



Matthew G. Bevin  
Governor

Charles G. Snively  
Secretary  
Energy and Environment Cabinet

Commonwealth of Kentucky  
**Public Service Commission**  
211 Sower Blvd.  
P.O. Box 615  
Frankfort, Kentucky 40602-0615  
Telephone: (502) 564-3940  
Fax: (502) 564-3460  
psc.ky.gov

Michael J. Schmitt  
Chairman

Robert Cicero  
Vice Chairman

Talina R. Mathews  
Commissioner

September 6, 2019

## PARTIES OF RECORD

Re: Case No. 2019-00131

The attached electronic mail and attachment to the electronic mail have been filed in the record of the above-referenced case. If you have any comments you would like to make regarding the contents of the electronic mail and attachment, please do so within five days of receipt of this letter.

If you have any questions, please contact Nancy J. Vinsel, Assistant General Counsel, at 502-782-2582.

Sincerely,

A handwritten signature in blue ink that reads "Gwen R. Pinson".

Gwen R. Pinson  
Executive Director

njv

Attachment

**Vinsel, Nancy (PSC)**

---

**From:** steven.bailey@lawofficepsc.com <steven@baileylawofficepsc.com>  
**Sent:** Friday, September 6, 2019 11:07 AM  
**To:** Vinsel, Nancy (PSC)  
**Subject:** Southern RG3 Meter Bid  
**Attachments:** Rg3 bid.pdf

**\*\*CAUTION\*\* PDF attachments may contain links to malicious sites. Please contact the COT Service Desk [ServiceCorrespondence@ky.gov](mailto:ServiceCorrespondence@ky.gov) for any assistance.**

---

Please find the attached RG3 Bid to be filed into the ARF case. I appreciate you filing this!

4. "coercive practice" means harming or threatening to harm, directly or indirectly persons or their property to influence their participation in the bidding process or affect the execution of the Contract.

**ARTICLE 5- BASIS OF Bid**

Bidder will complete the Work in accordance with the Contract Documents for the following price (s):

Complete the following pricing schedule. Include all applicable taxes and fees. Amounts should be shown in both words and figures. If discrepancy, words shall govern.

Item No.	Estimated Quantity And Units	Description	Unit Price	Total
1.	5,500 Each	Furnish and Install New 5/8" X 3/4" Water Meters With MTR Register (AMR Registers)		
		Two hundred twenty	\$ 220.00	\$ 1,210,000.00
2.	50 Each	Furnish and Install New 1" Water Meters With MTR Register (AMR Registers)		
		Two hundred eighty five	\$ 285.00	\$ 14,250.00
3.	50 Each	Furnish and Install New 2" Water Meters With MTR Register (AMR Registers)		
		Seven hundred eighty	\$ 780.00	\$ 39,000.00
4.	2 Each	Panasonic Toughbook Laptop, Transceiver, Route Software, 3-Onsight Trainings and any other Hardware need for operating the AMR System		
		Nine thousand seven hundred fifty	\$ 9,750.00	\$ 19,500.00
5.	1 L.S	Bonds and insurance		
		Twenty five six fifty five	\$ 6,500.00	\$ 6,500.00
6.	1 L.S	1-Year Maintenance Fee		
		Twenty five hundred	\$ 2,500.00	\$ 2,500.00
		<small>First year maintenance fee no charge!</small>		
<b>TOTAL PRICE</b>				<b>\$ 1,291,750.00</b>

One million two hundred ninety one thousand seven hundred fifty dollars

Bidder acknowledges that (1) each Bid Unit Price Includes an amount considered by Bidder to be adequate to cover Contractor's overhead and profit for each separately identified item, and (2) that estimated quantities are not guaranteed, and are solely for the purpose of comparison of Bids, and final payment for all unit price Bid Items will be based on actual quantities, determined as provided in the Contract Documents.

BIDDER

Meter Install Group

By:  Title: Territory Manager

(Print name) James Baker Submittal Date: 7/10/2019

#### ARTICLE 7- Attachments to this Bid

The following documents are submitted with and made a condition of this Bid:

- A. Basis of Bid;
- B. Receipt of Addenda;
- C. Product Spec Sheets;
- D. Finance Options For Project by Bidder;

#### AMR Meter Reading System Specifications

##### 1. SCOPE OF WORK

Southern Water and Sewer District issues this RFP to procure a Meter Reading System capable of meeting the current and future meter reading needs within our service area. The scope of work involves, but is not limited to, providing and installing a Meter Reading System which includes software, hardware, and all necessary training and installation support. The reading equipment shall be capable of receiving meter readings while utilizing a Mobile AMR Collector and/or a Fixed Network Collector.

The system must utilize radio frequency (RF) technology to improve meter reading efficiency, access "hard-to-read" or "difficult access" meters, and increasing meter reader safety. The vendor shall describe the requirements to incorporate RF technology.

The system shall allow manual entry within the same route without detaching the Meter Transceiver Register (MTR). The proposed system must be manufactured by the same company (specifics must be submitted with the proposal). All meter reading equipment and absolute encoder registers with integrated RF transceivers furnished shall be manufactured entirely in the United States.

##### 1.1 Communications

The contractor shall coordinate all work through the Owner and UMG.

##### 1.2 Meter Replacement

The contractor shall replace all meters by billing cycle.

The contractor shall not replace inactive meters.

The contractor shall not subcontract installation of meters.

The contractor shall return old meters to the Owner.

ARTICLE 1- BID RECIPIENT

1.01

Sealed Bid Proposals for Water Meter AMR System will be received by the Southern Water and Sewer District, 245 Kentucky Route 680, McDowell, Kentucky until July 10<sup>th</sup>, 2019 at 3:00 p.m. at which time the Proposals received will be publicly opened and prices read. Bid packets shall be labeled: Southern Water and Sewer District Water Meter AMR System Proposal, Attention: Donald Compton – Project Manager. If a Bid is sent by mail or other delivery system, the sealed envelope containing the Bid shall be enclosed in a separate package plainly marked on the outside with notion "Bid Enclosed".

1.02

The undersigned Bidder proposes and agrees, if this Bid is accepted, to enter into an Agreement with Owner in the form included in the Bidding Documents to perform all Work as specified or indicated in the Bidding Documents for the prices and within the times indicated in this Bid and in accordance with the other terms and conditions of the Bidding Documents.

ARTICLE 2- BIDDER'S ACKNOWLEDGEMENTS

2.01

Bidder accepts all of the terms and conditions of the Instructions to Bidders, including without limitation those dealing with the disposition of Bid security. This Bid will remain subject to acceptance for 60 days after the Bid opening, or for such longer period of time that Bidder may agree to in writing upon request of Owner.

ARTICLE 3- BIDDER'S REPRESENTATIONS

3.01

In submitting this Bid, Bidder represents that:

A. Bidder has examined and carefully studied the Bidding Documents, and any data and reference items identified in the Bidding Documents, and hereby acknowledges receipt of the following Addenda:

<u>Addendum No.</u>	<u>Addendum Date</u>
_____	_____
_____	_____
_____	_____

B.

Bidder has visited the Site, conducted a thorough, alert visual examination of the Site and adjacent areas, and become familiar with and satisfied it self as to the general, local, and Site conditions that may affect cost, progress, and performance of the Work.

C.

Bidder is familiar with and has satisfied itself as to all Laws and Regulations that may affect cost, progress, and performance of the Work.

D.

Bidder has considered the information known to Bidder itself; information commonly known to contractors doing business in the locality of the Site; information and observations obtained from visits to the Site; the Bidding Documents; and any Site-related reports and drawings identified in the Bidding Documents, with respect to the effect of such information, observations, and documents on (1) the cost, progress, and performance of the Work; (2) the means, methods, techniques, sequences, and procedures of construction to be employed by Bidder; and (3) Bidder's safety precautions and programs.



Meter Installation Price does not include Hard Surfaces or removal and replacement of asphalt or concrete!

Meter Installation Price does not include replacement of curb stops or broken shut off valves!

Meter Installation Price does not include Box Replacement!

In order to facilitate a meter replacement and/or protect the utilities investment, most systems require 10% of the meter boxes to be Removed & Reset or Removed & Replaced (new box provided by utility). This occurs when existing boxes are broken or in cases where the original box was set on a meter nut, the shut off is currently outside of the confines of the meter box, roots of some kind have grown around the meter, etc.

In most systems that are 20+ years old, roughly 1% or 2% of the curb stops or shut off valves that have not been actuated in some time will break upon movement or are already in disrepair before the installers arrival. Meter Install Group strongly recommends the Utility budgets an additional 7% of the total bid price for contingency. The 7% \$93,000.00 will help the Utility cover the above issues that may occur.

#### Breakdown of Project Cost by Line Item

Item #1	5/8"x3/4" Meter with MTR	\$165.00 ea
	5/8"x3/4" Meter Installation	\$ 55.00 ea
		<hr/>
		\$220.00 ea
Item #2	1" Meter with MTR	\$230.00 ea
	1" Meter Installation	\$ 55.00 ea
		<hr/>
		\$285.00 ea
Item #3	2" Meter with MTR	\$630.00 ea
	2" Meter Installation	\$150.00 ea
		<hr/>
		\$780.00 ea

#### Project Notes:

Unfortunately we cannot offer any financing options at this time. The Utility would need to provide our lenders with 3 years audited financials in order for them to consider facilitating a loan.



## **Meter Install Group (MIG) Qualification Statement**

As a company, MIG has a very concentrated emphasis. Everything we do surrounds AMI / AMR and meter installation. We specialize in upgrading systems in the most efficient manner possible and in the least amount of time that is practical. This focus allows the utility to realize their return on investment as quickly as possible with the fewest headaches.

This level of expedition and professionalism weighs heavily because execution is often just as important to the overall success of a project as the utility's choice of meter system to invest in. Installation expedited by a competent and experienced company not only pays for itself quickly, but also enables the utility to realize the greatest potential of the system they have purchased.

MIG NEVER uses temporary labor to replace meters or collect meter data. Our personnel are highly trained and travel from project to project producing the most experienced crews in the industry, hands down. We use a "Crews & Systems" approach to meter replacement. Our efforts are streamlined, our assets are used to their most efficient capability, and a great emphasis is placed on quality control. We hold these systems and controls responsible for our perfect OSHA safety record, unmatched ½% error rate, and a production rate that is always far above expectation.

Project scopes have ranged from simple meter change outs to complex customer side rebuilds, requiring every meter box to be excavated. In many instances, we have been charged with incorporating new customer side shut off valves, backflow valves, leak detection devices, and installing AMR/AMI systems. We have successfully completed projects in extreme terrains covering the frozen ground and 9 foot meter depths of Kansas and Colorado, to the solid rock of the Texas hill country.

Although MIG is a Texas based company, our firm holds authority and meter specific contractor licenses to operate throughout most of the southern United States. In addition, MIG has been specially trained on every automated meter reading system in North America and has earned installation certifications for every manufacture that has a designation including Master Meter, Elster, Neptune, Badger, Itron, as well as PC such as Johnson Controls.

Minimized error, safety, and high production are achieved through refined systems that are proven to work. Efficiency is enhanced through consistent customer interface provided by our dedicated staff. We treat every project as a gift from God. Intrinsicly, integrity and excellence comprise the core of our business practices; all principals proudly verifiable through the references of our previous customers.

\*Southern Water & Sewer District  
245 Kentucky Route 680  
P. O. Box 610  
McDowell, KY 41647

\*Jeff Prater  
Chairman  
Southern Water & Sewer District  
245 Kentucky Route 680  
P. O. Box 610  
McDowell, KY 41647

\*Justin M. McNeil  
Office of the Attorney General Office of Rate  
700 Capitol Avenue  
Suite 20  
Frankfort, KENTUCKY 40601-8204

\*Kent Chandler  
Assistant Attorney General  
Office of the Attorney General Office of Rate  
700 Capitol Avenue  
Suite 20  
Frankfort, KENTUCKY 40601-8204

\*Larry Cook  
Assistant Attorney General  
Office of the Attorney General Office of Rate  
700 Capitol Avenue  
Suite 20  
Frankfort, KENTUCKY 40601-8204

\*Rebecca W Goodman  
Assistant Attorney General  
Office of the Attorney General Office of Rate  
700 Capitol Avenue  
Suite 20  
Frankfort, KENTUCKY 40601-8204

\*Steven P. Bailey  
Attorney  
Bailey Law Office, P.S.C.  
181 East Court Street  
Prestonsburg, KENTUCKY 41653