


VILLAGE OF LOMBARD
REQUEST FOR BOARD OF TRUSTEES ACTION
For Inclusion on Board Agenda
Bids and Proposals

TO : President and Village Board of Trustees
FROM : Scott Neihaus, Village Manager
DATE : June 13, 2018 Agenda Date June 21, 2018
TITLE : Waiver of Bids - Flowpoint Inc.
Bulk Water Dispensing Station
SUBMITTED BY: Brian Jack, Utilities Superintendent 

RESULTS:

Date Bids Were Published _____ Bidding Closed _____
Total Number of Bids Received _____
Total Number of Bidders Meeting Specifications _____
Bid Security Required _____ Yes _____ No
Performance Bond Required _____ Yes _____ No
Were Any Bids Withdrawn _____ Yes _____ No
Explanation:
Waiver of Bids Requested? _____ X _____ Yes _____ No
If yes, explain: Purchase is directly from manufacturer.
Award Recommended to Lowest _____ Yes _____ No
Responsible Bidder?
If no, explain:

FISCAL IMPACT:

Engineer's estimate/budget estimate \$35,000 Amount of Award \$34,632.33
Water & Sewer Capital Reserve Fund: 520.790.715.75420 Proj: RM PROG 32 Water
Maintenance and Improvements

BACKGROUND/RECOMMENDATION:

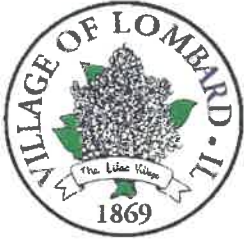
Quotes were requested for a bulk water dispensing station to replace the antiquated system located at the Central Reservoir and Pump Station. Three firms were solicited and provided quotes.

Has Recommended Bidder Worked for Village Previously ___ Yes ___ X ___ No
If yes, was quality of work acceptable ___ Yes ___ ___ No
Was item bid in accordance with Public Act 85-1295? ___ Yes ___ X ___ No
Waiver of bids - Public Act 85-1295 does not apply ___ X ___ Yes

REVIEW (as needed):

Village Attorney XX _____ Date _____
Finance Director XX _____ Date _____
Village Manager XX _____ Date _____

NOTE: All materials must be submitted to and approved by the Village Manager's Office by 4:30 pm, Wednesday, prior to the Board Agenda distribution.



MEMORANDUM

To: Scott Niehaus, Village Manager
From: Brian Jack, Utilities Superintendent *foj*
Through: Carl Goldsmith, Director of Public Works *g*
Date: June 12, 2018
Subject: **Waiver of Bid - Flowpoint Inc.**
Bulk Water Dispensing Station

Executive Summary/Background

The Central Reservoir and Pumping Station located at 20 E. St. Charles Rd. houses a bulk water dispensing station that is used by contractors/landscapers to fill portable water tanks for construction and watering. Contractors purchase tokens from the Village and each token gives approximately 250 gallons of water for each token. This station allows contractors to purchase water from the Village without the need of renting a hydrant meter and for one time purchases.

The current bulk water dispensing station is an antiquated system that frequently is in need of repair and does not accurately account for the water consumption as the water valve opens for a set time and closes when the timer runs out. Each token allows for one segment of time which equals approximately 250 gallons. There is currently no way to shut the water off if the contractor's water tank overflows, only when the timer runs out. Contractors will detach their fill hose and let the water flow on the ground if their tank is full. The valve will occasionally stick open causing an unnecessary loss of water.

The Central Reservoir and Pump Station is in the process of design for rehabilitation/repurpose in FY 2018. The 600,000 gallon reservoir will be demolished and the pump station will be repurposed into a storage garage and pressure adjusting station to allow the flow of potable water from the DuPage Water Commission into the Village's distribution system without the need for booster pumps. The commuter lot will be reconfigured to increase parking with the removal of the reservoir. As the location of the current bulk water station is located in the current pump station building that will be repurposed, staff determined that the current location is not conducive to landscape and construction trailers to fill from this station. These trucks block the drive aisle of the commuter lot and are often in the way with maneuverability being difficult.

Staff investigated other locations to install a new bulk water dispensing station and determined locating the new station in the drive near the fuel island at Public Works. This location will allow unencumbered off street filling of water tanks in a controlled environment and will not be in the way of municipal vehicles fueling.

In the addition to replacing the old antiquated token system, the Utilities Division envisions expanding the use of the new dispensing station to eliminate a large portion of hydrant meter rentals. This will reduce the wear and tear on Village fire hydrants by contractors installing and

using these hydrant meters and operating the hydrants, thus reducing the cost repairing/replacing fire hydrants, repairing water main breaks caused by hard hydrant use, and the reduction in hydrant meter repairs and purchases. It will also reduce the potential for system contamination as there will be fewer non-Village personnel operating and connecting to fire hydrants. Contractors will be directed to fill their water tanks at the new dispensing station, which will intern increase the accountability of water consumption reducing the Village’s non-revenue water loss.

Introduction

The Utilities Division researched vendors that provide complete turn-key bulk water dispensing stations and identified three vendors that provide such units. Staff was in search of an automated water management system that will allow contractors to manage their own accounts and usage data at their convenience 24/7 with very minimal Village administrative time. Customers will be able to set up their accounts online in a user friendly interface and create profiles with the ability to have multiple truck accounts link to the same profile. Each customer will be able to track their own usage and run reports of their account from their online account.

As the Village wants to move away from the antiquated token system, the new dispensing station will be completely automated for payments. Customers can either set up a water billing account to be billed on a monthly basis from the Village or they can choose a pre-pay option and hold a credit or balance to their account that will be drawn down at every use. Users can add money to their account remotely through the online interface with a credit card that will be deposited directly into the Village’s revenue account. The Village will also have ultimate control to activate or deactivate customer accounts remotely if there are delinquent or accounts that are misused.

The Village has the ability to set and adjust the rate structure to include the cost of the bank transaction and annual software user fees to ultimately eliminate administrative and operating costs to the Village.

Proposals

The Utilities Division requests authorization to waive the formal bidding process the purchase of a bulk water dispensing station and accept the price proposal from the firm listed below.

Vendor	Location	Price
Flowpoint Inc./Midwest Water Group	McHenry, IL	\$34,632.33
AquaFlow International Inc.	Flagstaff, AZ	\$32,990.00
ePanel Plus, Ltd	Cincinnati, OH	\$17,239.38

Three quote proposals were received and each proposed unit and software system were studied to determine the best option for the Village. All three units were comparable in hardware and mechanical operations with two of the systems offering online customer interface and billing software systems. The Flowpoint Inc. unit offered through Midwest Water Group of McHenry, IL, the local representative distributor, is the preferred unit/system. This unit offers all of the

options the Village is in search of with local support if needed. Public Works worked closely with the Finance Department regarding the billing accounting system and have agreed the Flowpoint system will provide the functionality and ease of management of accounting desired.

Although the Flowpoint system is not the lowest quoted option, staff supports awarding to Flowpoint Inc./Midwest Water Group due to the product they will provide with local support. The lowest option ePanel Plus Ltd, does not offer an online customer interface and provides a credit card reader or cash receptacle on the unit itself. There are no administrative controls to allow or deny access to receive water remotely, only through manual shut off. If there are any issues with operation, support would be come from Cincinnati, OH causing out of service delays. The Aquaflow system is similar and comparable to the Flowpoint system in operation. However, there is no local support and as similar to the ePanel system, any issues would be supported from Flagstaff AZ. Malfunctioning equipment would need to be shipped to Flagstaff for repair and then shipped back to Lombard for reinstallation by us. Both ePanel and Aquaflow do not have any units in the Chicagoland area. Lombard would be the first to install one of these systems.

The Flowpoint system will be fully supported by local firm Midwest Water Group out of McHenry, IL. Malfunctioning equipment would be resolved in a much timelier manner reducing the out of service delays. Flowpoint and Midwest Water Group have installed multiple units in the Chicagoland area. Staff reached out to the municipalities of the Villages of Montgomery, Deerfield, Morton, and Galesburg Illinois for references and received success stories of their Flowpoint system installations as operations. These municipalities have had their systems in place for multiple years with no issues.

Midwest Water Group has performed many contracts and has provided other equipment with and for the Village for many years. They are a highly respected supplier and service provider in the water industry in the midwest and rest of the United States. The local support and established working relationship with Midwest Water Group justifies the \$1,642.33 higher price for the Flowpoint system.

Installation will be down by in-house Underground Utilities Division Staff.

Funding for this purchase will be from the Water/Sewer Capital Reserve Fund RM PROG 32 Water System Improvements.

Recommendations:

Please request the Board of Trustees to waive the formal bidding process and accept the proposed quote from Flowpoint Inc./Midwest Water Group of McHenry, IL for the Bulk Water Dispensing System and authorize an agreement in an amount not to exceed \$34,632.33 at the June 21, 2018 Board meeting.

**Flowpoint Inc.**

191 University Blvd #467
 Denver, CO 80206-4613
 USA

Phone: (887) 655-5585 Fax: (888) 655-5588

Email:

PRICE QUOTATION

Quotation Number: 0318-S-0112
 Quotation Date: 2018-04-03
 Expiration Date: 2018-08-30
 Ship Via: INCLUDED
 FOB: FOB FACTORY
 Sales Person: JAY MORRISON
 Terms: NET 30 DAYS

To: VILLAGE OF LOMBARD

LUKE SHARP

Line	Description	Quantity	Rate	Extended
1	POTABLE 2" WATER GENERAL INCLUDES: 48" X 61" X 86" TALL INSULATED ENCLOSURE, 2" REDUCED PRESSURE BACKFLOW PREVENTOR, 2" COMBINATION METER/VALVE, 2" 304SS PIPING, 1500 WATT ELECTRIC HEATER, INTERIOR AND EXTERIOR LED LIGHTING, AND CONVIENIENCE RECEPTACLE.	1.00	-	-
2	ACCESS TERMINAL 14" WIDE X 22" TALL X 16" DEEP NEMA 3R POWDERCOATED ALUMINUM INCLUDES ALLEN BRADLEY PLC AND FLOWPOINT STAINLESS STEEL KEYPAD THROUGH WALL MOUNT	1.00	-	-
3	SHIPPING CHARGES	1.00	-	-
4	4 HOUR REMOTE STARTUP	1.00	-	-
ALL PRICES ARE IN US DOLLARS			Quotation Total:	\$34,632.33

This is a quotation on the goods named, and is subject to the following conditions:

- Taxes are not included.
- Installation is by others. Owner is responsible for all utility service connections including water service to and from station. Owner is responsible for offloading and / or storing the station until it is installed.
- Payment Terms: 20% on approval of shop drawings, 80% on delivery of goods.
- FOB Factory means the Owner is responsible for the station during freight (including, but not limited to any damage to unit during freight).
- Start Up services require: 1. Minimum 3 weeks notice to book 2. Completion of Start-up readiness checklist.

In lieu of a formal purchase order commitment, to accept this quotation as your purchase order please sign below.

Name

Position

Signature

Date

**Flowpoint Inc.**

191 University Blvd #467
 Denver, CO 80206-4613
 USA

Phone: (887) 655-5585 Fax: (888) 655-5588

Email:

PRICE QUOTATION

Quotation Number: 0318-S-0112
 Quotation Date: 2018-04-03
Expiration Date: 2018-06-04
 Ship Via: INCLUDED
 FOB: FOB FACTORY
 Sales Person: JAY MORRISON
 Terms: NET 30 DAYS

Flowpoint One Year Manufacturer's Warranty (Included):

Flowpoint Environmental Systems (Manufacturer) warranty is as follows, and extends ONLY to the original purchaser of the equipment and is limited to the purchase price of each part. Manufacturer warrant products against defects in materials or workmanship as follows:

LABOR: For a period of 1 (one) year from the date of commission (start up), if Manufacturer determines that the equipment is defective subject to the limitations of this warranty, Manufacturer will replace or repair it at no charge for labor. Manufacturer warrants any such work done against defects in materials or workmanship for the remaining portion of the original warranty period.

PARTS: For a period of 1 (one) year from the date of commission (start up), Manufacturer will supply, at no charge, new or rebuilt replacement parts in exchange for parts that the Manufacturer determines are defective subject to the limitations of this warranty. Manufacturer warrants any such replacement parts against defects in materials or workmanship for the remaining portion of the original warranty period.

This warranty "does not cover" installation of the system or damages incurred during shipping.

This warranty "does not cover" consumer instruction, physical set up or adjustment of any electronic equipment, communication / signal reception problems, loss of use of the equipment, or unused programming charges due to equipment malfunction.

This warranty "does not cover" cosmetic damage, damage due to lightning, electrical surges, fire, flood, or other acts of God, accident, misuse, abuse, vandalism, repair or alteration by other than factory service, negligence, or improper or neglected maintenance.

This warranty "does not cover" equipment sold AS IS, REFURBISHED, or WITH ALL FAULTS, auction sales, equipment removal or reinstallation, nor equipment purchased, serviced, or operated by other dealers.

AquaFlow Int'l, Inc.
 PO Box 2841
 Flagstaff, AZ 86003
 928-380-6164

Estimate

DATE	ESTIMATE #
5/11/2018	1938

BILL TO

Village of Lombard
 255 E Wilson Ave.
 Lombard, IL 60148
 United States

ITEM	DESCRIPTION	QTY	RATE	TAX	AMOUNT
Note	This Quote is for a 2" turnkey water loading station. The Customer shall provide the concrete slab and all site work for the station. AquaFlow shall provide onsite installation Oversight and training on the system. The installation shall take less than 8 hrs.	1	0.00		0.00
24x48x72 Enclosure	24" x 48" x 72" Enclosure. Frame is 2"x2" square steel tubing. It is powder coated, skinned in .063 Alum sheeting, polar white in color. There is 2" of ridged insulation throughout. Inside is coated in white FRP panels. Enclosure has a water system pre-installed (See components listed below). There is a 60amp sub panel electric box, light with switch, one outlet, and a thermostatically controlled heater also enclosed in the enclosure.	1	9,990.00		9,990.00
2" Water Components	2" water components for the AquaFlow or AquaTrack water systems. Includes a (Zurn/Wilkins 975 XL2 or Equivalent) backflow device, flow sensor, and an electric controlled valve. Includes piping inside the enclosure. The Exit port shall be a 2" cam lock fitting on the side of the enclosure.	1	3,490.00		3,490.00
AquaTrack Site	AquaTrack site controller and power supplies. This is the customer interface for the AquaTrack system. It interfaces the water valve and flow sensor to the computer system that uses the internet for sales.	1	9,990.00		9,990.00
Deployment	Internet Cloud based database and deployment setup.	1	4,550.00		4,550.00
Installation	Installation over sight of the enclosure to the concrete (provided by customer) slab. Water Hookup and system made ready for use. (customer shall provide an electrician to hook up the sub-panel box in the enclosure.) A Lifting device shall be provided by customer onsite, such as a Backhoe, Forklift, or Excavator to help set the enclosure. Installation is to be onsite in IL, USA	1	4,970.00		4,970.00
Training	Onsite training shall be provided to the client following the installation. (Same or Next day.)	1	0.00		0.00
Estimates are Valid for 180 days.		Subtotal			32,990.00
		8.95% Tax			0.00
		Total			32,990.00

AquaFlow Int'l, Inc.
 PO Box 2841
 Flagstaff, AZ 86003
 928-380-6164

Estimate

DATE	ESTIMATE #
5/11/2018	1938

BILL TO
Village of Lombard 255 E Wilson Ave. Lombard, IL 60148 United States

ITEM	DESCRIPTION	QTY	RATE	TAX	AMOUNT
Term 4	A \$20,000 deposit required to start production of the system(s). The balance of the project is due Net 10 Days from Delivery. (If the Delivery is delayed more than 30 days from AquaFlow Completion of the project, the balance then becomes due.) There is a 2 percent (\$25.00 minimum) late charge on all past due accounts, and 2 percent (\$25.00 minimum) every 30 days thereafter. AquaFlow Int'l Inc. will be ready to install system within 4 to 8 weeks of receipt of the deposit depending on the number of customers in front of you.	1	0.00		0.00
Transaction Charge	There is a \$ 0.10 (10 cents) transaction charge billed by AquaFlow Int'l Inc. for each transaction processed through our secure server. Charges are billed yearly. Example: 5 sales per day x 365 days would be \$182.50 per year.	1	0.00		0.00
Sales Tax	"Sales Tax" or "Use Tax" (or alike) is the responsibility of the Customer. Arizona does not require "Sales Tax" on out of state sales. Check with your State agency if these taxes apply to you.	1	0.00		0.00
2nd Year	The Vendor offer an extended Maintenance and Warranty extension on a yearly basis. The optional continuing year maintenance fee currently is \$ 1298.00 per year for the first bay, and \$650.00 per year per bay for more than one bay. The maintenance fee covers the expedited shipping of repair parts. The continuing Licensing Fee is included in the maintenance, and it covers any software upgrades and phone Technical Support for the system. All System upgrades will be shipped to the customer at no further cost including shipping. Customer shall be billed for parts not covered under the Warranty.	1	0.00		0.00
Estimates are Valid for 180 days.			Subtotal		32,990.00
			8.95% Tax		0.00
			Total		32,990.00

ePanel Plus, Ltd.

607 Redna Terrace
 Suite 200
 Cincinnati, OH 45215

Estimate

Date	Estimate #
4/4/2018	594

Name / Address
Village of Lombard Pub Works Dept Lukas Sharp 255 E. Wilson Ave. Village of Lombard, IL, 60148-3969

			Project
Description	Qty	Rate	Total
Portable Bulk Water Station, 2" , including listed equipment inside the station, 2 Ball Valves, Pressure Regulator, Pressure Gauge, Gould 2" Sol. Valve, Gould 3/8" Sol. Valve. Heater, with Thermostat, and Air Conditioner, and Backflow preventer. Also included is an External Light and photoelectric eye. Credit Card System Included		16,500.00	16,500.00
Camera pin hole Camera		154.38	154.38
DVR recorder		585.00	585.00
Delivery and set up included			
		Total	\$17,239.38