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June 2, 2014

Premier Pump, Inc.
4891 Van Epps Road
Cleveland, Ohio 44131

Attn: Mr. Brian Sublett, Sales Manager

Re: City of Ann Arbor WWTP
Secondary Effluent Pumps Replacement
Vertical Wastewater Pumps Purchase
ITB No. 4328

HRC Job No. 20120802

Dear Mr. Sublett:

Hubbell, Roth & Clark, Inc. (HRC) is writing on behalf of the City of Ann Arbor (City) regarding your bid on the above referenced project received by the City on April 10, 2014.

After reviewing bids received for this project, City staff is prepared to recommend to City Council the award of a contract to Premier Pump Co for purchase of the pumps, but on the condition that Premier Pump Co. agrees with City staff's understanding of Premier Pump Co.'s bid and with City staff's acceptance or rejection, detailed below, of the exceptions noted on the three page Sales Quote by American-Marsh to Premier Pump Co.

City staff understands Premier Pump Co.'s bid to supply pumps as specified in ITB-4328 is listed on the bid form, Section 2 – Schedule of Prices, in the amount of \$425,682.00. City staff further understands that Premier Pump Co. is able to meet the delivery schedule as it noted on the bid form, Section 3 – Delivery, “We can meet delivery schedule.” Premier Pump Co. does not offer any time alternative for the delivery of the pumps as indicated on the bid form, Section 4 – Time Alternative.

City staff accepts or rejects the exceptions noted in the Sales Quote as follows:

A. Specification Section 11321

1. Additional Spare Parts as specified in paragraph 2.1,E,16 must be included for the bid price, namely five (5) additional sets of lineshaft bearings, and six (6) sets of O-rings and Gaskets, for a total of six (6) sets of each item. Exception: Rejected.
2. A factory representative must be provided as specified in paragraphs 1.4, A through D and must be included for the bid price. Exception: Rejected.
3. Paragraph 1.6,A, the City will accept the exception to UL/FM/CSA requirement.
4. Paragraph 2.1, E, 2, the City will accept the substitute C836 bronze material for the impeller.
5. Paragraph 2.1,E,2, the City will accept the proposed non-carbon, 416 SS lineshafts material.
6. Paragraph 2.1,E, the City will accept the non-bronze lineshaft bearings as specified in paragraph 2.1,E,6,b.
7. Paragraph 2.1,E,5,a, shaft tube, the City will accept the non-enclosed lineshaft style of pump as indicated in paragraph 2.1,E, first sentence.

8. Paragraph 2.1,E,5,a, steel lineshaft couplings, the City will accept 416 SS material for these couplings.
 9. Paragraph 2.1,E,6,b, the City will accept John Crane 1345 packing rings instead of the specified Garlock 8913 packing rings.
 10. Paragraph 2.1,E,7, motor pedestal. Three piece fabricated mitered discharge elbows specified in paragraph 2.1,E,12 must be provided as specified and must be included for the bid price. The motor pedestal is typically integrated with the mitered discharge elbows and must be included for the bid price. Exception: Rejected.
 11. Paragraphs 2.1, E, 11, a,b&c, HRC does not agree that paragraphs a &c are in conflict. Exception: Rejected.
 12. Paragraphs 2.1, E, 13, d,g and n, these motor related items will not be required.
 13. Part 3 – Execution – Factory service representation will be provided as specified in paragraphs 1.4, A through D. Exception: Rejected.
- B. Liquidated Damages – Exception: Rejected.

The City is not negotiating with Premier Pump Co. over its bid submission. The City is clarifying its understanding of Premier Pump Co.'s bid and indicating whether it accepts or rejects the proposed exceptions.

If Premier Pump Co. wishes to seek award of a contract on the basis of its bid, the City's understanding of that bid, and the City's acceptance and rejection of Premier Pump Co.'s exceptions, as specified in this letter, please respond to HRC no later than close of business June 6, 2014. If Premier Pump Co. does not agree and does not wish to go forward on that basis, a response to that effect by June 6, 2014, would be appreciated. No response by June 6, 2014, will be interpreted the same as a rejection by Premier Pump Co. of the City's position and an unwillingness on the part of Premier Pump Co. to be awarded a contract on that basis.

If you have any questions or require any additional information, please contact Roland Alix at (248) 454-6385 or Tom Grant at (616) 745-5045.

Very truly yours,

HUBBELL, ROTH & CLARK, INC.

Roland N. Alix, P.E.
Vice President

Thomas M. Grant, P.E., BCEE
Sr. Project Engineer

TMG/tmg

pc: Ann Arbor; E. Sajewski
HRC; File