

Delivering Professional Grade Leak Detection

SAMCO PROPOSAL

Prepared for: **City of Manor –**

SAMCO Training Program

Date: March 31, 2025

Its time to call
SAMCO
LEAK DETECTION
Delivering proven results since 1985.

901 Mopac Expressway South
Barton Oaks One, Suite 300
Austin, TX 78746



(512) 263-7043



samco-leakservice.com



sgodfrey@samco-leakservice.com



LEAK DETECTION SERVICES

OVERVIEW

SAMCO is pleased to submit this proposal for services to support City of Manor in achieving its goals for reducing water loss and updating and creating accurate maps.

SAMCO is providing a turnkey water distribution evaluation and survey to determine water loss. SAMCO will inspect the water system for leaks to help reduce your water loss and focus on water conservation. You will be provided a leak detection report indicating all findings as well as a leak location map.

PROPOSAL

The line items listed below indicate in detail the services and training to be provided to the City of Manor. It is a customized list of all work to be performed to ensure the project will achieve its specified goals in a timely and efficient manner and listing the topics that will be covered through office and field training from SAMCO Leak Detection Services.

1. **Pre-Survey Consultation:** SAMCO Leak Detection Services, Inc. ("SAMCO") will meet with the Customer's designated agents to review all water distribution and sewer mapping data and develop a strategy for creating maps.
2. **Acoustic Leak Detection Surveying:** SAMCO will perform acoustic leak detection surveys and visually inspect approximately 83.2 linear miles of the City of Manor water distribution. SAMCO will survey all of the following assets:
 - accessible active and inactive service connections;
 - fire hydrants;
 - distribution valves;
 - flush valves;
 - air release valves;
 - pressure reducing valves;
 - interconnects/well sites, and
 - check valves to identify system leaks and water loss problems.

The applicable leak detection survey area and accompanying system maps will be provided by the Customer to SAMCO.

3. At SAMCO, we've put together a well-structured, effective water conservation program designed to help your water utility team excel. Our professional State Water Operators, Certified Project Managers, and FAA Licensed Drone Pilots are ready to work with you, providing top-notch training that covers everything from fieldwork to office management.

Here's What We'll Cover:

- Understanding Your Water Conservation Needs
- Setting Up with a Pre-Project Checklist
- Classroom Training for Everyone, from Management to Technicians
- Getting a Handle on Water Loss & Leak Detection
- Choosing the Right Equipment
- Ensuring Safety and Managing Public Relations
- Hands-On, One-on-One Field Training
- Breaking Down Project Documentation
- Collecting and Tracking GIS and Leak Data
- Using Your Data to Prepare for Financial Assistance

4. **Survey Implementation Schedule:**

- Pre – Survey Consultation – May 30, 2024
- Start of Full Survey – Pending contract negotiations and training package
- Completion of Leak Detection Contract Services – Approximately thirty (30) days after survey commencement
- Completion of SAMCO Training Program Services – Approximately ten (10) days after survey commencement

5. **Workmanship:** SAMCO will perform services for the Customer in a good and workmanlike manner in accordance with generally accepted standards of care in the industry.
6. **GPS Leak Locations and Map:** SAMCO will geographically plot leak locations with a Trimble GPS sub-meter (<100 cm) accuracy unit. GPS data points will be provided to the Customer's designated agent in a Shapefile with World Geodetic System 84 (WGS84) or North American Datum 83 (NAD83) latitude/longitude coordinates for Geographic Information System (GIS) mapping updates. SAMCO will also provide the Customer with a hard copy PDF map of all their leak locations.
7. **Cost Adjustments:** If the Customer alters the size or scope of the mapping project during the term of agreement, the charges below will be renegotiated with the Customer. SAMCO will charge the customer \$775.00 per linear mile for 83.2 linear miles of the water distribution to be surveyed.
8. **Insurance:** SAMCO will maintain insurance during its performance of the services and will present certificates of coverage upon request of the Customer.

9. **Payments:** Upon completion of the services, SAMCO will submit an invoice and Customer will remit payment within thirty (30) days of the invoice date. If Customer has a good faith dispute with the amount of the invoice, Customer will notify SAMCO in writing of the basis for the dispute and will pay all amounts not so disputed within the 30-day period. All amounts owed to SAMCO and not paid within 30 days, whether or not disputed, will accrue interest at the rate of twelve percent (12%) per annum.
10. **Dispute Resolution:** Customer will provide SAMCO with written notice of any alleged breach or default and a reasonable period of not less than thirty (30) days in which to cure the breach or default. Any controversy or claim arising out of or relating to this agreement, or any breach or default thereof, shall be settled by arbitration administered by the American Arbitration Association in accordance with its Commercial Arbitration Rules, and judgment on the award rendered by the arbitrator may be entered in any court having jurisdiction thereof.





Execution Strategy

SAMCO will meet with the appropriate City of Manor staff to ensure the project is executed in a correct and timely manner. A kick off meeting will lay out the plan to begin the project. Once SAMCO completes the leak detection survey a post project meeting will be scheduled to present the leak detection report and all other related water loss issues identified.

Project Deliverables

Deliverable	Description
Daily Leak Detection Report	Providing daily updates of any leaks that were identified, by day for the duration of the project. Assets shall include but not be limited to accessible active and inactive service connections, fire hydrants, distribution valves, flush valves, storage tanks, pressure planes, air release valves, pressure reducing valves and check valves.
Final Leak Detection Report	By type and location that listed in order of their severity. Compile all data into a comprehensive report for presentation to the Customer.
SAMCO Consulting	SAMCO will provide an office breakdown of method discussion and provide field expertise at locations identified during the leak detection project. SAMCO will also direct the City of Manor
Leak Identification Map	Collect all data that was identified in the project and creating visual/physical maps identifying the leaks found during the survey.
Zip File of Collected Data	Data that is collected for the maps of the issues identified will be provided to the Customer to use at their own discretion.

Equipment Recommendations

Deliverable	Description
FCS S30	<p>The S30 System is a leak noise amplification system that can be used to listen at various contact points (valves, hydrants, etc.) to determine whether a pipe is leaking. The S30 System can also be used as a ground microphone.</p> 
FCS Touch-Pro Correlator	<p>Touch Pro is an advanced leak noise correlator designed especially for the more difficult leak detection situations, including plastic or large diameter pipes. Incorporating a variety of simple to use functions and being intuitive to control, Touch Pro is an effective tool for quick, accurate leak detection.</p> 
FCS DX MicPro	<p>DXmic Pro is the latest generation ground microphone from FCS. Building on the excellent reputation of the Xmic, the DXmic features touchscreen operation and a wealth of new innovative features. The DXmic has the highest sound quality and supports audio recordings, so playback of any leak noise can easily be accessed via USB. The device comes with a robust carry case that can also be used as a charging station.</p> 
FCS PermaNET TM	<p>PermaNET Trunk Main (TM) GPS is an acoustic monitoring system for trunk mains, plastic pipelines, and sensitive pipelines that uses GP to produce highly accurate correlations over long distances, on large diameter pipes, and in difficult conditions. PermaNET SU is fully compatible with PermaNET Web, the online data viewing and analysis platform, combining to provide map-based display, GIS interface and full audio and correlation facilities.</p> 

PRICING

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 90 days from the date of this proposal:

Service Costs	Amount
Leak Detection Survey (charge \$775.00 per linear mile X 83.2 Linear Miles)	\$64,480.00
Total Services Costs	\$64,480.00

CONCLUSION

SAMCO is looking forward to working with City of Manor and supporting your efforts to reduce your water loss and improve your water distribution system efficiency.

If you have questions on this proposal, feel free to contact Sam Godfrey at your convenience by email at sgodfrey@samco-leakservice.com or by phone at 512-751-5325. SAMCO will be in touch with you next week to arrange a follow-up conversation on the proposal.

Thank you for your consideration.

PRESENTED BY SAMCO LEAK DETECTION SERVICES, INC.:



By: _____

Sam Godfrey, President

Date

AGREED TO AND ACCEPTED BY CUSTOMER:



By: _____

Authorized Agent for Customer

Date

Printed Name and Title