

Rik Kowall, Supervisor
Anthony L. Noble, Clerk
Mike Roman, Treasurer



Trustees
Scott Ruggles
Steve Anderson
Andrea C. Voorheis
Liz Fessler Smith

WHITE LAKE TOWNSHIP
DEPARTMENT OF PUBLIC SERVICES

7525 Highland Road, White Lake, Michigan 48383-2900, (248) 698-7700, www.whitelaketwp.com

December 4, 2024

Honorable Board of Trustees
Charter Township of White Lake
7525 Highland Road
White Lake, MI 48383

RE: DPS Grinder Station Purchase

Dear Board of Trustees:

DPS purchased 47 of our standard grinder stations at a discounted bulk price from Kennedy Industries in July 2022. Since then, Kennedy is no longer the supplier and DPS has been in negotiation with Solberg Knowles & Associates (the new supplier) for a bulk price similar to the one we did in July 2022.

The Barnes station is the most prevalent station in our system. Oakland County operators carry all the parts and pumps to handle the repairs as needed. The Barnes station is of very high quality and requires minimal maintenance.

DPS requests the Township Board to approve the purchase of 47 stations from Solberg Knowles & Associates in an amount not to exceed \$222,500.00.

Please feel free to contact me if you have any questions.

Sincerely,

Aaron Potter
Director, Department of Public Services
Charter Township of White Lake



CHARTER TOWNSHIP OF WHITE LAKE
"Four Seasons Playground"

7525 Highland Road
 White Lake, MI. 48383
 248-698-7700

PURCHASE ORDER

TO:
SOLBERG KNOWLES & ASSOCIATES
 480 N. Fairview Rd., Ste 2
 Zeeland, MI 49464
412-737-5543
Joe Ciurlino
jciurlino@solberyknowles.com

SHIP TO:
White Lake Twp., DPS
 7525 Highland Road
 White Lake, MI 48383
 248-698-7700

P.O. NUMBER:
 12042024
[The P.O. number must appear on all related correspondence, shipping papers, and invoices]

P.O DATE	REQUISITIONER	SHIPPED VIA	F.O.B. POINT	TERMS
12/4/2024	Aaron Potter			

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL
47		Barnes Basin Pkg Station Type: Simplex, 24 X 72 Factory	\$4,731.87	\$222,397.94
		Pre-wired, ESPS-100, Cover Type: Ploy, Pump Voltage/Phase		
		240/1 Phase, Pump Series, 2HP Razor ZOGP, Control		
		Panel		

RE: 1122 Clearwater Blvd.

- Send all correspondence to:
 Aaron Potter
 7525 Highland Road
 White Lake, MI. 48383
 248-698-7700

SUBTOTAL	\$222,397.94
SALES TAX	
SHIPPING AND HANDLING	
OTHER	
TOTAL	\$222,397.94

Authorized by Aaron Potter

12/4/2024



Solberg Knowles & Associates

A DIVISION OF GASVODA & ASSOCIATES

Helping people use water efficiently

Office 231-652-1934

info@solbergknowles.com

www.solbergknowles.com

Solberg Knowles & Associates

55 Roosevelt St

Zeeland, Michigan 49464

Cell: 412-737-5543

Firm Proposal

TO: White Lake Township

DATE: December 3, 2024

ATTN: Mr. Aaron Potter

PROJECT: Barnes Simplex Station

The seller hereby offers the following equipment subject to all terms & conditions noted on this contract:

We are pleased to offer the following proposal for your consideration. Kindly review our offer in its entirety and let us know of any further questions or requirements. This offer is for providing the equipment listed herein for installation by others.

Quote expires on January 1, 2025.

QTY	DESCRIPTION	PRICE	NET PRICE
47	Basin Package Station Type: Simplex Station Diameter: 24 Station Depth: 72 Wiring Type: Factory Pre-Wired Level Control Type: ESPS-100 Cover Type: Poly Pump Voltage / Phase: 240 Volt/ 1 Phase Pump Series: 2 HP Razor ZOGP Sensor Options: Temp. Only Inlet Type: 4" Sch. 40 Lifting Device: Rope Lock Options: Cover and Panel Cable Length: 50 Feet Alarm Light and Horn: Alarm Light/Horn Moisture Sensor: No	\$ 4,731.87	\$ 222,397.94

PRICE: \$222,397.94

Shipping INCLUDED in price.
Taxes are NOT Included.
Installation is NOT Included.

Debra Nigohosian

From: Joe Ciurlino <Jciurlino@solbergknowles.com>
Sent: Wednesday, December 4, 2024 9:37 AM
To: Aaron Potter; Debra Nigohosian
Subject: QUOTE - Barnes Stations
Attachments: QUOTE - Barnes Simplex Stations - SKA - DEC - 2024.pdf

Aaron and Debra,

Thanks again for your time yesterday. As promised, I have attached our firm proposal for your consideration.

The cost increases on this product have been compounding biannually around 4-6% each time. Apparently, this is still the reality of the world we are living in between resins, microelectronic components, and metal alloys. When I was still with Evoqua we used to call this Whack-a-Mole...

Now, all this said, we had some cards to play with the manufacturer. Additionally, after discussing with my partner John, SKA can shoulder some of the increase as well. This has limited your real cost increase per station to around \$500 from the order back in 2022. That cut the increase in half from what we talked about yesterday and reflects a 52% discount off list price.

This pricing is valid until Jan 1, 2025.

I mentioned to Debra on the phone this is intended to avoid another price increase scheduled for the new year, and having a 2024 order was part of our negotiations on your behalf with the manufacturer.

We are looking forward to working with you both and it was a true pleasure to meet everyone yesterday. Thank you for your time and please do not hesitate to reach out and discuss with me further if you have any additional questions!

Sincerely,

Joe Ciurlino



[Book time to meet with me](#)

Milford, MI - Sales Engineer
Solberg Knowles and Associates
c. 412-737-5543

[Home | Solberg Knowles](#)



CHARTER TOWNSHIP OF WHITE LAKE
 "Four Seasons Playground"

7525 Highland Road
 White Lake, MI. 48383
 248-698-7700

PURCHASE ORDER

TO:
 KENNEDY INDUSTRIES
 P.O. BOX 930079
 WIXOM, MI 48393
 248-684-1200
 Ben Scrace
 bscrace@kennedyind.com

SHIP TO:
 White Lake Twp., DPS
 9164 Steephollow Drive
 White Lake, MI 48386

P.O. NUMBER:
 07012022
 [The P.O. number must appear on all
 related correspondence, shipping
 papers, and invoices]

PLEASE CALL 24 HOURS IN ADVANCE FOR
 DELIVERY 248-505-8528

P.O DATE	REQUISITIONER	SHIPPED VIA	F.O.B. POINT	TERMS
7/1/2022	Aaron Potter			

QTY	ITEM #	DESCRIPTION	UNIT PRICE	TOTAL
47		Barnes Basin Pkg Stationtype: Simples, 24 X 72, Factory	\$4,214	\$198,058
		Pre-wired, ESPS-100, Cover Type: Poly, Pump Voltage/Phase		
		240V/1 Phase, Pump Series, 2 HP Razor ZOGP, Control		
		Panel		

RE: 9387 Steep Hollow Drive

SUBTOTAL	\$198,058
SALES TAX	
SHIPPING AND HANDLING	
OTHER	
TOTAL	\$198,058.00

- Send all correspondence to:
 Aaron Potter
 7525 Highland Road
 White Lake, MI. 48383
 248-698-7700

Aaron Potter
 Authorized by Aaron Potter

7/1/2022

BST 6-21-22