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**PREPARED BY**

**Taplin Group  
5140 W Michigan Ave  
Kalamazoo, MI 49006**

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**PREPARED FOR**

**City of Ann Arbor  
Procurement Unit  
301 E. Huron St.  
Ann Arbor, MI  
48104**

# QUOTE



2023 Sewer Televising and Cleaning  
RFP#23-14



Due:  
3/9/2023  
2:00pm



5140 West Michigan Avenue Kalamazoo, MI 49006

March 7, 2023

Mr. Matt Waldsmith  
*Public Works Supervisor*  
City of Ann Arbor  
301 East Huron Street  
Ann Arbor, MI 48107

Re: Proposal / Statement of Qualifications  
RFP #23-14

Dear Mr. Waldsmith,

The Taplin Group has entered its 71<sup>st</sup> year of operations with a Taplin family member at the helm. At its origination in 1952, Septic Cleaning and Sewer Cleaning Services were the core of the business. Today the Sewer Cleaning operations remains a key business unit of the Taplin Group as our Underground Infrastructure Division. We perform these service in several states around the country and have included references of similar contracts that we are currently under contract for and/or have completed in recent past. On average, the division completes close to 1.2 million feet of inspection annually and close to the same value in sewer cleaning.

A full Statement of Qualifications have been provided in the USB thumb drive in the bid package.

Taplin Group, LLC is a State of Michigan Limited Liability Corporation based in Kalamazoo, Michigan with additional operating branches in Kalkaska, Midland, and Romulus, with Steve B Taplin as president and owner of Taplin Group, LLC.

Key Members for the Ann Arbor Project:

- Steve A Taplin – Vice President of Underground Infrastructure Services
- Danny Butterfield – Project Superintendent
- Todd Banner – QAQC Manager / GIS Technician
- David M Balogh – Executive Vice President

\*\*Resume's have been provided for the above individuals in the USB thumb drive in the bid package.

**Project References**

City of Ann Arbor

We successfully completed sewer inspection and cleaning services to the City of Ann Arbor under contract #20-20 for the years of 2020 and 2021.

Contact: Allison Heatley

E: [AHeatley@A2Gov.org](mailto:AHeatley@A2Gov.org)

O: 734.794.6350 Ext.: 43311



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South Huron Valley Utility Authority

We are currently in our 4th year of a 5-year contract with Jacobs Engineering for interceptor cleaning and inspection as part of their annual maintenance program.

Contact: Mark Houle

E: [Mark.Houle@Jacobs.com](mailto:Mark.Houle@Jacobs.com)

P: 734.379.3855

Western Townships Utility Authority

We have had this contract since **2001**, providing cleaning and inspection services to their interceptor system as part of their annual maintenance program.

Contact: Aaron Sprague

E: [Aaron@WTUA.org](mailto:Aaron@WTUA.org)

P: 734.453.2793

Plymouth Township – SAW Grant

We completed the sewer cleaning and inspection of 200,000 LF of sanitary sewer as part of their SAW grant under contract with GHD.

Contact: Matt Lamb

E: [Matt.Lamb@GHD.com](mailto:Matt.Lamb@GHD.com)

P: 313.671.9041

San Antonio Water System

We have been providing sewer cleaning and televising services to San Antonio Water System since 2013 totaling slightly over 2,000,000 LF of Sewer cleaning and televising, including specialized Large Diameter Sewer and Siphon Cleaning.

Contact: Jeff Haby

E: [Jeff.Haby@SAWS.org](mailto:Jeff.Haby@SAWS.org)

P: 210.332.7653

City of Winston-Salem

We have entered into our 7<sup>th</sup> continuous year of providing sewer cleaning services throughout the City of Winston-Salem.

Contact: Kelly Alexander

E: [Kelly.Alexander@hdrinc.com](mailto:Kelly.Alexander@hdrinc.com)

P: 336.955.8262

### City of Battle Creek

We are currently completing our second year of providing annual cleaning and televising with approximately 250,000 LF of sewer cleaning and televising completed each year.

Contact: Kurt Tribbett

E: [KrTribbett@BattleCreekMI.gov](mailto:KrTribbett@BattleCreekMI.gov)

P: 269.966.3355 x 1841

These represent a portion of the contracts that execute annually totaling an average of 1.2 million linear feet of inspection per year around the country.

## RESOURCES

### 1. Major Equipment

Make/Description	Model	Capacity	Age	# of Units
Kenworth Vector Recycling Combination Sewer Cleaner	2115 Plus	80 GPM	2015 & 2016	2
Kenworth Vector Combination Sewer Cleaner	2115 Plus	120 GPM	2013	1
Kenworth Vector Combination Sewer Cleaner	2115-1024	100 GPM	2014	1
Kenworth Vector Combination Sewer Cleaner	2115 Plus	100 GPM	2013	1
Kenworth Vector Combination Sewer Cleaner	2115 Plus	80 GPM	2010 & 2012	2
Kenworth, Kaiser Recycling Combination Sewer Cleaner	Aqua Star	80 GPM	2020 & 2021	2
Kenworth, GapVax Combination Sewer Cleaner	MC	80 GPM	2022	1
IBAK CCTV Unit	Mainline	1,000+ Feet Reel, Zoom, Pan & Tilt	2010 or newer	5
Cues Mainline / Sonar System	Sonar System with Float	2000 LF capacity	2014 & 2020	2
CUES Mainline CCTV System	Mainline	1200 LF capacity	2015 and newer	7
Easement Machine	600-J	600 LF capacity	2007 or newer	3



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## **Proposed Work Plan**

Taplin recognizes that the work plan for each scheduled work event will fluctuate based on the nature and location of the work. Upon receipt of a service request from the City of Ann Arbor, Taplin's Project Manager and/or Superintendent will meet the City representative on site to review the scope of work and required level of effort. The data collected from the site visit will be compiled into a specific work plan for each service request including all the necessary resources. Each work plan will include number of resources for both the televising and cleaning operations (if/when applicable). The work plan will also include how we anticipate dealing with other anomalies such as easement access (remote work) and traffic control.

Based on our experience Contract 20-20, we are recommending that the City consider the following alternative to the inspection of Storm Leads.

During the execution of the 2020 Contract, storm leads presented their own set of challenges based on how the specifications require the initial inspection of sewer pipes within the city. Due to uniqueness of leads in comparison to storm mains, the leads become production killers. As a result, they have an adverse effect on production influencing escalated prices to offset the loss of production.

In lieu of rolling the leads into the fees for the storm main inspection and cleaning, we are proposing to an alternate to treat the leads as their own pay item. Whereas, the inspection is completed per foot for the leads and the same for any approved cleaning.

As a further cost savings, in lieu of a pre-cleaning inspection and possible revisit of to complete the cleaning and reinspection, we are proposing to first pre-clean the leads and then the inspection systematically through drainage area. This would eliminate costs associated with re-setups of traffic control and minimize impact to the public on multiple occurrences in the same work area. Basically, "Get in and Get out".

In addition to the cost savings with the pre-cleaning, this will result in a higher percentage of completed inspections.

The following are the proposed rate changes:

<b>Alt. Pay Item #</b>	<b>Description</b>	<b>Unit of Measure</b>	<b>Unit Rate</b>
A-1	Pre-Cleaning Video Inspection, Storm Leads	LF	\$2.32
A-2	Cleaning and Re-inspection, Storm Leads	LF	\$4.74
A-3	Pre-Cleaning, Storm Leads	LF	\$2.00
A-4	Post-Cleaning, Storm Leads	LF	\$2.32



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By going with a pre-cleaning and inspection approach, the City could realize a cost savings of 29%, the elimination of multiple traffic control setups and a reduction in negative public impact as result of construction activities.

**Authorized Negotiator for Taplin Group, LLC**

David M. Balogh

M: 313.695.1047

E: DaveBalogh@TaplinGroup.com

Submitted by:  
**TAPLIN GROUP, LLC**

A handwritten signature in black ink that reads "David M. Balogh". The signature is fluid and cursive, with the first letters of each word being capitalized and prominent.

David Balogh  
*Executive Vice President*

## STEVEN A. TAPLIN | VICE PRESIDENT OF UI

E: STEVEATAPLIN@TAPLINGROUP.COM | P: 269-375-9595

### PROFESSIONAL EXPERIENCE:

Mr. Taplin has over 20 years experience in the industrial cleaning and underground infrastructure (UI) industries, with a broad range of expertise as a project manager and equipment operator. He is experienced in operating and maintaining the full spectrum of industrial cleaning equipment, including high-pressure hydro-blasters, high-velocity industrial wet/dry vacuum trucks, tankers, roll-off units, confinement sewer cleaners and closed circuit TV units.

Prior to working at Taplin Group Mr. Taplin was a project manager at Taplin Environmental Contracting and a co-owner of DownUnder Municipal Services, where he focused on project execution, meeting critical path schedules and health & safety. He gained wide experience in sewer cleaning and televising services and data collection used for bidding. Steve began his career as a shop laborer and equipment operator specializing in industrial cleaning, waste hauling and environmental remediation, and was a member of the emergency response team.

### EDUCATION, TRAINING, AND CERTIFICATIONS:

- OSHA Hazwoper 40-Hour Training
- OSHA Hazwoper 8-Hour Refresher
- LPS (Loss Prevention System) Training
- Confined Space Training
- MSHA Training
- CPR / First Aid Training
- Blood Borne Pathogen Training
- CDL License, Class AXT
- PACP / MACP / LACP
- Lock Out / Tag Out
- Pipeline Assessment
- UST Removal

### PROJECT EXPERIENCE:

#### San Antonio Water System Sanitary Sewer Cleaning & Inspection of Designated "Year 2" Large Collection System Assets, Package 4 Consent Decree Related - Project Manager

Project provided cleaning and video inspection of approximately 75,000 lineal feet of sanitary sewer mains ranging in size from 24-48 inches in diameter. Over the course of the project, an estimated 600 tons of debris was removed. Productivity on the cleaning portion of the project ranged anywhere from 200 feet to 1,500 feet per day, dependent upon the amount of debris removed, access and traffic control. Televising productivity averaged between 1,000 to 3,000 feet per day. In addition to the cleaning and televising, a combination of CCTV/Sonar inspections on approximately 68,000 feet of sewer ranging in size from 54-90 inches

### KEY RESPONSIBILITIES:

- Strategic planning
- Budget management
- Client collaboration
- Fosters key client relationships
- Directs operations of underground infrastructure projects
- Analyzes utilization and allocation of resources
- Oversees project management to ensure that safety requirements are met
- Manages bidding activities, proposal development, and contract execution
- Root cause analysis and problem solving
- Mentors account managers & project managers

in diameter. The production associated with this portion of the contract ranged anywhere from 1,000 feet to 3,500 feet per day, again contingent on the lengths of each setup and access to the manholes. Sonar inspection of approximately 12,000 feet of siphons ranging in size from 18-84 inches in diameter was also required as a component of this contract. Production on the siphon inspections ranged anywhere from 300 feet per day to as high as 1,800 feet per day, depending on the number and length of barrels at each siphon location, access to the inlet and outlet chambers, as well as the ability to string a line through each siphon to facilitate pulling the sonar unit through each barrel.

#### City of Grand Rapids Large Diameter Sewer Cleaning – Project Manager

This project cleaned and video inspected large diameter sewer ranging in size from 48" up to 96" including a box culvert measuring 10' wide by 6' tall. The scope of work also included cleaning (2) 54" siphons going under the Grand River. The siphons were unable to be dewatered due to the system's design. The project team used high flow equipment and hydraulic dredge pumping equipment to extract the debris and sonar to confirm cleanliness and provide a condition report.

#### City of Kalamazoo Davis Creek Interceptor – Project Manager

Throughout his tenure, Steve A. Taplin has done extensive work with the City of Kalamazoo. This project in particular involved cleaning and inspecting approximately 16,000 lineal feet of sanitary sewer interceptor ranging in size from 36" up to 54" in diameter. All sewer was located in remote, unmaintained easement areas. The team averaged a cleaning production rate of 1,000 lineal feet per day despite the obstacles. They were able to average an inspection production rate of 2,000 feet per day having to use a floatation device to perform the inspection due to the depth and velocity of the flow.

## STEVEN A. TAPLIN | PAGE 2

### **San Antonio Water System Sanitary Sewer Cleaning & Inspection of Designated Downtown Siphons – Project Manager**

The Downtown Siphons project was a high-profile sewer cleaning project directly in the heart of San Antonio. Preplanning, communication, and organization was key to the successful execution of this contract as there was substantial coordination with police and various subcontractors. Along with his crew, Steve earned high accolades from both City and SAWS officials. The project entailed dewatering, cleaning and inspecting of six different siphons in the Downtown area of San Antonio. There was a strict timeline for this project and it was completed ahead of schedule.

### **Toledo Tunnel Optimization Phase IIA - Project Manager**

The Toledo Tunnel is a long-term multi-faceted project consisting of cleaning and performing video inspection on various sizes of pipe. This project cleaned and inspected 12,800 lineal feet of 13.5' diameter CSO Tunnel and 3,000 lineal feet of sanitary sewer ranging in size from 20" up to 42" in diameter. The cleaning production has been contingent on the volume sediment in each associated tunnel, but ranges from 10-50 feet per day. The video inspection production on the smaller diameter sewer has been approximately 1,500 feet per day. Man-entry was used on the 13.5' tunnel, with over 4,000 feet cleaned in less than one day. The total debris removed to date is 1,784.55 tons. This project uses GIS as the primary means to manage the data.

### **Western Townships Utilities Authority- Project Manager**

Western Townships Utilities Authority's relationship with Mr. Taplin goes back to 2001, when he was with DownUnder Municipal Services. In 2007, DownUnder, along with its employees, was acquired by Terra Contracting. This longstanding contract consists of providing cleaning and video inspection services to approximately 162,000 lineal feet of sanitary sewer interceptor ranging in size from 15" up to 60" in diameter. The scope of work on this 5 year maintenance contract, where the entire collection system is addressed in a 5 year rotation, includes the cleaning and video inspection of the associated siphons (11 total), wet well cleaning and yard piping at both pump stations. Ninety percent of the sewer associated with this collection system requires remote access equipment (easement). The cleaning production ranges between 500 feet per day (on the 60" diameter pipe) to 2,500 feet per day on the smaller diameter sewer.

## DANIEL BUTTERFIELD | PROJECT SUPERINTENDENT

E: DANNYBUTTERFIELD@TAPLINGROUP.COM | P: 269-375-9595

### PROFESSIONAL EXPERIENCE:

Dan Butterfield has over 16 years experience in the municipal cleaning and environmental industries. As a Project Superintendent for Taplin Group, LLC, his responsibilities include the training of new employees on company equipment and procedures and the supervision of field personnel to ensure job quality and safety. Additionally, Dan ensures that daily reports and all project documentation are completed on time.

Butterfield is responsible for enforcing compliance with all company safety rules and procedures of the Eliminating Losses through Knowledge and Stewardship (ELKS) safety program by the field crew to make the workplace safe. He has extensive experience as a heavy equipment operator and crew supervisor. He also has experience with daily operations including coordination of crews and equipment and providing feedback to management to improve operational quality and efficiency.

### EDUCATION, TRAINING, AND CERTIFICATIONS:

- OSHA HAZWOPER 40-HOUR TRAINING/REFRESHER
- OSHA HAZWOPER 8-HOUR SUPERVISOR TRAINING
- CPR / FIRST AID TRAINING
- BLOOD BORNE PATHOGEN TRAINING
- CONFINED SPACE TRAINING
- CDL LICENSE, CLASS B WITH TANKER ENDORSEMENT
- LOCK OUT / TAG OUT
- REASONABLE SUSPICION TRAINING
- ELKS SAFETY TRAINING

### PROJECT EXPERIENCE:

#### Site Superintendent, Vector Operator – Western Township Utilities Authority – Sanitary Sewer Maintenance

This contract consists of providing cleaning and inspection services to approximately 62,000 lineal feet of sanitary sewer interceptor ranging in sizes from 15" up to 60" in diameter. The scope of work on this 5 year maintenance contract includes the cleaning and video inspection of the associated siphons (11 total), wet well cleaning and yard piping at both pump stations. Ninety percent of the sewer associated with this collection system requires remote access equipment (easement).

### KEY RESPONSIBILITIES:

- Manage Underground Infrastructure projects daily onsite in the field.
- Site safety compliance.
- Daily field paperwork.
- Project schedule coordination.
- Ensure efficiency of field operation.
- Supervise field operations
- Implement project specifications & procedures
- Managing project resource needs and availability.
- Training of new employees.
- Oversees field staff to ensure that safety requirements, client's needs, and Taplin's needs are met.

#### Site Superintendent, Vector Operator – Fishbeck, Thompson, Carr & Huber, Inc. - Jackson Phase 2 Cleaning, CCTV and Sonar

Project consisted of cleaning and CCTV inspection of 16,722 lineal feet of 12"-42" and cleaning with sonar inspection of 15,917 lineal feet of 48" and 60" sanitary sewer.

#### Site Superintendent, Vector Operator – South Huron Valley Utilities Authority – Interceptor Cleaning Program

Twenty percent of the interceptor system (including manholes) is targeted to be televised, inspected, and cleaned each year utilizing both CCTV and sonar inspection. The entire system is completed on a 5 year cycle. The system ranges from 12 inches to 84 inches in diameter. The WWTP outfall pipe is 72 inches in diameter. There are approximately 37 miles of total pipe. Portions of the system run through Metro Parks, ROW easements, including the Metro Park paths, golf course, and those behind private property.

#### Site Superintendent, Vector Operator – City of Ann Arbor – Sewer Cleaning and Televising

This 2 year work order driven contract involves pre-cleaning inspections with follow up cleaning and post cleaning inspections on identified lines. It is data driven, requiring accurate tracking and communication between the field, office and customer. The system includes many high traffic areas around the University of Michigan's main campus as well as easement setups in parks and neighborhoods.

## TODD BANNER | GIS MANAGER



E: TODDBANNER@TAPLINGROUP.COM | P: 269-375-9595

### PROFESSIONAL EXPERIENCE:

Todd has over 6 years experience managing information systems for private and government organizations. As the GIS Manager for Taplin, Todd's responsibilities include managing over 1.2 million feet of TV data each year, as well as managing and performing the QA/QC process from the field.

Todd's additional responsibilities include managing field data from clients, reviewing QA/QC data from the client to make sure data can be imported into Inspection software, and mapping for field crews. In addition, Todd manages the Asset Change forms from field to clients and will use revised GIS data to perform GIS type submittals.

Todd's knowledge with Global Positioning Software allows him to manage GPS units, train field staff on GPS collection and assist with collection. Todd will also assist TV Operators with troubleshooting inspection software problems and install and update TV units.

### EDUCATION, TRAINING, AND CERTIFICATIONS:

- BS, Geography, Geographic Information Systems from Western Michigan University
- PACP, MACP, LACP Certified
- Proficient user of ESRI products

### PROJECT EXPERIENCE:

#### Prein & Newhoff SAW Grant projects to date

- Allegan, Bronson, Buchanan, Comstock, Galesburg, Kalamazoo Twp., Niles Twp., Norton Shores, Oshtemo Twp., Parchment, Vicksburg and Texas Twp.
- Approximately 1.3M feet of Storm & Sanitary
- Data management, both QA/QC and management of QA/QC team, GIS based submittals

#### SAWS Small Diameter

- Updated Hansen with daily field activities
- Managed QA/QC team and performed QA/QC on TV DATA
- Managed and performed submittal based on Client specs
- Approximately 1.2M feet

#### SAWS Large Diameter & Siphon

- Managed QA/QC team and performed QA/QC on TV/Sonar Data
- Managed and performed submittal based on Client spec's, included Sonar data performed on 54" to 90" pipe

### KEY RESPONSIBILITIES:

- Collect weekly data from TV Operators
- Log data
- Upload data to storage device
- Build merged database in-house
- Manage and process submittals based on client specifications

#### Harrisburg Project

- TV/Sonar
- 18" to 30" – rectangle as big as 42" x 60" and parabolic as big as 60" x 72"
- Performed QA/QC & Submittal

#### Winston-Salem/HDR Project

- TV 6" to 30"
- Performed QA/QC & Submittal

#### Easton Project

- Side scan 68,000 feet, 6" to 18"
- Panoramio SI 306 manholes
- Performed QA/QC & Submittal

### PREVIOUS EXPERIENCE:

#### Chief Equalization Technician – Allegan County

Maintain and develop parcel layers and maps using GIS to ensure up-to-date data. Implemented new GIS software to update County information system.

#### GIS Specialist – Oshtemo Township

Satisfied user requests for custom maps, charts, GIS analysis, GIS projects and related information. Developed geographic database structures, tables, forms and reports. Designed and updated existing databases.

#### GIS Technician - W.E. Upjohn Center

Worked with 72 TB Server and enforced protocols for good Quality Assurance. Worked with a team on a multi-faceted project developing a GIS analysis of census data.

