turns from full open to full closed for both the bypass valve (if applicable) and main valve.
- If the valve is found to be geared, activate gear reduction mode on hydraulic valve operator and enter desired torque range.
- Set the hydraulic valve operator for desired minimum torque and appropriate number of turns.
- Work valve from open to close position until the minimum torque limit or appropriate number of turns is achieved. If torque limit is reached prior to obtaining the appropriate number of turns, continue to “massage” the valve by repeating the process and slowly increasing the torque limit up to, but not exceeding the maximum torque limit until the appropriate number of turns are obtained.
- Operate valve through a minimum of (2) full cycles leaving valve in fully open position, unless directed otherwise by the City.

#### **Butterfly Valves of Various Sizes**

- Locate valve, properly position valve operator for minimum interference with vehicular and/or pedestrian traffic.
- Establish and set up M.O.T. as appropriate. Remove valve box lid and/or open valve vault hatch covers. Clean out valve box and/or vault to access valve.

- Verify location, size, and operational direction (left or right) of valve by cross reference of supplied water atlas.
- Attempt to determine manufacturer of valve. Cross reference the manufacturers specifications for torque and actuator requirements and the number of turns from full open to full closed position.
- Keeping in mind that this is a butterfly valve and not a gate valve, set the hydraulic valve operator for desired minimum torque and appropriate number of turns.
- After verifying the operational direction of valve, work valve from open to close position until the minimum torque limit or appropriate number of turns is achieved. If torque limit is reached prior to obtaining the appropriate number of turns, continue to “massage” the valve by repeating the process and slowly increasing the torque limit up to, but not exceeding the maximum torques. If valve is determined to be “stuck” between the open and closed position, notify utility for permission to access actuator. If permission is granted, access the actuator, and check for jamming. If nothing is found, the interference is likely in the valve. If this is the case,
- Do not attempt to force the disc open or closed since excessive torque in this situation can severely damage internal valve and/or actuator components.
- Once it is established that butterfly valve is operational, cycle the valve through (2) full cycles leaving valve in fully open position, unless directed otherwise.

#### **Controlling Torque Using Hydraulic Valve Turning Device**

The torque is automatically monitored and controlled by the hydraulic valve operator once our technician pre-sets the desired torque limit and activates the automatic mode. The technician will then closely monitor the torque range while the valve operator is turning to ensure that mechanical failure does not inadvertently impact the valve being turned.

#### **Valves Found in the Wrong Position**

If a valve is found in the wrong (closed) position, our technician will immediately contact the City and inform them of the situation. If instructed to leave closed, our technician will document all appropriate data and proceed to the next valve. If instructed to operate the valve to a fully open position, our technician will proceed as appropriate for the type of valve encountered.

**Areas of Specialty**



**Leak and Gas Pocket Detection**

Originally developed in Spain in 2015 by Aganova, the Nautilus System has recently been introduced to the US market by Hydromax USA. The system consists of a small, neutrally buoyant sphere that is inserted into the network where it travels freely, driven by the flow of water in the pipe. Sounds generated by a leak, gas pocket or anomaly have unique characteristics. The device captures the sound of these from inside the pipeline. Once the device is extracted, software processes the compiled information using a mathematical algorithm to determine the location of leaks, gas pockets and anomalies encountered.



**Pipeline Condition Assessment**

p-CAT™ is a non-invasive, non-destructive, reliable, safe, and cost-effective solution for performing condition assessment on metallic, concrete, and asbestos cement pipe six (6) to fifty-four (54) inches in diameter while the system remains in operation. p-CAT™ enables water and wastewater utilities to analyze long distances of pipeline to identify wall loss, changes in material and diameter, blockages and sediment, and the location of gas pockets.

### Cartegraph Integration

Hydromax USA will seamlessly incorporate field-collected data into Cartegraph through various methodologies, ensuring precise and dependable information delivery for the City of Kingsport's Water Valve Condition Assessment Program. These approaches accommodate different levels of client coordination to address specific requirements effectively. The document provides a comprehensive overview of fundamental data integration options. Hydromax USA delivers consistent, secure, and validated data across all levels, tailored to meet clients' specific needs and budget constraints. The listed options are thoughtfully selected to align with budgetary and time considerations. Additionally, upon request, alternative data management paths with potentially higher time and budget investments are available, outlined in subsequent sections in ascending order of cost.

#### Level 1 Integration (included in Base Pricing)

- **Data Import/Export:** An uncomplicated integration approach involves exporting ESRI GIS data in a compatible format (e.g., CSV, shapefiles, or geodatabases) and providing it to the client for direct import into Cartegraph. This manual process is suitable for sporadic data updates or non-frequently changing datasets. The client would need to furnish a CSV of their Cartegraph schema, which will be mapped to Hydromax USA's external data structure located outside of Cartegraph. Hydromax will then generate a modified dataset that aligns with the client schema, delivering it in the preferred format, often as CSVs due to their ease of implementation. Delivery frequency can be monthly or at the end of a phase or purchase order (PO). Subsequently, the client can autonomously import the data into their database according to their preferred schedule.

#### Level 2 Integration

- **Database Synchronization:** Because Cartegraph stores data in relational databases, it is possible to set up a data synchronization process. This process ensures that changes made in one system are reflected in the other system's database in near real-time, enabling consistent and up-to-date data across both platforms. This requires setting up a space in ArcGIS Online outside of Hydromax USA's ESRI portal, which requires licensing costs to the client that would need to be accounted for to maintain synchronization and access during the length of contract.
- **API Integration:** Cartegraph provides APIs (Application Programming Interfaces) that align with ESRI ArcPro systems also implemented in Hydromax's environment for ease of access and system compatibility assurance. By leveraging these APIs, it is possible to create data integration that facilitates the automated transfer of data between the two systems. This could include syncing asset information, locations, and data schema.

#### Level 3 Integration

- **Custom Development:** For more complex or specific integration needs, custom development might be requested. In this case, Hydromax USA's development team would need to build a tailored integration solution, at additional cost to the client for the development time.



**“We always receive great service from Hydromax USA.”**

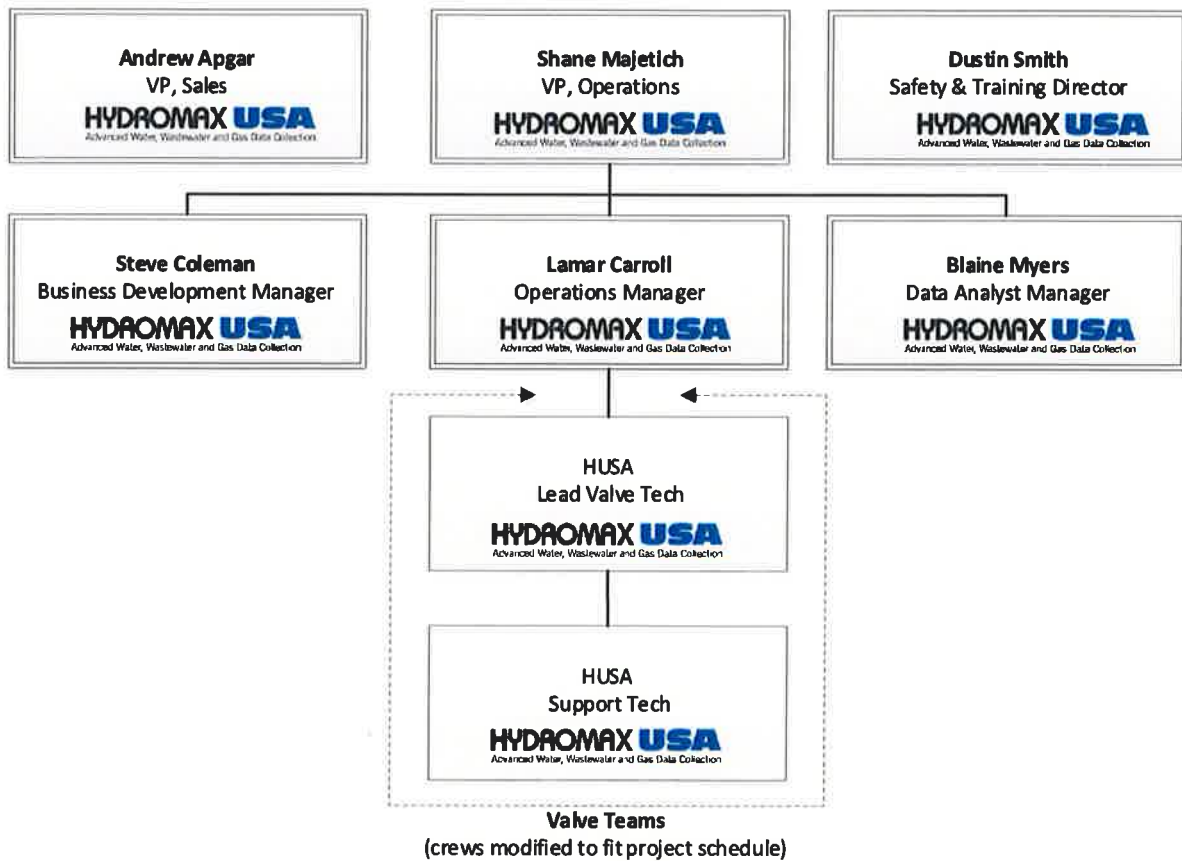
Ray Page, Utilities Superintendent, City of Tarpon Springs



## 2.0 | Project Team

Provide resumes for those individuals proposed for the work including any subcontractors. Identify their project experience, professional certifications, affiliations, and other relevant qualifications.

Hydromax USA is a national professional services firm with nearly 500 employees. We have the necessary expertise and manpower to successfully execute this program and are well-positioned to provide additional capabilities and solutions to the City of Kingsport.





## Andrew Apgar

### *Vice President of Sales, Water and Wastewater Solutions*

Andrew brings more than 25 years' experience creating and delivering unique energy services and utility asset management solutions across diverse vertical markets and geographies. Before joining HUSA, Andrew held key sales and leadership positions with Schneider Electric, Mueller Service Co., and Triton Water Technologies. He previously served on the AWWA Water Loss Control and Asset Management Committees and has co-authored articles for the Florida Water Resources Journal and the Georgia Operator. He has a passion for helping his clients achieve their vision by leveraging technology-based solutions that improve their overall operational alignment with key performance goals.

## Education

B.S., Management  
*United States Military Academy at West Point*

## Areas of Expertise

- Program management
- Team development
- Buried infrastructure assessment and analysis
- Energy management
- Non-revenue water
- Pipe condition assessment

## Project Experience Highlights

### **VALVE & HYDRANT ASSESSMENT – CITY OF COCOA COCOA, FLORIDA**

Program manager for comprehensive asset management program that involved the condition assessment and remediation of 36,000 water system valves and 12,000 fire hydrants. Asset data was captured, digitized, and integrated into Cocoa's GIS.

### **BIOSOLIDS ENERGY EFFICIENCY PROJECT – CITY OF LAKELAND LAKELAND, FLORIDA**

Program manager for performance contract that enabled Lakeland to reduce the operating costs at its main wastewater reclamation facility by more than 40%. Through the program, Lakeland can capture and condition methane gas to use as a sustainable fuel source for an onsite cogeneration (CHP) system. This project received special recognition from the Environmental Protection Agency.

### **VALVE & HYDRANT ASSESSMENT – METRO WATER SERVICES NASHVILLE, TENNESSEE**

Program manager for comprehensive asset management program that involved the condition assessment and remediation of 60,000 water system valves and 35,000 fire hydrants. Asset data was captured, digitized, and integrated into Metro Water Services' GIS.

### **METER REPLACEMENT/AMR PROJECT – EMERALD COAST UTILITIES PENSACOLA, FLORIDA**

Program manager for non-revenue water program that allowed ECUA to replace more than 75,000 water meters and automate its meter reading capabilities. ECUA was able to reinvest recaptured water revenues to help fund the program.



## Shane Majetich

### *Vice President of Water Solutions*

Andrew brings more than 25 years' experience creating and delivering unique energy services and utility asset management solutions across diverse vertical markets and geographies. Before joining HUSA, Andrew held key sales and leadership positions with Schneider Electric, Mueller Service Co., and Triton Water Technologies. He previously served on the AWWA Water Loss Control and Asset Management Committees and has co-authored articles for the Florida Water Resources Journal and the Georgia Operator. He has a passion for helping his clients achieve their vision by leveraging technology-based solutions that improve their overall operational alignment with key performance goals.

## Education

M.A., Accounting  
University of South Florida

## Areas of Expertise

- Program management
- Team development
- Contract management
- Buried infrastructure assessment and analysis
- GIS / data analysis
- Pipe condition assessment

## Project Experience Highlights

### **VALVE AND HYDRANT ASSESSMENT – METRO WATER SERVICES NASHVILLE, TENNESSEE**

Operations manager for a full comprehensive program to assess and remediate all valves and hydrants within the Metro Water system. Project consisted of preliminary meetings with client, coordination with TDOT, permitting, coordination of multiple valve and hydrant crews and monthly project update meetings.

### **VALVE ASSESSMENT – GREAT LAKES WATER AUTHORITY DETROIT, MICHIGAN**

Operations Manager for GLWA's large valve, ARV, and vault assessment program. Project consisted of preliminary client meetings, site visits, coordination with the water distribution plants, coordination with MDOT, valve remediation repairs, coordination with traffic control and vault dewatering subs, confined space entry and permitting as well as bi-weekly progress meetings.

### **VALVE, HYDRANT AND UDF PROGRAM – SEMINOLE COUNTY SEMINOLE COUNTY, FLORIDA**

Operations Manager for Seminole Counties full system valve and hydrant assessment and UDF execution program. Project consisted of preliminary client meetings, coordination with FDOT, permitting, coordinating construction remediation activities, coordination with construction subs, execution of the full system Unidirectional Flushing Program.



## Steve Coleman

*Business Development Manager, Tennessee - Carolinas*

Steve brings more than 30 years' experience creating and delivering unique municipal services and utility asset management solutions across diverse markets and geographies. Before joining HUSA, Steve held key sales and leadership positions with Ferguson Waterworks, Mueller Service Co., and Crescent Resources. A collaborative, client-focused leader with extensive business, project and people management experience in the construction, maintenance and service of water distribution and measurement systems. Accustomed to assessing the condition of municipal water usage and delivery systems.

### Education

B.S., Civil Engineering  
North Carolina State University

### Areas of Expertise

- Project Management
- Contract management
- Buried infrastructure assessment and analysis
- Meter Installation
- Pipe condition assessment

### Licensing

- Licensed Utility Contractor in, Florida, Virginia, North Carolina & South Carolina

### Certifications

- CPR Certified
- OSHA 10 HR Class

### Project Experience Highlights

#### **AMI METER INSTALLATION – CITY OF NEWPORT NEWS NEWPORT NEWS, VIRGINIA**

Project manager for comprehensive meter replacement program that involved the installation of infrastructure and 133,000 water meters with remote shutoffs. Asset data was captured, digitized, and integrated into NNWW's GIS.

#### **AMI METER INSTALLATION PROJECT – HARNETT COUNTY LILLINGTON, NORTH CAROLINA**

Project manager for comprehensive meter replacement program that involved the installation of infrastructure and 45,000 water meters. Coordinated the data integration into billing. Asset data was captured, digitized, and integrated into the customer's GIS.

#### **VALVE & HYDRANT ASSESSMENT – WINSTON SALEM WINSTON SALEM, NORTH CAROLINA**

Program manager for comprehensive asset management program that involved the condition assessment and remediation of 60,000 water system valves. Asset data was captured, digitized, and integrated into Winston Salem's' GIS.



## Blaine Myers

### *Data Analyst Manager*

Blaine manages Hydromax USA's team of data analysts. He has worked to help organizations maintain and improve their GIS through a wide range of methods. These include using GIS software to standardize information from multiple data sources, automating time consuming tasks through scripts and models, and utilizing web technologies to develop new products and extend the range of maps and data.

### Areas of Expertise

- Project Management
- GIS / data analysis
- CMMS integration
- Project visualization tools

### Project Experience Highlights

#### **VALVE AND HYDRANT ASSESSMENT – METRO WATER SERVICE NASHVILLE, TENNESSEE**

Operations manager for a full comprehensive program to assess and remediate all valves and hydrants within the Metro Water system. Project consisted of preliminary meetings with client, coordination with TDOT, permitting, coordination of multiple valve and hydrant crews and monthly project update meetings.

#### **VALVE ASSESSMENT – GREAT LAKES WATER AUTHORITY DETROIT, MICHIGAN**

Operations Manager for GLWA's large valve, ARV, and vault assessment program. Project consisted of preliminary client meetings, site visits, coordination with the water distribution plants, coordination with MDOT, valve remediation repairs, coordination with traffic control and vault dewatering subs, confined space entry and permitting as well as bi-weekly progress meetings.

#### **VALVE & HYDRANT ASSESSMENT – WINSTON SALEM WINSTON SALEM, NORTH CAROLINA**

Program manager for comprehensive asset management program that involved the condition assessment and remediation of 60,000 water system valves. Asset data was captured, digitized, and integrated into Winston Salem's GIS.



## Dustin Smith

### *Director of Safety, Risk & Procurement*

Dustin manages Hydromax USA's Safety, Fleet, Logistics and Training Teams. He has worked to help organizations maintain and improve our safety statistics using a custom safety app that tracks all things safety in real time. This includes Jobsite Hazard Analysis's (JHA), Stop Work/Good Catches, Confined Space Entry Permits, PPE order requests, Site Safety Audits, and Incident/Injury Reporting Forms. This along with access to a full library of SDS sheets, training materials and quick reference documents to include the full Hydromax USA Safety Manual.

## Certifications

- Certified Safety Professional (CSP)
- Construction Health & Safety Tech (CHST)
- OSHA 500
- OSHA 510
- CPR/AED Instructor Certified
- NFPA70E Certified
- Competent Person in Excavation, Confined Space, Aerial Lifts, H2S, LOTO, and Fall Protection

## Areas of Expertise

- Safety and Risk
- Fleet and DOT management
- Procurement
- Construction, Real Estate, Licensing, and Insurance

## Project Experience Highlights

### **REGIONAL SAFETY MANAGEMENT – SUBSTATION AND TRANSMISSION VARIOUS LOCATIONS THROUGHOUT THE UNITED STATES**

Oversaw and assured safety of organizational employees by creating and rolling out safety policies, procedures, and training programs. Reviewed safety data and statistics to identify potential hazards or safety concerns in workplace. Led investigations of workplace accidents and incidents to identify causes. Conducted audits and safety walks to highlight unsafe/potentially unsafe conditions and design remedial measures. Updated management of organizational safety outlook and progress of various EHS initiatives through safety meetings and client safety meetings/briefs

### **SAFETY MANAGER – CHEMICAL REFINERTY PLANT CORPUS CHRISTI, TEXAS**

Managed and maintained all safety procedures and processes as well as supervised site safety inspections for 800+ employees. Headed JSA audits, accident investigations, site safety audits, crane safety, and safety briefs. Provided effective general site management and guided confined space entry, fall protection, PPE, and incident reporting. Issued hot work permits, checked fire/hole watches, and administered bottle watch crews. Audited crew JHAs and covered all discrepancies with crews.

### **SAFETY MANAGER – POWER DISTRIBUTION RISING SUN, MARYLAND**

Reviewed existing safe work practices of 500+ staff members and provided guidance and recommendations to improve compliance with state, federal, and internal regulations. Acclimated newly recruited staff members to organizational work environment through employee orientation sessions. Planned and initiated JSA and LOTO audits, provided safety briefs, investigated safety incidents, and reported to senior management on incidents. Conducted daily safety meetings for over 600 staff members. Issued and audited hot work permits, fire watches, confined space permits, and fall protection. Inspected and cleared permit required confined spaces with proper paperwork.

### 3.0 | Management

The project manager and principal in charge should be listed with their respective experience.



## Lamar Carroll

*Director of Operations, East, Water Solutions*

Lamar manages the Eastern half of the U.S for the Water Group including Valve assessment and repairs, Fire Hydrant assessment and repair, Unidirectional flushing, Leak Detection, Pipe Condition assessment and construction/remediation activities. Management of these projects span long term scopes with multiple crews operating in multiple locations performing multiple tasks as well as short term single effort projects.

## Project Experience Highlights

### VALVE AND HYDRANT ASSESSMENT – METRO WATER SERVICES NASHVILLE, TENNESSEE

Operations manager for a full comprehensive program to assess and remediate all valves and hydrants within the Metro Water system. Project consisted of preliminary meetings with client, coordination with TDOT, permitting, coordination of multiple valve and hydrant crews and monthly project update meetings.

### VALVE ASSESSMENT – GREAT LAKES WATER AUTHORITY DETROIT, MICHIGAN

Operations Manager for GLWA’s large valve, ARV, and vault assessment program. Project consisted of preliminary client meetings, site visits, coordination with the water distribution plants, coordination with MDOT, valve remediation repairs, coordination with traffic control and vault dewatering subs, confined space entry and permitting as well as bi-weekly progress meetings.

### VALVE, HYDRANT AND UDF PROGRAM – SEMINOLE COUNTY SEMINOLE COUNTY, FLORIDA

Operations Manager for Seminole Counties full system valve and hydrant assessment and UDF execution program. Project consisted of preliminary client meetings, coordination with FDOT, permitting, coordinating construction remediation activities, coordination with construction subs, execution of the full system Unidirectional Flushing Program.

## Licensing

- Licensed Utility Contractor
  - Tennessee
  - Florida
  - Alabama
  - Virginia
- Florida level 3 distribution License

## Certifications

- OSHA 30
- 16hr MOT
- Confined Space Entry
- Competent Person Excavation

## Areas of Expertise

- Project Management
- Water systems evaluation
- Underground construction and remediation services
- Hydrant and valve repairs
- Field Execution

## 4.0 | Relevant Experience

Provide a listing of similar type projects completed by the firm during the past ten years.

### Hydromax USA Project References

The Hydromax USA team has performed infrastructure condition assessment programs that have evaluated hundreds of thousands of water distribution system assets, helped clients recover millions of gallons in lost water, and provided information management services for improvement of system models and development of GIS integrated solutions for utilities across the United States.

The following references are provided to demonstrate the capabilities of the Hydromax USA team in working with diverse clients to create and deliver programs tailored to fit unique needs.



“I’ve worked closely with the folks at Hydromax USA for a number of years, and I would highly recommend their services. I would absolutely partner with them again.”

Chris Collier, Assistant Utilities Director, City of Cocoa



In the last ten (10) years, our team has developed and performed similar valve assessment programs for the following municipal water clients:

- City of Cocoa (FL)
- City of Durham (NC)
- City of Garland (TX)
- City of Houston (TX)
- City of Raleigh (NC)
- City of Waco (TX)
- City of Winston-Salem (NC)
- Great Lakes Water Authority (MI)
- Henrico County (VA)
- Indian River County (FL)
- Metro Water Nashville (TN)
- Seminole County (FL)

As you can see from our client list above, Hydromax USA is well-versed in partnering with large government agencies to develop and deliver comparable programs. Our team, including our field operations supervisors and technicians, is adept at working directly with staff, ensuring proper:

- Professional oversight and management
- Field services planning
- Client communications
- Public relations
- Site safety
- Permitting
- MOT
- Data capture/digitization/visualization
- Reporting



**“Timely. Great communication. Great company. Complete work as requested.”**

Chris Graybosch, Distribution Supervisor, Seminole County

**Metro Water Services (#3)**

**Location:** Nashville, TN

**Contact:** Alan Hand, 615.862.4847

**Email:** alan.hand@nashville.gov

**Contract Dates:** 2020 - ongoing

**Contract Amount:** \$12 million

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 60,000 water system valves.

**Project Manager:** Lamar Carroll

**Metro Water Services (#2)**

**Location:** Nashville, TN

**Contact:** Alan Hand, 615.862.4847

**Email:** alan.hand@nashville.gov

**Contract Dates:** 2015 - 2020

**Contract Amount:** \$5 million

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 60,000 water system valves.

**Project Manager:** Lamar Carroll

**Metro Water Services (#1)**

**Location:** Nashville, TN

**Contact:** Alan Hand, 615.862.4847

**Email:** alan.hand@nashville.gov

**Contract Dates:** 2011 - 2015

**Contract Amount:** \$2 million

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 30,000 water system valves.

**Project Manager:** Lamar Carroll

**City of Houston**

**Location:** Houston, TX

**Contact:** Venus Price, 346.324.3831

**Email:** venus.price@houstontx.gov

**Contract Dates:** 2019 - ongoing

**Contract Amount:** \$2 million annually

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 80,000 water system valves.

**Project Manager:** Russ Jackson

**City of Raleigh**

**Location:** Raleigh, NC

**Contact:** David Woodlief, 919.996.4526

**Email:** charles.woodlief@raleighnc.gov

**Contract Dates:** 2017 - 2022

**Contract Amount:** \$500,000 annually

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 1,350 large water system valves.

**Project Manager:** Lamar Carroll

**City of Garland**

**Location:** Garland, TX

**Contact:** Gustavo Reyes, 469.644.7202

**Email:** greyes@garlandtx.gov

**Contract Dates:** 2022 - Ongoing

**Contract Amount:** \$500,000 annually

**Scope of Work:** Condition assessment, maintenance, and GIS integration for 13,000 water system valves and 9,000 fire hydrants.

**Project Manager:** Russ Jackson

**Winston-Salem / Forsyth County Utilities**

**Location:** Winston-Salem, NC

**Contact:** Derek Stroud, 336.747.7350

**Email:** dereks@cityofws.org

**Contract Dates:** 2021 - ongoing

**Contract Amount:** \$1.6 million

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 42,000 water system valves.

**Project Manager:** Lamar Carroll

**Orange County Utilities**

**Location:** Orlando, FL

**Contact:** Dustin Putney-Hoke, 407.836.6822

**Email:** dustin.putney@ocfl.net

**Contract Dates:** 2022 - Ongoing

**Contract Amount:** \$9.6 million

**Scope of Work:** Condition assessment, maintenance, and GIS integration for 60,000 water system valves and 13,000 fire hydrants.

**Project Manager:** Lamar Carroll

**Seminole County**

**Location:** Sanford, FL

**Contact:** Shannon Ashworth, 407.665.2015

**Email:** sashworth@seminolecountyfl.gov

**Contract Dates:** 2011 – 2015; 2020 - Ongoing

**Contract Amount:** \$2 million

**Scope of Work:** Valve condition assessment, maintenance, and GIS integration for 30,000 water system valves.

**Project Manager:** Lamar Carroll

**City of Cocoa**

**Location:** Cocoa, FL

**Contact:** Chris Collier, 321.433.8400

**Email:** ccollier@cocoafl.org

**Contract Dates:** 2012 - 2014

**Contract Amount:** \$1.3 million annually

**Scope of Work:** Condition assessment, maintenance, and GIS integration for 26,000 water system valves and 6,000 hydrants.

**Project Manager:** Lamar Carroll

**Great Lakes Water Authority**

**Location:** Detroit, MI

**Contact:** Todd King, 313.799.0289

**Email:** todd.king@glwater.org

**Contract Dates:** 2020 - 2023

**Contract Amount:** \$5.5 million

**Scope of Work:** Valve condition assessment, maintenance, vault inspection and GIS integration for 5,000 large (20 – 108 inch) water system valves.

**Project Manager:** Lamar Carroll

**Henrico County**

**Location:** Richmond, VA

**Contact:** Jarett Glasco, 804.5015680

**Email:** gla14@henrico.us

**Contract Dates:** 2015 – 2020; 2021 - Ongoing

**Contract Amount:** \$1 million

**Scope of Work:** Condition assessment, maintenance, and GIS integration for 13,000 water system valves and 5,000 fire hydrants.

**Project Manager:** Lamar Carroll

## 5.0 | Required Forms

### Required Forms

The following forms and documentation are provided as required by the Invitation for Bid:

- A. Bid Bond
- B. Schedule
- C. BYRD Anti-Lobbying Amendment Certificate
- D. Iran Divestment Act Certificate
- E. Debarment Certificate
- F. Non-Boycott if Israel Certificate
- G. Compliance Affidavit
- H. Certificate of Insurance

# Document A310™ – 2010

Conforms with The American Institute of Architects AIA Document 310

## Bid Bond

### CONTRACTOR:

(Name, legal status and address)

Hydromax USA, LLC  
3700 River Walk Drive  
Flower Mound, TX 75028

### SURETY:

(Name, legal status and principal place of business)

Berkley Insurance Company  
475 Steamboat Road  
Greenwich, CT 06830  
Mailing Address for Notices

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

### OWNER:

(Name, legal status and address)

CITY OF KINGSPORT  
415 Broad Street  
Kingsport, TN 37660

**BOND AMOUNT:** 5% Five Percent of Amount Bid

### PROJECT:

(Name, location or address, and Project number, if any)

Water Valve Condition Assessment Program

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 27th day of July, 2023.

  
(Witness)

Hydromax USA, LLC


(Principal)

(Seal)

By:

(Title)

 VP of Finance

  
(Witness) John W. McGuire

Berkley Insurance Company

(Surety)

(Seal)

By:

(Title)

 William Reidinger, Attorney-in-Fact



POWER OF ATTORNEY  
BERKLEY INSURANCE COMPANY  
WILMINGTON, DELAWARE

No. BI-SurePath-a

NOTICE: The warning found elsewhere in this Power of Attorney affects the validity thereof. Please review carefully.

KNOW ALL MEN BY THESE PRESENTS, that BERKLEY INSURANCE COMPANY (the "Company"), a corporation duly organized and existing under the laws of the State of Delaware, having its principal office in Greenwich, CT, has made, constituted and appointed, and does by these presents make, constitute and appoint: William Reidinger

Surety Bond No.: Bid Bond  
Principal: Hydromax USA, LLC  
Obligee: CITY OF KINGSPORT  
Amount of Bond: See Bond Form

Assurance, a Marsh & McLennan Agency, LLC company  
Schaumburg, IL

its true and lawful Attorney-in-Fact, to sign its name as surety only as delineated below and to execute, seal, acknowledge and deliver any and all bonds and undertakings, with the exception of Financial Guaranty Insurance, providing that no single obligation shall exceed Fifty Million and 00/100 U.S. Dollars (U.S.\$50,000,000.00), to the same extent as if such bonds had been duly executed and acknowledged by the regularly elected officers of the Company at its principal office in their own proper persons.

This Power of Attorney shall be construed and enforced in accordance with, and governed by, the laws of the State of Delaware, without giving effect to the principles of conflicts of laws thereof. This Power of Attorney is granted pursuant to the following resolutions which were duly and validly adopted at a meeting of the Board of Directors of the Company held on January 25, 2010:

**RESOLVED**, that, with respect to the Surety business written by Berkley Surety, the Chairman of the Board, Chief Executive Officer, President or any Vice President of the Company, in conjunction with the Secretary or any Assistant Secretary are hereby authorized to execute powers of attorney authorizing and qualifying the attorney-in-fact named therein to execute bonds, undertakings, recognizances, or other suretyship obligations on behalf of the Company, and to affix the corporate seal of the Company to powers of attorney executed pursuant hereto; and said officers may remove any such attorney-in-fact and revoke any power of attorney previously granted; and further

**RESOLVED**, that such power of attorney limits the acts of those named therein to the bonds, undertakings, recognizances, or other suretyship obligations specifically named therein, and they have no authority to bind the Company except in the manner and to the extent therein stated; and further

**RESOLVED**, that such power of attorney revokes all previous powers issued on behalf of the attorney-in-fact named; and further

**RESOLVED**, that the signature of any authorized officer and the seal of the Company may be affixed by facsimile to any power of attorney or certification thereof authorizing the execution and delivery of any bond, undertaking, recognizance, or other suretyship obligation of the Company; and such signature and seal when so used shall have the same force and effect as though manually affixed. The Company may continue to use for the purposes herein stated the facsimile signature of any person or persons who shall have been such officer or officers of the Company, notwithstanding the fact that they may have ceased to be such at the time when such instruments shall be issued.

IN WITNESS WHEREOF, the Company has caused these presents to be signed and attested by its appropriate officers and its corporate seal hereunto affixed this 25<sup>th</sup> day of July, 2019.



(Seal)

Attest:

By Ira S. Lederman  
Executive Vice President & Secretary

Berkley Insurance Company

By Jeffrey M. Hafter  
Senior Vice President

STATE OF CONNECTICUT )

) ss:

COUNTY OF FAIRFIELD )

Sworn to before me, a Notary Public in the State of Connecticut, this 25<sup>th</sup> day of July, 2019, by Ira S. Lederman and Jeffrey M. Hafter who are sworn to me to be the Executive Vice President and Secretary, and the Senior Vice President, respectively, of Berkley Insurance Company.

MARIA C. RUNDRAKEN  
NOTARY PUBLIC  
CONNECTICUT  
MY COMMISSION EXPIRES  
APRIL 30, 2024

Maria C. Rundraken  
Notary Public, State of Connecticut

CERTIFICATE

I, the undersigned, Assistant Secretary of BERKLEY INSURANCE COMPANY, DO HEREBY CERTIFY that the foregoing is a true, correct and complete copy of the original Power of Attorney; that said Power of Attorney has not been revoked or rescinded and that the authority of the Attorney-in-Fact set forth therein, who executed the bond or undertaking to which this Power of Attorney is attached, is in full force and effect as of this date.

Given under my hand and seal of the Company, this 27<sup>th</sup> day of July, 2023.



(Seal)

Vincent P. Forte  
Vincent P. Forte

I propose to commence the work within 90 calendar days after notification of acceptance of bid and complete the work in 365 calendar days.

### LIQUIDATED DAMAGES

As actual damages for any delay in completion of the work which the Contractor is required to perform under this Contract are impossible of determination, the Contractor and his Sureties shall be liable for and shall pay to the owner the sum of \$500.00 per day as fixed, agreed and liquidated damages for each calendar day of delay from the above date stipulated for completion, or as modified in accordance with Section "Changes in Work" under GENERAL CONDITIONS, until such work is satisfactorily completed and accepted.

My Terms are AS PER BID DOCUMENT.

The bidder hereby agrees that the Board of Mayor and Aldermen have the right to reject any and all bids received and to waive any informalities.


Certified check or bid bond is herewith deposited with the City Treasurer, in the sum of 5% of the total bid amount, made payable to the order of City Treasurer of the City of Kingsport, Tennessee, with the understanding that if the bid herewith submitted is rejected, the said check will be returned to the bidder; and if the said bid is accepted by the City of Kingsport, check will be returned to the bidder upon the execution and securing of a contract to do the said work. If awarded the contract to this work, and the bidder refuses or neglects to execute a written contract to do the same and furnish security in the amount required within ten days after being notified that the contract has been awarded to him the certified check shall be forfeited to the City as liquidated damages for such neglect or refusal, and the amount so collected shall be paid into the fund set aside for the City's portion of the cost of the proposed improvement.

The successful contractor shall provide for workman's compensation and comprehensive general public liability insurance in amounts acceptable to the City. The contractor will furnish comprehensive automobile liability insurance and insurance in such form as shall be satisfactory to the City. The contractor shall furnish owner's liability insurance to defend, indemnify and save harmless the City of Kingsport from any and all claims and suits for injury to persons or property arising out of the performance of the contract caused in any way by the acts or omissions of the contractor or the contractor's agents, employees, or subcontractor during or in connection with the contract work, excepting bodily injury or death or property damage caused by the sole negligence of the owner, its agents or employees. The successful contractor is required to complete a Beneficial Owners Form for projects which exceed \$500,000.00. The form will be provided to the successful contractor at the Pre-Construction Meeting and will be required to be submitted to the City with the first Pay Application/Request.

We have read and acknowledge the requirements of owner's liability insurance to save and defend the City harmless.

We acknowledge receipt of 2+ addendum(s) to this project.

BID TO BE SUBMITTED IN DUPLICATE

  
\_\_\_\_\_  
HANDWRITTEN Signature of Authorized  
Representative

7-27-2023  
\_\_\_\_\_  
Date

Hydromax USA, LLC  
\_\_\_\_\_  
FIRM

71701  
\_\_\_\_\_  
Tennessee Contractor's License Number

BID MUST BE SIGNED TO BE CONSIDERED

**ATTACHMENT  
CERTIFICATION REGARDING LOBBYING**

**Applicable to Grants, Subgrants, Cooperative Agreements, and Contracts Exceeding \$100,000 in Federal Funds.**

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certifications shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The undersigned certifies, to the best of his knowledge and belief, that:

(1) No Federal appropriated funds have been paid or will be paid by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of congress, or an employee of a Member of congress in connection with this Federal grant or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions.

(3) The undersigned shall require that the language of this certification be included in the award documents for all covered subawards exceeding \$100,000 in Federal funds at all appropriate tiers and that all subrecipients shall certify and disclose accordingly.

Hydromax USA, LLC

3700 River Walk Dr, Ste 145

Flower Mound, TX 75028

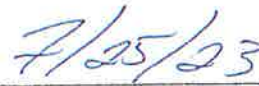
Name/Address of Organization

Michael Farmer, VP Finance

Name/Title of Submitting Official



Signature



Date



**IRAN DIVESTMENT  
ACT**

In compliance with the Iran Divestment Act (State of Tennessee 2016, Public Chapter No. 817), which became effective on July 1, 2016, certification is required of all bidders on contracts over \$1,000.

*By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party hereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to T.C.A. § 12-12-106.*

*I affirm, under the penalties of perjury, this statement to be true and correct.*

7/25/23  
Date

  
Signature of Bidder

Michael Farmer

Hydromax USA, LLC  
Company

A bid shall not be considered for award nor shall award be made where the foregoing certification has been complied with; provided, however, that if in any case the bidder cannot make the foregoing certification, the bidder shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons therefor. The **City/County of** \_\_\_\_\_ may award a bid to a bidder who cannot make the certification, on case-by-case basis, if:

1. The investment activities in Iran were made before July 1, 2016, the investment activities in Iran have not been expanded or reviewed on or after July 1, 2016, and the person has adopted, publicized, and is implementing a formal plan to cease the investment activities in Iran and to refrain from engaging in any new investments in Iran; or
2. The **City/County of** \_\_\_\_\_ makes a determination that the goods or services are necessary for the **City/County of** \_\_\_\_\_ to perform its functions and that, absent such an exemption, the political subdivision will be unable to obtain the goods or services for which the contract is offered. Such determination shall be made in writing and shall be a public document.

**CERTIFICATION OF SUBCONTRACTOR REGARDING  
DEBARMENT, SUSPENSION, INELIGIBILITY AND  
EXCLUSION**

Pursuant to 2 CFR Parts 183, 215, and 2424, and the requirement of the U.S. Department of Housing and Urban Development (HUD), subcontractors for projects that are funded in whole or in part by HUD funds must provide information concerning the entity's debarment, suspension, ineligibility or exclusion status. This document shall be completed and provided to the prime contractor.

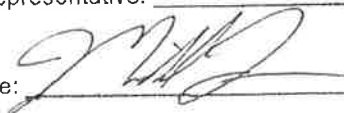
1. By signing and submitting this proposal, the prospective lower-tier participant certifies that neither it, its principals nor affiliates, is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency. Further, the Participant provides the certification set out below:
2. The certification in this clause is a material representation of fact upon which reliance was placed when this transaction was entered into. If it is later determined that an erroneous certification was rendered, in addition to other remedies available to the Federal Government, the Department or agency with which this transaction originated may pursue available remedies.
3. Further, the Participant shall provide immediate written notice to the person to which this proposal is submitted if at any time the Participant learns that this certification was erroneous when submitted or has become erroneously reason of changed circumstances.
4. By submitting this document, it is agreed that should the proposed covered transaction be entered into, the Participant will not knowingly enter into any lower-tier covered transaction with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction unless authorized by the agency with which this transaction originated.

The subcontracting entity may satisfy the requirement of this document via one of the two options below:

**Option 1: SAM.gov Active Registration**

Entity Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 SAM Entity ID: \_\_\_\_\_ Expiration Date: \_\_\_\_\_  
 Active Exclusions:      Yes      No

**Option 2: Signed Certification**

Entity Name: Hydromax USA, LLC  
 Address: 3700 River Walk Dr., Ste 145  
 City: Flower Mound State: TX Zip: 75028  
 Entity Representative: Michael Farmer Title: VP Finance  
 Signature: 

**CERTIFICATION OF NON-BOYCOTT OF ISRAEL**

The Bidder certifies that it is not currently engaged in, and will not for the duration of the contract engage in, a boycott of Israel as defined by Tenn. Code Ann. § 12-4-119. This provision shall not apply to contracts with a total value of less than two hundred fifty thousand dollars (\$250,000) or to contractors with less than ten (10) employees.

According to the law, a boycott of Israel means engaging in refusals to deal, terminating business activities, or other commercial actions that are intended to limit commercial relations with Israel, or companies doing business in or with Israel or authorized by, licensed by, or organized under the laws of the State of Israel to do business, or persons or entities doing business in Israel, when such actions are taken:

- 1) In compliance with, or adherence to, calls for a boycott of Israel, or
- 2) In a manner that discriminates on the basis of nationality, national origin, religion, or other unreasonable basis, and is not based on a valid business reason. Tenn. Code Ann. § 12-4-119.

I certify this statement to be true and correct.

Michael Farmer  
\_\_\_\_\_  
Bidder Name Printed

7/25/23  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Signature of Bidder

Hydromax USA, LLC  
\_\_\_\_\_  
Company

COMPLIANCE AFFIDAVIT(S) (TOTAL OF 2 PAGES)

THIS COMPLIANCE AFFIDAVIT MUST BE SIGNED, NOTARIZED AND INCLUDED WITH ALL BIDS – FAILURE TO INCLUDE THIS FORM WITH THE BID SUBMITTED SHALL DISQUALIFY THE BID FROM BEING CONSIDERED.

VENDOR: Hydromax USA, LLC

CONFLICT OF INTEREST:

1. No Board Member or officer of the City of Kingsport or other person whose duty it is to vote for, let out, overlook or in any manner superintend any of the work for the City of Kingsport has a direct interest in the award of the vendor providing goods or services.
2. No employee, officer or agent of the grantee or sub-grantee will participate in selection, or in the award or administration of an award supported by Federal funds if a conflict of interest, real or apparent, would be involved. Such a conflict would arise when the employee, officer or agent, any member of their immediate family, his or her partner, or an organization, which employs, or is about to employ, any of the above, has a financial or other interest in the firm selected for award.
3. The grantee's or sub-grantees officers, employees or agents will neither solicit nor accept gratuities, favors or anything of monetary value from vendors, potential vendors, or parties to sub-agreements.
4. Do you or any officers/part-owners/stake-holders/employees of this company have any relative(s) (relatives include spouse, children, stepchildren or any to whom you are related by blood or marriage) that are currently employed by the City of Kingsport, Tennessee, including the Kingsport City School System or serve on the Kingsport Board of Mayor and Aldermen or the Kingsport Board of Education?  
\_\_\_\_\_ Yes  No

If you answered yes please state the name and relationship of the employee or member of the Kingsport Board of Mayor and Aldermen or Kingsport Board of Education member  
\_\_\_\_\_

5. Are you or any officers/part-owners/stake-holders/employees of this company also employees of the City of Kingsport, including the Kingsport City School System or serve on the Kingsport Board of Mayor and Aldermen or Kingsport Board of Education? \_\_\_\_\_ Yes  No  
If you answered yes please state the name of the employee or board member  
\_\_\_\_\_

6. By submission of this form, the vendor is certifying that no conflicts of interest exist.

DRUG FREE WORKPLACE REQUIREMENTS:

7. Private employers with five or more employees desiring to contract for construction services attest that they have a drug free workplace program in effect in accordance with TCA 50-9-112.

ELIGIBILITY:

8. The vendor is eligible for employment on public contracts because no convictions or guilty pleas or pleas of nolo contendere to violations of the Sherman Anti-Trust Act, mail fraud or state criminal violations with an award from the State of Tennessee or any political subdivision thereof have occurred.

GENERAL:

9. Vendor fully understands the preparation and contents of the attached offer and of all pertinent circumstances respecting such offer.
10. Such offer is genuine and is not a collusive or sham offer.

IRAN DIVESTMENT ACT:

11. Concerning the Iran Divestment Act ( TCA 12-12-101 et seq.), by submission of this bid/quote/proposal, each vendor and each person signing on behalf of any vendor certifies, and

in the case of a joint bid/quote/proposal, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each vendor is not on the list created pursuant to § 12-12-106.

**NON-COLLUSION:**

- 12. Neither the said vendor nor any of its officers, partners, owners, agents, representatives, employees or parties interest, including this affiant, has in any way colluded, conspired, connived or agreed, directly or indirectly, with any other responder, firm, or person to submit a collusive or sham offer in connection with the award or agreement for which the attached offer has been submitted or to refrain from making an offer in connection with such award or agreement, or collusion or communication or conference with any other firm, or, to fix any overhead, profit, or cost element of the offer price or the offer price of any other firm, or to secure through any collusion, conspiracy, connivance, or unlawful agreement any advantage against the City of Kingsport or any person interested in the proposed award or agreement.
- 13. The price or prices quoted in the attached offer are fair, proper and not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the firm or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

**BACKGROUND CHECK REQUIREMENT FOR SCHOOL SYSTEM SUPPLIERS:**

- 14. In submitting this bid/quote/proposal, you are certifying that you are aware of the requirements imposed by TCA § 49-5-413 (d) to conduct criminal background checks through the Tennessee Bureau of Investigation and the Federal Bureau of Investigation on yourself and any of your employees who may come in direct contact with students or who may come on or about school property anytime students are present. You are further certifying that at no time will you ever permit any individual who has committed a sexual offense or who is a registered sex offender to come in direct contact with children or to come on or about school property while students are present.

**NON-BOYCOTT OF ISRAEL AFFIDAVIT**

- 15. Concerning the Non-Boycott of Israel Act (TCA 12-4-1 et seq.), by submission of this bid/quote/proposal, each supplier and each person signing on behalf of any supplier certifies, and in the case of a joint bid/quote/proposal, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each supplier is not boycotting Israel pursuant to § 12-4-1 and will not during the term of any award. Note: Applicable only to contracts of \$250,000 or more and to suppliers with 10 or more employees.

The undersigned hereby acknowledges and verifies that the response submitted to this solicitation is in full compliance with the applicable laws/listed requirements. The undersigned also declares under penalty of perjury under the laws of the State of Tennessee that the foregoing is true and correct.

SIGNED BY: 

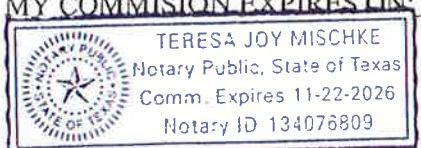
PRINTED NAME: Michael Farmer

TITLE: VP Finance

SUBSCRIBED AND SWORN TO BEFORE ME THIS DATE: 7-25-2023

BY (NOTARY PUBLIC): 

MY COMMISSION EXPIRES ON: 11-22-2026



**COMPLIANCE AFFIDAVIT(S) (TOTAL OF 3 PAGES)  
THIS COMPLIANCE AFFIDAVIT MUST BE SIGNED, NOTARIZED AND INCLUDED WITH  
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**VENDOR:** Hydromax USA, LLC

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1. No Board Member or officer of the City of Kingsport or other person whose duty it is to vote for, let out, overlook or in any manner superintend any of the work for the City of Kingsport has a direct interest in the award of the vendor providing goods or services.
2. No employee, officer or agent of the grantee or sub-grantee will participate in selection, or in the award or administration of an award supported by Federal funds if a conflict of interest, real or apparent, would be involved. Such a conflict would arise when the employee, officer or agent, any member of their immediate family, his or her partner, or an organization, which employs, or is about to employ, any of the above, has a financial or other interest in the firm selected for award.
3. The grantee's or sub-grantees officers, employees or agents will neither solicit nor accept gratuities, favors or anything of monetary value from vendors, potential vendors, or parties to sub-agreements.
4. By submission of this form, the vendor is certifying that no conflicts of interest exist.
5. Do you or any officers/owners/part-owners/stake-holders/employees of this company have any relative(s) (relatives include spouse, children, stepchildren or any to whom you are related by blood or marriage) that are currently employed by the City of Kingsport, Tennessee, including the Kingsport City School System or serve on the Kingsport Board of Mayor and Aldermen or the Kingsport Board of Education?  
       Yes   X   No

If you answered yes please state the name and relationship of the employee or member of the Kingsport Board of Mayor and Aldermen or Kingsport Board of Education member

\_\_\_\_\_

6. Are you or any officers/owners/part-owners/stake-holders/employees of this company also employees of the City of Kingsport, including the Kingsport City School System or serve on the Kingsport Board of Mayor and Aldermen or Kingsport Board of Education?        Yes   X   No

If you answered yes please state the name of the employee or board member

\_\_\_\_\_

**DRUG FREE WORKPLACE REQUIREMENTS:**

7. Private employers with five or more employees desiring to contract for construction services attest that they have a drug free workplace program in effect in accordance with TCA 50-9-112.

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SIGNED BY: 

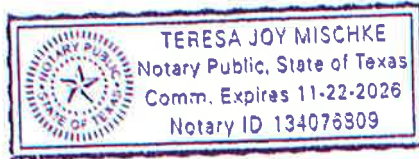
PRINTED NAME: Michael Farmer

TITLE: VP Finance

SUBSCRIBED AND SWORN TO BEFORE ME THIS DATE: 7-25-2023

BY (NOTARY PUBLIC): 

MY COMMISSION EXPIRES ON: 11-22-2026







# CERTIFICATE OF LIABILITY INSURANCE

2/15/2024

DATE (MM/DD/YYYY)

4/6/2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER LOCKTON COMPANIES 500 West Monroe, Suite 3400 CHICAGO IL 60661 (312) 669-6900	CONTACT NAME:	
	PHONE (A/C, No, Ext):	FAX (A/C, No):
INSURED 1514811 HYDROMAX USA LLC 3700 Riverwalk Drive, Suite 145 Flower Mound TX 75028	E-MAIL ADDRESS:	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A : The Travelers Indemnity Company of America	NAIC # 25666
	INSURER B : Travelers Property Casualty Company of America	25674
	INSURER C : Underwriters at Lloyds of London	10736
	INSURER D : The Travelers Indemnity Company of Connecticut	25682
	INSURER E :	
	INSURER F :	

COVERAGES CERTIFICATE NUMBER: 18942028 REVISION NUMBER: XXXXXXXX

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR Deductible: \$2,500 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:	N	N	DT-CO-158D2429-TIA-23	2/15/2023	2/15/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
D	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	N	N	810-158D2430-23-26	2/15/2023	2/15/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX \$ XXXXXXXX
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$ 10,000	N	N	CUP-4W507598-23-26	2/15/2023	2/15/2024	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$ XXXXXXXX
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input checked="" type="checkbox"/> If yes, describe under DESCRIPTION OF OPERATIONS below		N/A	UB-4W129884-23-26-G	2/15/2023	2/15/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
C	Professional/Pollution Liability	N	N	B0621PHYDR000423	2/15/2023	2/15/2024	\$2,000,000 Ea claim/Agg / Ded:\$25K

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required) Evidence of insurance only.

CERTIFICATE HOLDER

CANCELLATION See Attachment

18942028 Evidence of Insurance

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

## 6.0 | Pricing

Item	Base Items	UOM	Est. Quantity	Unit Price	Ext. Price
1	GPS Only	EACH	250	\$15.00	\$3,750.00
1A	GPS/Vac/Collect Data	EACH	2400	\$28.00	\$67,200.00
2	Valve Assessment 4" and smaller	EACH	408	\$56.00	\$22,848.00
3	Valve Assessment 6" - 8"	EACH	7,800	\$61.00	\$475,800.00
4	Valve Assessment 10" - 12"	EACH	4034	\$66.00	\$266,244.00
5	Valve Assessment 14" - 24"	EACH	200	\$225.00	\$45,000.00
6	Raise Valve Box 2-4" not in Asphalt	EACH	20	\$85.00	\$1,700.00
7	Raise Valve Box 5-12" not in Asphalt	EACH	20	\$195.00	\$3,900.00
9	Realign Valve Box in non asphalt area	EACH	20	\$525.00	\$10,500.00
12	Hourly Crew Rate	HR	30	\$235.00	\$7,050.00
13	MOT Daily Rate	DAY	30	\$1,200.00	\$36,000.00
<b>Base Total</b>					<b>\$939,992.00</b>



Addendum Number 1

August 25, 2023

From: Procurement Department

Re: Water Valve Condition Assessment Program Re-Bid

Issue Date: August 16, 2023

Due Date: September 6, 2023

Please see the following questions & answers:

1. Q: Will Kingsport consider an addendum to extend the response due date?  
A: *Yes, proposal will be due on Wednesday September 6, 2023. The location and time have not changed.*
  
2. Q: Of the 20,000 valves to be assessed how many of these valves are 12-inch and smaller?  
A: *We believe 90%, or more, of our valves are 12" or smaller.*

End of Addendum Number 1

*Juc  
9/5/2023*



Addendum Number 2

August 29, 2023

From: Procurement Department

Re: Water Valve Condition Assessment Program Re-Bid

Issue Date: August 16, 2023

Due Date: September 6, 2023

Please see the following questions & answers:

We are thinking about digitizing the CAD/paper maps first to give our field crews the ability to work using a ARCGIS field map like product which is our normal workflow

Is the plan to give the winning contractor a stack of existing paper maps? **We plan on reviewing all forms of our records with the winning contractor to develop a strategy for locating valves.**

Is there a scanned version of those maps? **Not currently but they can be scanned.**

How much info do you think would be lost if we digitized off of the CAD vs the paper maps? **I think most of the data from the paper maps has been captured in the CAD drawings. We do believe some data would be lost if we did not utilize the paper maps.**

How many maps are there? **There are 170 maps at the scale of the example maps and one map that covers the area of about 12 of the example map blocks.**

Is the 7k valves currently in GIS in one area representing entire maps, or would those maps still be needed? **The existing valves are scattered throughout the system. There is no portion of our service area that has had all of the valves inventoried.**

Can you provide any detail on the valves larger than 12"? **Most are hub operated gate valves with some butterfly valves.**

What is the largest valve in the system? **The largest valves in the scope of work are 24".**

When is the last time a system wide valve assessment program was done? **This is the first time the City will do a valve assessment program.**

How many valves are in vaults vs roadway boxes? **Almost all valves will be accessible via a valve box similar to City of Kingsport Standard Detail A4.15.**

Can bid docs be digitally signed? **Yes**

End of Addendum Number 2

City Hall | Procurement

415 Broad Street | Kingsport, TN 37660 | P: 423-229-9419 | F: 423-224-2433

[www.kingsporttn.gov](http://www.kingsporttn.gov)

*Jul  
9/5/2023*



Addendum Number 1

July 18, 2023

From: Procurement Department

Re: Water Valve Condition Assessment Program

Issue Date: July 1, 2023

Due Date: August 9, 2023

Please see the following questions & answers:

Q: Can you provide a range of sizes for the 20,000 assumed valves?

A: *Our valves range from 2" to 24". I would expect 80% to be 8" or smaller.*

Q: In response to Kingsport's desire for unit pricing versus a lump sum, we submit the attached example bid form for the City's review and incorporation via amendment.

A: *Our desire is for the firms proposing to provide their own pricing. As this is a unique project, we expect different firms to structure their costs in a different manner. Cost is only 20% of the selection criteria. We do not want to specify a pricing model for this project. While we anticipate unit price pricing structures we do not wish to exclude lump sum or other pricing structures.*

Q: The Bid documents state the bid is for 20,000 valves. It also states that Kingsport has 40,000 valves total. Does the City intend for the selected contractor to perform 20,000 valve assessments annually for two (2) years, until all 40,000 valves have been assessed?

A: *We have approximately 20,000 valves in our system. The only mention of 40,000 is our number of customers. The contract will be for approximately 20,000 valves and the proposal should reflect that.*

*The RFP states the utility serves roughly 40,000 customers and that proposals should assume approximately 20,000 system valves.*

*The City has a preference for completing the project as quickly as possible but does not want to specify a required completion timeframe short of September, 2026 to comply with funding requirements.*

Q: The bid documents reference retainage of 5%. This is not typical for valve contracts since the contractor provides data that has been through a QA/QC process as proof of work completion. We respectfully request that retainage be removed from the contract.

A: *Retainage of 5% will remain a requirement.*

Q: We are respectfully request a one week extension to allow for questions to be addressed.

A: *The RFP due date has been changed to August 9, 2023. The location and time have not changed.*



End of Addendum Number 1

*Steph W. Cal*  
*Hydromax USA*