

**Allen & Hoshall, Inc.**  
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[www.centralbidding.com](http://www.centralbidding.com)**

**RE: Proposal for Four (4) Conventional Anode Beds for City of Vicksburg MS Natural Gas System**

Dear Ed,

Thank you for your interest in MATCOR, Inc. and the cathodic protection (CP) solutions we provide.

Allen & Hoshall has requested MATCOR to provide a proposal for the materials and installation of four (4) conventional anode beds for the City of Vicksburg's Natural Gas System. The purpose of this correspondence is to present the execution strategy and investment required to move forward.

The following are key factors to consider in selecting MATCOR:

- Significant expertise at manufacturing and installing distributed and Deep Anode Systems.
- An excellent safety record and a team that will perform the work safely.
- Full-service capabilities from an organization whose sole mission is corrosion protection.
- State-of-the-art equipment incorporating the latest technologies to assure a safer work environment, reduced installation time and eliminating unnecessary downtime.
- Project management skills to ensure quality, budget and schedule goals are achieved to help maximize return on investment.

MATCOR recognizes the positive impact our solutions will have in protecting these buried assets. We look forward to working with Allen & Hoshall and are confident in our ability to help your team achieve its cathodic protection goals.

Best Regards,

*Dan Vallot*

Dan Vallot | Regional Account Manager – Gulf  
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**Project Understanding:**

Allen & Hoshall has requested MATCOR to provide a proposal for the materials and installation of four (4) conventional anode beds for the City of Vicksburg's Natural Gas System. The provided RFQ documentation is embedded below. The documentation indicates the four locations where nominal 2"x60' anodes are to be installed in 8" diameter x 15' deep holes on 10-foot center-center spacing and backfilled with coke breeze. The commercial anode types and not further detailed, and the quantities of anodes at each location is not specified.



002 C2.0.pdf



001 C1.0.pdf



Specifications - 72318.pdf



Notice to Bidders - 2nd Bid.doc



The locations are identified as follows, and rectifier readings from February and April 2021 are listed.

<b>Location</b>	<b>2/2/2021</b>	<b>4/6/2021</b>	<b>6/4/2021</b>
<b>Chambers St/Glenwood</b>	2A/1V	2A/1V	3A/1V
<b>Indiana/Porters Chapel</b>	3A/14V	7A/9V	7A/10V
<b>Porters Chapel/Halls Ferry</b>	4A/2V	4A/2V	4A/2V
<b>Roseland/HFR</b>	7A/20V	6A/19V	8A/11V

New rectifiers will reportedly be installed with the new anode beds. Although the rectifiers are to be provided by Owner, MATCO has provided budgetary pricing for rectifiers of various outputs from our sister company, JA Electronics, a manufacturer rectifiers for the CP Industry.

**JA Elec.** Custom Air, POLE MOUNTED, T/R rated for **Xv @ YA DC**; 120/240v, 60 Hz, dual AC input, wired for **240v**; **6 COARSE & 6 FINE** output taps; Silicon Modular bridge[0-25A], with AC & DC surge suppressers(**MOV's**); Separate slide-out transformer & stack half rack assemblies; AC & DC lightning protection [**LA104**]; Two-Pole Fully magnetic, AC circuit breaker; Continuous read DC Volt & Ammeters; **NO Choke** provided; AC Sec.(1) & DC Neg. BREAKERS [**No Fuses**]; **115VAC+GFI** convenience outlet; **(1)NEGATIVE & (1)POSITIVE** DC terminals with **(1)50mv=10a** "SW" Shunt with **5-Way Binding Posts**; **8-POS. RTU TERMINAL BLOCK** [V+, V-, A+, A-, \_\_, \_\_, \_\_, & \_\_] provided & wired into rectifier; Fully engraved Grade "XXX" Phenolic Panel with SST Mounting hardware; "CSA I" Enclosure fabricated from 0.125 ga. 5052-H32 "Marine Grade" Aluminum, with "**WHITE**" **TGIC DRY POWDER** finish applied; Hinged/removable front & left side doors; 3" pole mounting channel; **(1 ea)** 3/4" **AC** conduit entry in upper left back of enclosure; **(2 ea)** 3/4" **DC** conduit entries under DC outputs.

**PN: ASYX-YDAACKMOSZ (WHITE)**

**D** = 8 pos. RTU Terminal Block.

**Z** = 6 Coarse & 6 Fine output tap adjust.

All locations were found on Google Maps as shown previously with the location map, and we have made an allowance for 50-feet of anode header cable from the nearest anode to the rectifier. Our proposal is based on using 6 graphite anodes at each location with a 3" HMWPE lead cable spliced to the anode header. The existing negative pipe connection will be reused, as will the existing rectifier post. MATCOR will install the new rectifiers if provided at the time of anode bed installation.

### **Execution Strategy – Surface Bed Installation:**

MATCOR will proceed as follows:

- Confirm GPS coordinates and make requisite 1-calls.
- Auger drill four (6) 8-inch diameter holes to 15-foot depth on 10-foot centers.
- Furnish and install six (6) Graphite Anodes with #8 HMWPE anode leads.
- Backfill active zone with 400-lbs of Loresco SC 3. Use native soil for remaining balance
- Splice anodes to a #2 HMWPE anode header cable using Burndy crimps and 3M 90-B1 epoxy splice kits.

- Trench approximately 50-feet from nearest anode to rectifier and between anodes at 48-inch depth. Install CP Caution Tape above wires in trench.
- Utilize existing negative connection and rectifier power pole.
- Install new rectifier and make all DC terminations.
- Clean up and restore cable trenches to as-found condition.
- System commissioning and/or testing will be by Others or by MATCOR under a separate contract.
- Demonstrate proper operation of anode beds and rectifiers. Rectifiers will be left off or at an output as directed by Allen & Horshall or Owner. Provide as built drawings of system as installed.

**Required Investment:**

Materials	Labor & Equipment	Sub-Total	Est. 7% MS Sales Tax	TOTAL
\$ 18,948	\$ 22,253	\$ 41,201	\$ 1,327	\$ 42,528

- *Due to extreme instability and fluctuations in materials pricing, all product pricing may be subject to escalation at the time of PO submittal and acceptance.*
- *Pricing is based on fuel (diesel) prices averaging no more than \$4.50/gallon. Should average prices (per AAA.com) exceed \$4.50/gallon, a fuel surcharge may apply.*

- ❖ *Client or Owner to coordinate landowner access/egress.*
- ❖ *Hydrovac if required for trenching/potholing: \$ 3,300/day*
- ❖ *Backfill dirt/rock from hydro-vac if required: Cost + 15%*
- ❖ *Adder price for additional work outside described scope of work will be per attached Rate Sheets*
- ❖ *Additional Materials (such as requirement for below grade cable to be run in conduit) will be provided at a cost-plus basis.*
- ❖ *Optional JA ASYX-YDAACDKMOSZ (WHITE) Rectifier Pricing*

10-10	\$	2,976
20-20	\$	3,124
30-30	\$	3,478
40-40	\$	3,779
50-50	\$	4,240

**Clarifications:**

1. Scope and pricing based on continuous work, delays or modifications to the work scope will be charged at current rate sheet.
2. Pricing neither includes nor anticipates damage or replacement of asphalt or concrete, need for sod or mulching, interference from overhead electrical wires, traffic control, additional environmental controls, or ROW clearing. No road crossings, matting or fence gapping are anticipated.
3. If alternative method of trenching between anode bed/pipe to rectifier(s) than backhoe or trencher is required, it will be conducted per T&M Rates.
4. Price includes all freight charges and travel expenses.
5. Pricing not inclusive of federal, state, or local sales taxes.
6. Additional procedures for contaminated soil handling or additional casing will be a cost plus 15% additional charge.
7. Work stoppage by no fault of MATCOR or MATCOR's Subcontractor will be invoiced per applicable day-rates. Client will be charged a minimum of four hours for customer driven work shutdown.
8. Terms and conditions to be based upon MATCOR Standard Terms and Conditions or applicable MSA.
9. MATCOR terms are Net 30 on all invoices.
10. All information contained in this document is valid for 30 days from the date of publication.

**PROPOSAL ACCEPTANCE**

**Approved By:**

**Date:**

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**Allen & Hoshall, Inc.**

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**MATCOR, Inc.**

*The reader acknowledges that the information provided by MATCOR, Inc. in this proposal is confidential; therefore, the reader agrees not to disclose this information without the express written permission of MATCOR, Inc.*

**Schedule of Technical Services Rates - Effective January 2022**

	Standard Billing Rates		
	Straight Time Per Hour	Over Time Per Hour	Expenses Per Diem
<b><u>Technical Personnel</u></b>			
<b><u>Engineering &amp; Technical Services</u></b>			
Professional Engineer	\$ 225.00	-	\$ 160.00
CP IV Engineer	\$ 190.00	-	\$ 160.00
CP III / Senior Corrosion Engineer	\$ 160.00	-	\$ 160.00
Corrosion Engineer	\$ 130.00	-	\$ 160.00
CP II Senior Technician	\$ 125.00	\$ 165.00	\$ 160.00
CP II	\$ 115.00	\$ 150.00	\$ 160.00
CP I	\$ 90.00	\$ 115.00	\$ 160.00
Lead Surveyor	\$ 75.00	\$ 100.00	\$ 160.00
Technician Assistant	\$ 60.00	\$ 80.00	\$ 160.00
<b><u>Drafting &amp; Clerical Services</u></b>			
Drafting / CAD / Computer Data Processor	\$ 75.00	\$ 100.00	
Word Processing /Clerical	\$ 50.00	\$ 65.00	
<b><u>Vehicles</u></b>			
	Per Day		
4WD Truck with Tools	\$ 160.00		
1 Ton Pickup	\$ 215.00		

**Notes:**

- 1) Personnel rates includes the use of instrumentation, equipment, tools as required for all normal field activities, all payroll, insurance, benefits, overhead, state and federal taxes.
- 2) Rates are based on an 8 hour day. A minimum of 1/2 day will be charged. Premium charges will be invoiced for weekends, holidays, or hours worked in excess of 40 per week (M-F).
- 3) Vehicle rates include all mileage, equipment maintenance, operating costs, insurance and taxes.
- 4) Rental Equipment - will be charged at Cost + 15%
- 5) Commercial Transportation - (Airlines, rental transportation, tolls, etc.) Cost + 15%
- 6) Materials & Subcontract Services - Cost + 15%
- 7) Standby Rate: Work stoppage beyond MATCOR's control (weather, ROW problems, client directive) shall be billed per above rate sheet costs not to exceed 8 hrs/day.

**Schedule of Construction Rates - Effective January 2022**

<u>Construction Personnel (Operator Qualified)</u>	Straight Time	Over Time	Expenses
	Per Hour	Per Hour	Per Diem
Project Manager	\$ 143.00	\$ 185.00	\$ 160.00
Project Supervisor	\$ 120.00	\$ 155.00	\$ 160.00
Construction Foreman	\$ 100.00	\$ 130.00	\$ 160.00
Deep Well Driller	\$ 100.00	\$ 130.00	\$ 160.00
Equipment Operator with CDL	\$ 77.00	\$ 100.00	\$ 160.00
Laborer with CDL	\$ 72.00	\$ 95.00	\$ 160.00

<u>Vehicles</u>	Per Day
1/2 Ton Truck (4WD Truck with Tools)	\$ 160.00
3/4 Ton Truck (4WD Truck with Tools)	\$ 185.00
1 Ton Field Truck w/ trailer (foreman truck)	\$ 215.00
2 Ton Field Truck (material truck)	\$ 290.00

<u>Construction Field Equipment</u>	Per Day
Water Truck w/ trailer/tank/pump	\$ 900.00
Drilling Rig (GEFCO 40K)	\$ 1,825.00
Drilling Rig (GD 1400 or Speed Star 30K)	\$ 1,625.00
Drilling Rig (GEFCO 20K)	\$ 1,425.00
Hydrovac Rig	\$ 1,425.00
Backhoe w/ Trailer	\$ 255.00
Trencher or Trencher w/ Trailer (Aztec)	\$ 215.00
Vacuum Excavation Trailer	\$ 475.00
Coke Breeze Pump	\$ 160.00
Portable Pit - \$750/hole where required	
Mud Shaker w/ trailer	\$ 475.00
Semi Truck/Trailer	\$ 485.00
Gooseneck Trailer	\$ 65.00
Skid Steer	\$ 185.00
Excavator	\$ 340.00
HDD Rig with support vehicles and equipment	\$ 3,965.00
Drilling Rig (Sub-Contract)	Cost + 15%
Auger Truck (20' Max)	Cost + 15%
Vacuum/Water Truck (Sub-Contract)	Cost + 15%
Air Boat, Marsh Buggy, UTV/Quad, Others	Cost + 15%

**Notes:**

- 1) Personnel rates includes the use of instrumentation, equipment, tools as required for all normal field activities, all payroll, insurance, benefits, overhead, state and federal taxes.
- 2) Rates are based on an 8 hour day. A minimum of 1/2 day will be charged. Premium charges will be invoiced for weekends, holidays, or hours worked in excess of 40 per week (M-F).
- 3) Vehicle rates include all equipment maintenance, operating costs, insurance and taxes.
- 4) Rental Equipment - will be charged at Cost + 15%
- 5) Commercial Transportation - (Airlines, rental transportation, tolls, etc.) Cost + 15%
- 6) Materials & Subcontract Services - Cost + 15%
- 7) Standby Rate: Work stoppage beyond MATCOR's control (ROW problems, client directive) shall be billed per above rate sheet costs not to exceed 8 hrs/day.
- 8) Equipment subject to availability