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## QUOTATION – SEWER TELEVISION/CLEANING MULTI-YEAR CONTRACT

21 AUG 2025

Kevin Larson  
Assistant City Administrator  
5050 Independence Street  
Maple Plaine, MN 55359  
763-479-0515

Dear Mr. Kevin Larson

As requested, below is a 3-year bid proposal for the Maple Plain annual Sanitary Sewer Cleaning and Televising project according to the indicated average linear footage counts and pipe sizes.

### Notes

- This contract length extends from January 2026 until December 2028.
- Pipe Services understands that the actual linear footage will vary from year to year.
- Pipe Services will NOT charge a mobilization fee for annual televising/cleaning services.
- Atypical traffic control events may require additional charges.
- Each visit includes one “dump” run as an incidental

**The below price distribution is a set price for the duration of 3-years.** Pipe Services will have the ability to request a price increase under the circumstances outlined below. Should Pipe Services choose to action a price increase request, the CITY will have the right to cancel the contract in favor of a rebid opportunity at no cost to either party.

- If the Consumer Price Index (CPI), according to the Bureau of Labor Statistics, exceeds 3.5 % during any one year of the contract length, Pipe Services will have the option of requesting a contract price increase but will make every effort to not request a change.

### City of Maple Plaine Annual Services Cost Distribution:

Estimated Annual Linear Footages, Pipe Sizes, and Activities			
<i>Pipe Size/Type</i>	<i>Pipe Length/Qty</i>	<i>Activity</i>	<i>Cost/Linear Foot/Qty</i>
Mobilization	0	MOB	<b>0.00/Annual Visit</b>
Televising	≈ 10,333	T.V	<b>0.72/LF</b>
Cleaning	≈ 10,333	CLN	<b>0.82/LF</b>
Easement Cleaning	TBD	Easement CLN	<b>1.00/LF</b>
Deposit Removal	TBD	Deposit	<b>337.50/Hour</b>
Cutting	TDB	Cutting	<b>337.50/Hour</b>
Dump Fee	1	Dump	<b>0.00/Annual Visit</b>
Total			<b>\$ TBD</b>



Thank you for entering a multi-year contract with Pipe Services. The intent of such agreements is to benefit both our customers and Pipe Services. Below we've outlined associated benefits.

### **Your Benefits**

- Your city is better positioned to make long-range budget projections
- Your city can eliminate activities associated with annual requests for bid efforts
- Your city can focus energy on getting work done instead of onboarding new contractors

### **Benefits to Us**

- We enhance our revenue projection capability
- We decreased bureaucratic wait times associated with annual bids (Start projects earlier)
- Continuity of city infrastructure knowledge from year to year allows us to focus our energy on work completion instead of bidding thus helping us to offer better services and complete work more efficiently
- We can bid and project timelines more confidently knowing that we are taking care of the infrastructure as opposed to wondering what may or may not have been done in the past

### **Change Order and Emergency Services Outline**

CITY Official, all change order activities require CITY consent prior to initiation. Change order activities below \$500.00 are authorized via verbal CITY directive/consent. Change order activities exceeding \$500.00 require written approval via email or memorandum letter.

<b>Upon City Approval - Change Order Rates or Emergency Services</b>		
<i>Activity / Vehicle</i>	<i>Unit</i>	<i>Cost Per Unit/hr</i>
Out of Scope T.V. Vehicle Support	Per Hour	337.50/HR
Out of Scope Hydrovac Vehicle Support	Per Hour	337.50/HR
After Hours Emergency Hourly Rate	Per Hour	+10%
T.V. Vehicle Emergency Mobilization During Business Hours	Per Day	850.00
Hydrovac Vehicle Emergency Mobilization During Business Hours	Per Day	850.00
T.V. Vehicle Emergency Mobilization After Hours or On Weekends		1,350.00
Hydrovac Vehicle Emergency Mobilization After Hours or On Weekends		1,350.00
Additional Vactor Truck Debris Dump	Per Unit	506.25/Unit
Water By-Pass Operations	Per Hour	225.00/HR



## **Customer Specific Proposal Requirements**

### **Approach**

Pipe Services (PS) will provide annual sanitary sewer cleaning and inspection according to the four CITY designated zones (Zones 1, 2, 3, and 4). PS understands that zones will be executed accordingly: Zone 2 in 2026, Zone 1 & 3 in 2027, and Zone 4 in 2028. PS will also offer emergency services according to the CITY's needs. Post project completion, PS will provide an Executive Summary, a "Hot Sheet" document highlighting major concerns that require timely attention, and all standard NASSCO products to include videos and inspections data. PS will provide the standard two pass cleaning effort during jetting operations. In the event PS discovers adverse conditions that require specialized cleaning, cutting, plugging, or bypassing operations, PS will consult with the CITY to identify the most cost-effective course of action. In this effort, PS can provide an assessment of conditions which can then be used to elicit further bids from other contractors in the event the CITY assess that PS's cost estimate is too high. Generally speaking, PS will focus on provide quality service that is adjusted to meet the CITY's timeline and budgetary requirements.

### **Description of Company**

Since 1985, Pipe Services (PS) has been specializing in cleaning and inspecting industrial sewers. In 1985, an engineer from Florida moved to Minnesota and established PS. Having changed hands two times since, PS is now a family and veteran owned and run company. PS holds both a small business certificate from the State of Minnesota and a Service-Disabled Veteran Owned Small Business (SDVOSB) Federal designation. PS inspects, cleans, and locates sewer lines, manholes, lift stations, field drain tile, and other designated underground infrastructure. Though not our focus, PS is also capable of providing limited hydro excavating services. We focus on quality product and attentive communication with customers. Please visit the "about page" on our company website to learn more: <https://www.pipe-services.com/>

### **Certifications, Licensing and Insurance**

Our camera operators are NASSCO PACP certified, our Sewer Combination Truck operators are Nezat Sewer Cleaning 102 Training certified, and our company can obtained bonds in excess of 1M, and our standard insurance covers up to 2M. Our NASSCO license certifications are as follows: P0034577-112021 (Mergen), P0034456-112021 (Blake), P0054251-052025 (Ellingson), P0042221-042023 (Neuman), P0054682-052025 (Elliott). PS will send examples of past bonds and certificates of insurance that will be adjust to include the CITY's name in the event of contract award. Of note: if the CITY requires a bond, there will be an associated fee to cover the administrative bonding cost requirements.

### **Scope of Work**

The scope of work includes cleaning and inspecting sanitary sewer lines and an on-standby capacity to service the CITY during emergency sewer scenarios. All work will involve three phases: Project Preparation (PI), Project Execution (PII), and Product Delivery (PIII).



- **PI** – During PI, Pipe Services (PS) will collect project scope from the CITY representative. Once all data is collected, PS will create a Project Book (PB). During PB creation, PS will contact the CITY with any Requests for Information (RFI). RFI's may include but are not limited to pipe identification information, historical problems associated with a line, access concerns and requirements, and confirmation that all Manholes have been located and exposed.
  - Inputs
    - City infrastructure data in excel to support NASSCO pre-load efforts
    - Maps of city
    - Access to CITY GIS – if available
    - “Decision Maker ” Point of Contact (POC) list
  - Outputs
    - PB
    - Project Timeline
    - Access approvals and Road Permits – if applicable
    - CITY marks and exposes all manholes
  
- **PII** – During PII, PS will clean and inspect all sewer infrastructure according to CITY directives. During PII, PS will keep CITY abreast of progress, notify the CITY immediately in the event of an infrastructure shortage that presents an urgent concern, and obtain CITY approval in the event of any excessive activity that requires a change order request.
  - Inputs
    - PS working personnel
    - Field Personnel POC Sheet
    - Televising Equipment, Cleaning Equipment
    - Easement Equipment, water storage equipment, and Signage – as needed
  - Outputs
    - Progress updates
    - Project Adjustment Coordination as Needed
  
- **PIII** – During PIII, PS will create and submit the final deliverable. Once the final deliverable is created, PS will coordinate with CITY for a Project Closure Conference (PCC). During the PCC, PS's Field Manager will conduct a high-level overview of the project and answer any immediate questions. Post-PCC, PS will deliver the final deliverable and remain in communication with the CITY in the event the CITY has follow-on questions during video observation. PS will also offer recommendations when requested. However, please keep in mind that PS does not have a certified engineer on staff. In the event the CITY assess they require specialized consultation, PS does have relationships with engineer firms and no-dig remediation companies that perform large pipe diameter Cured in Place Pipe (CIPP) operations.



- Inputs
  - Meeting coordination
- Outputs
  - Executive Summary
  - Hot Sheet Product
  - Video Inspection Product
  - NASSCO Standard PDF Inspection Report Product
  - Project Closure Conference

### **Proposed Schedule**

Though capable of providing services all year round, Pipe Services (PS) requests that annual customers make every effort to allow PS to service their city during the early spring or late fall. This allows PS to offer the most competitive bid possible. For example, if the CITY provides the annual project information in January or December, PS will prioritize completing the project as soon as snow and temperature conditions allow. This also allows PS to service easement locations that present difficult access while the ground is frozen and decreases the likelihood of resident complaints. This also allows PS to filled operational white space before the busy season commences. Finally, this allows the CITY to have data on-hand to make infrastructure budgetary decisions early on. Assuming the CITY provides the necessary information in a timely manner, PS anticipate completing annual work prior to June of each year. Conversely, if the CITY prefers work later in the year, PS targets an October timeframe start date.

### **Proposed Pricing**

Please see pricing sheet within this document or CITY pricing sheet within the CITY RFQ.



## **Change Order Contingencies:**

The Pipe Services project lead will contact the designated CITY/FIRM official to identify and coordinate a course of action during change order activities.

1. Work outside of the aforementioned project scope will require a per hour charge rate of: \$337.5/hour for CCTV support and \$337.5/hour for Hydrovac support. Emergency calls require a 2-hour minimum charge. All weekend or after hours activities (after 4:00 pm) are charged at an increase of 10% to cover associate overtime costs .
2. During jetting operations, Pipe Services will conduct a maximum of two jetting passes per Pipe Segment. If the associated passes do not clean to a 95% level or to the CITY/FIRM's otherwise directed standards, Pipe Services will consult with CITY/FIRM. Further cleaning efforts will incur a hydrovac hourly charge.
3. In the event the CITY/FIRM requests dewatering or plugging services to stem high water levels in order to observe full pipe diameter, CITY/FIRM will incur an hourly charge according to associated vehicle usage.
4. In the event the CITY/FIRM requests Pipe Services conduct water bypass operations under high water level and high flow rate conditions, the CITY/FIRM will incur an hourly pump rate charge of \$250.00 per hour plus hourly charges according to associated Pipe Services vehicle usage.
5. Emergency work is generally charged by the hour according with a minimum half-day charge.

## **Our bid is based on the following provisions and understandings:**

The below provisions and understandings are standard expectations. Any project irregularities should be discussed and noted prior to project execution.

- 1.) Pipe Services will honor this bid for up to 45 days from the date of submission/document creation date.
- 2.) Pipe Services will receive payment within 30 days of completing the aforementioned described project activities to the satisfaction of the CITY.
- 3.) Pipe Services to provide 1 typed reports and portable hard drive for televised services. All inspections will be done in certified PACP format and include a summary of all "significant findings."
- 4.) All inspections to be completed with a color pan & tilt TV camera.
- 5.) CITY/FIRM to provide sewer maps, manhole numbering and pipe identification system.
- 6.) CITY/FIRM to locate and expose all man-holes (MH) and to make them accessible.
- 7.) Pipe Services is allowed to draw water from CITY fire hydrants at no additional cost.
- 8.) Pipe Services assumes that all dumping will take place at CITY location free of charge. If a dump location is not provided free of charge, CITY will incur associated dump fees. Dumping fees start at 250.00/load. Fees may change in the event harmful substances are flagged by the dumping facility.
- 9.) If during the course of vacuuming operations Pipe Services discovers that environmentally hazardous materials exists and special disposal procedures are necessary, CITY will incur charges associated with the dump fees.
- 10.) During televising only operations not associated with cleaning, Pipe Services will attempt to bypass obstacles within the pipe. If bypass operations endanger the camera system or if bypassing is not an option, Pipe Services will utilize a reverse set-up operation and charge accordingly. All reverse set-up operations incur full charge for that pipe segment for the initial attempt and the reverse operation effort. If a pipe line presents multiple reverse set-up requirements, Pipe Services will contact the CITY/FIRM to consult on a course of action.



### Acceptance of Proposal

The above prices, specifications and conditions are satisfactory and are hereby accepted. Pipe Services Corporation is authorized to do the work as specified.

By: \_\_\_\_\_ City/Legal Entity of: \_\_\_\_\_

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

We would like to thank you again for the opportunity to work with the city of Maple Plaine.

Sincerely,

Pipe Services Corporation



Ryan R. Mergen

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