

Mr. Carl Luck
Lunenburg Sewer Commission Chairman
520 Chase Rd.
Lunenburg, MA 01462

September 15, 2015 Rev 2.
Gen. Transfer Break Out

RECEIVED

SEP 22 2015

SEWER COMMISSION

RE: Proposal to Residents of Lunenburg – Questions on options and how to purchase a Grinder Pump.

Dear Carl:

Please find our revised scope of supply based on the comments and requests of September 10, 2015.

As the fully authorized sales and service providers in the six New England States of Massachusetts, New Hampshire, Maine, Vermont, Connecticut and Rhode Island we are pleased to offer the Environment One Grinder Pump system to the residents of the Town of Lunenburg.

FRMA and E/One have been the industry leader in pressure sewer systems for over 40 years. We have provided pressure sewer sales and service in New England for 38 years to communities such as Lunenburg. FRMA provides full support for all service and warranty needs and remains one of the top authorized and certified service centers.

Environment One Corporation offers the most comprehensive and unparalleled warranty in the industry. Our warranty is a full, manufacturer's parts and labor warranty provided through the F. R. Mahony Service network.

FRMA provides 24/7 service support from our local service centers in Southbridge and Rockland, MA.

We are offering pricing based on a 36 month period beginning September 15, 2015 through September 15, 2018. Extensions to this timeline may be negotiated as necessary.

You have asked for the following as of September 10, 2015:

1. Unit price quote for the grinder pump stations, indoor and outdoor without ballast (There is a potential of 80 grinder pumps if all parcels connect and all choose the same vendor.)
 - Pricing is listed below as requested
2. Any required ballast material should be a separate line item
 - Pumps installed outside do require ballast to secure them from uplift forces of groundwater. Our offering below provides >100% of the ballast required under fully saturated soil conditions.

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fax. 781.982.1056

30 DuPaul Street
Southbridge, MA 01550
tel. 508.765.0051
fax. 508.765.1244

41 Bayberry Hill Road
West Townsend, MA 01474
tel. 978.597.0703
fax. 978.597.0704

140 Country Walk Road
Schenectady, NY 12306
tel. 774.402.0354
fax. 518.356.3266

December 14, 2012

3. The model numbers providing (outdoor and indoor) that they meet the specification.
 - Models are listed below in the product description. We take no exception to the specifications.
 - a. If providing a model that meets the spec and has more storage capacity, that should be listed as a separate line item.
 - All stations are quoted with generator connection capability. Please see our article sent under separate cover "What Happens When the Lights Go Out?" which has been posted to the Lunenburg Sewer Commission website. E/One and FRMA can provide our model DH151 station with 150 gallon wet well for cases that require additional storage.
4. Catalog cut sheet on the provided models
 - See attached cut sheets
5. Can the unit price be held three years?
 - Yes. We have agreement from Environment for a Special Price Agreement for the Lunenburg Project.
6. Include any options as separate line items (e.g. remote alarms, additional power cords, startup fees etc.).
 - Options are listed below in the pricing schedule. Standard with every purchase is complete startup inspection in accordance with the specifications.
 - Pumps are domestically manufactured and supported locally with full on-site warranty.
 - Panels will have standard generator transfer capability.
 - Options include:
 - Pump Protection package for low voltage/ brown out protection
 - Remote Sentry battery powered redundant high level alarm to help owners know what is happening during a power failure.
 - Pumps, panels, basins are fully tested at the factory and certified as complete assemblies under UL508 and NOT simply certified components. This is a key distinction between E/One and our competitors.
 - Further our tanks and pumps are certified under NSF National Sanitation Foundation for function and structural integrity. This is yet one more distinction between E/One and our competitors.

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7. Operation and Maintenance items for informational purposes for the property owners. (This can be a separate document.)
- a. Cost of service contracts if they exist
 - Environment One Grinder pumps enjoy the longest Mean-Time-Between-Service-Calls of 8-10 years. This is well documented through over 45 years of successful installations throughout the USA and 39 countries around the globe, Service contracts are usually not of need or benefit to residents. Repairs can be covered under our regular service policy.
 - b. Identify any regular or special maintenance required
 - There is no regular or special maintenance required. Residents should follow the operating instruction provided with each pump. This lists items that are recommended for disposal in sewers by regulations and are recommended for disposal through the grinder pump.
 - No floats to clean
 - No probes to clean
 - No oil to change
 - c. We would like to have clear statement on service response time during warrantee and after.
 - When service is required owners are directed to call our local service line in Southbridge, MA @ 508-765-0051.
 - Our normal hours are M-F 7:00 am to 4:30 pm.
 - After hour calls are taken by our 24/7 switchboard and directed to the service technician on call.
 - Each caller will be asked to explain the issue and service will be arranged based on the level of urgency. Owners will be provided with instructions on what to do during these situations.
 - More information and our full service policy can be found at www.frmahony.com

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- d. Any other information that may be helpful in the residents' decision process.
- Our service technicians are factory trained through our New York headquarters and further trained through continuing education and certification.
 - Our service vehicles are stocked with genuine E/One parts and spare pumps/loaners for use when repairs cannot be completed immediately on site.
 - FRMA staff has well over 100 years of combined experience in the design, sale and service of pressure sewer systems.
 - FRMA is one of the longest standing distributors for Environment One Corporation supporting well over 50,000 installations in our tenure.
 - Our products are fully factory assembled and certified through third party verification of UL, NSF, CSA, and IAPMO and assembled under strict conformance to ISO9001:2008. These standards require a great deal of effort to achieve and are measures of the quality and care that go into the manufacturing and safety features of your appliance.

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E/ONE PUMPS



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 info@frmahony.com
 www.frmahony.com

Station Pricing - With Basic or Generator Transfer Panel and 3 year warranty on DH071 station.
Note: IH091-IDU has Factory 5 year warranty standard

Station Model	Cost	Bal-Last Ring Installed	Total	Warranty
DH071-93 Basic	\$3,288.00	\$341.00	\$3,629.00	3 Year as Requested
DH071-93 Gen Xfr.	\$3,477.00*	\$341.00	\$3,818.00	3 Year as Requested
IH091-IDU Indoor	\$3,299.00	NA	\$3,299.00	5 year standard
IH091-Indoor Gen	\$3,702.00**	NA	\$3,702.00	5 Year standard

- Prices based on 32 foot supply cables. Longer cables available 50, 75, 100 ft. (see cable adders bellow) Start Up inspection, 4 foot discharge whip and coupling.
- Prices based on fixed price for 36 months or 9/15/2018 whichever comes first.
- Price does not include freight
- Price does not include sales tax

Options-

Description	Applicable to Station	Cost
50 foot power cord	DH071 Outdoor station	\$23.00
75 foot power cord	DH071 Outdoor station	\$57.00
100 foot power cord	DH071 Outdoor station	\$90.00
Generator Transfer Panel Adder	DH071 station	\$189.00*
Generator Transfer Panel	IH091- Indoor Station	\$403.00**
Remote Sentry Battery Alarm	IH091-IDU	NC Included standard
Remote Sentry Battery Alarm	DH071 Outdoor Station	\$171.00
*Brown Out Protection Option	DH071 and IH091 Station	\$127.00

- Prices based on fixed price for 36 months or 9/15/2018 whichever comes first.
- Price does not include freight or sales tax

*Our products have been designed with consideration of the power loss issues that have rocked our region in the past. While most utilities are very reliable and power loss is rare, the recent severe weather has caused some memorable events. Lunenburg has not escaped these events in the past.

We offer our Sentry Protect panel features to protect pump motors from low voltage, line surge and inadvertent closed valve conditions. These systems have been tested in communities such as Oak Bluffs and Cohasset, MA. Both communities suffered from issues of main line closure and phase loss and low voltage respectively. The Protect Panels provide full pump protection and prevented motor and pump failures that could have resulted from these events. We believe that the Sentry Protect Panel with the ability to connect a portable Generator is a valuable asset to providing reliable service.

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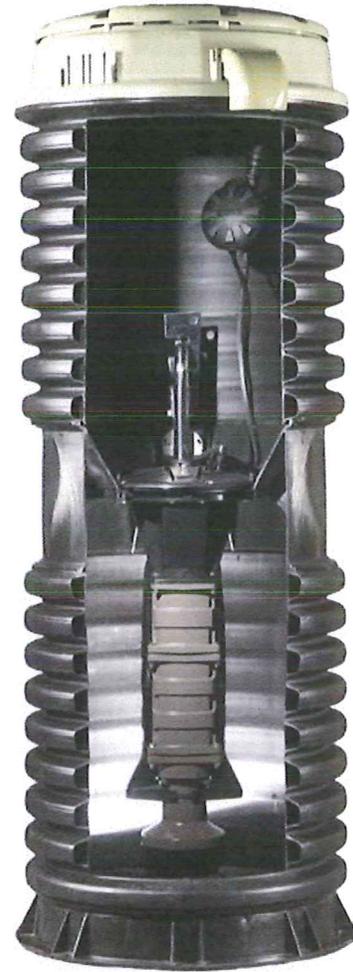
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There are a number of options requested and available in item # 2 and we will do our best to provide the best options to meet your needs.

This offering is based on two options for pump models.

Outdoor model –

- **DH071-93** Drywell/Wet well configuration, simplex grinder pump. This station was the basis of the design for the Lunenburg sewer system for the Pratt Street & Lakeview Avenue Service Area. This station utilizes a semi-positive displacement pump with large, 5-1/2 inch inlet grinder which provides for tank mixing and high torque solids grinding. Our semi-positive displacement pump is designed to operate to pressures in excess of 80 psi or 185 feet of head.
- This station is fully assembled and tested at the factory in Niskayuna, NY. The double wall, HDPE (high density polyethylene) basin is ready to install with only field piping and wiring required.
- These stations have a separate accessway dry well above the wastewater level. Access to the wastewater is secured by our pump core to prevent accidental contact. The top cover is secured with stainless steel hardware.
- Each station is provided with our Sentry Alarm Panel with 32 foot power supply cable (see options) and is generator ready in times of need.
- The Sentry Alarm panel (option below) provides for low power/brown out protection to protect your investment from potential power loss issues.
- Included with each pump system is full start up inspection following installation; included visual inspections, electrical testing of pump operation and alarms.
- Each pump comes with 4 foot by 1-1/4 inch discharge whip and connection coupling to connect to the stainless steel discharge piping.
- Inlet piping grommet is standard 4-inch SCHEDULE 40 PVC
- **These stations are fully certified by UL, NSF, and CSA as complete assemblies for product safety and reliability.**
- Pumps are generally in stock or within 2 weeks from our factory in Niskayuna, NY



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Indoor model-

- **IH091-IDU** low profile double wall sealed and vented HDPE basin with inlet and discharge isolation valves provided.
- This station performs in the same manner as the outdoor station utilizing a semi-positive displacement pump with large, 5-1/2 inch inlet grinder which provides for tank mixing and high torque solids grinding. Our semi-positive displacement pump is designed to operate to pressures in excess of 80 psi or 185 feet of head.
- Each station is provided with our Sentry Alarm Panel with 12 foot power supply cable (see options) and is generator ready in times of need.
- The Sentry Alarm panel (option below) provides for low power/brown out protection to protect your investment from potential power loss issues.
- The tank is shipped separately to allow for ease of installation and only requires that the pump core be securely bolting in place following field wiring and plumbing.
- Included with each pump system is full start up inspection following installation; included visual inspections, electrical testing of pump operation and alarms.
- Included with the alarm panel is our redundant battery operated Sentry Advisor alarm system which is fully functional even during power failure.
- This station is ideal for lots with limited space for an outdoor station or for home looking to add basement facilities.
- **These stations are fully certified by UL, NSF, and CSA as complete assemblies for product safety and reliability as well fully approved for use by the Massachusetts Board of Gasfitters and Plumbing Examiners for use in the home.**
- This station comes with a full 5 year warranty as standard feature.
- Pumps are generally in stock or within 2 weeks from our factory in Niskayuna, NY



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Purchasing a Pump & Scheduling Deliveries

FRMA can schedule delivery following your request if the Town is to receive and handle deliveries. Otherwise we will stock pumps in our warehouse and provide pumps as needed during this period of time with appropriate freight and sales tax.

We will stock units based on expected orders but ask your assistance in letting us know when specific areas will be ready for connection.

To order a pump a resident can call our office in Rockland, MA @ **781-982-9300** and dial **extension 31** for Ellen McColgan (Inside Sales Coordinator) or Jess Obert at extension 29. They will take payment and delivery information and schedule the delivery.

We will provide a pump orientation sheet to verify the inlet pipe size and location as well as the power supply cable length needed.

Payment may be made to F.R. Mahony & Associates, Inc. 273 Weymouth Street, Rockland, MA, 02370. We will accept payment by check, certified check or major credit card. Once the payment is received we will release the pump for delivery. Payments may be made by the contractor/drainlayer, or owner as may be otherwise arranged between these parties.

We will need to know the proper shipping address and any special instructions prior to delivery. We will need to coordinate with the contractor to off-load the pump.

The pumps will be delivered with the concrete Bal-Last as is required in the installation instructions. Installers may opt to use pre-cast or poured in place concrete following the installation manual as an option. Ballast is required to secure all light weight pump basins in groundwater conditions.

The pump will be provided with the tank and pump installed with a standard 32-foot power supply cable unless longer cable is requested. Additional cable lengths are available for a nominal charge. Should homeowners need to have longer cables, we will have them available in lengths of up to 100-feet.

The pump will be supplied with a simplex Alarm panel that requires a 30-Amp, 240-volt power supply from the house main. Full wiring instructions are provided with the station as well as mounted on the inside panel door.

For sales assistance and ordering please call the FRMA inside sales team

781-982-9300

Ext. 31 Ellen McColgan

Ext. 29 Jess Obert

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Service and Reliability-

Environment One Corporation enjoys a Mean-Time-Between Service Calls of over 8-10 years. Our own local experience shows this to be true with communities enjoying longer use before service. We offer the lowest cost of ownership of any grinder pump manufacturer. Our products are generally serviceable on-site and are covered by a full parts and labor warranty against manufacturing defects. Our warranty is the most comprehensive on the market. If your pump needs more time for service, we provide and install loaners so you are not out of service.

Pumps do not require routine service. There are no floats or level probes to clean. There is no oil change of pump motors. These units are connected in place of your septic tank and will process and deliver all of your wastewater to the Lunenburg Sewage Collection System. With normal use this appliance will last for many years. Owners are advised to follow user instructions and observe the list of materials to avoid placing down the drain or bowl.

Reliability begins with the right product for the application. The next most important factor includes proper installation. All pump stations provided in this proposal include start up inspections. This is built into the purchase price. Our local service technicians test and operate the system to assure that all is in proper working order.

Start-up procedure:

To schedule start-up inspection owners or their contractors can call our service center in Southbridge, MA @ **508-756-0051**. Dawn Marcinkus is our Service Coordinator and she will verify that all is ready for start-up and schedule this either with our service people or local service provider.

Some common questions regarding start-up:

Q: *Can we use the system if it is not inspected?*

A: When the system is installed and wired and all valves are open (curb stop at the street) the pump may be turned on and used. A start-up inspection serves to verify that all is operating normally and that there are no outstanding issues with the pump. All valves must be open prior to turning the pump on. Failure to do so could damage the pump and void the warranty.

Q: *How much notice is needed to schedule a start-up?*

A: We like at least 24-48 hour notice to schedule a start-up. If a unit is to be installed and ready, please call ahead to make arrangements. We schedule emergency service and service calls as a first priority to start-up service.

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Q: *I am selling my home and need a start-up before my closing date, what do I do?*

A: Lets us know of any special circumstance so we make arrangements. If we are not informed of this need, we will schedule normally as explained above.

Q: *What does start-up cost?*

A: Each pump is sold with one start-up inspection included. We do not charge for this service unless there is a need to repeat the inspection if the pump is not ready as scheduled or if a follow up inspection is needed to correct improper installation issues.

Q: *What is done at start-up?*

A: The pump will be run through a number of pump cycles and checked for proper voltage and amperage during these running conditions. The alarm system will be tested and any deficiencies will be noted on a start-up checklist.

Q: *Does start-up include installation inspection?*

A: No. The installation of the pump and service piping are locally controlled. We cannot be at every installation to witness all phases of the work. Contractors are trained to properly install these systems prior to being permitted to install them in Lunenburg. This is the best way to assure proper installation. Full installation instructions are provided with every pump.

We hope this will help with answering questions from your residents. We appreciate the opportunity to make this system a success for all.

If you have additional questions please call our Rockland office or call me directly at (978) 597-0703. My direct line will forward to my cell phone if I am not at my desk.

Best regards,

Henry Albro

Senior Application Engineer
978-597-0703

Installation information may also be found at www.frmahony.com

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December 14, 2012

Why E/One?



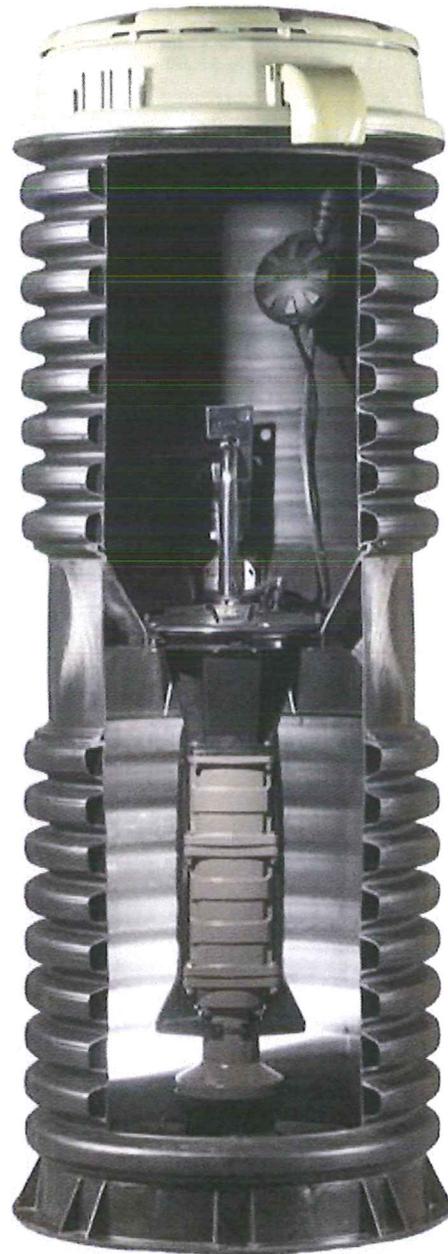
When Environment One developed their D Series household grinder pump with Dry Well Accessway they paid attention to details and applied knowledge gained over 45 years of in the ground experience.

Features:

- Sealed wet well below accessway
 - No corrosion to controls
 - No odors leaving the station
 - Separate venting to wet well
- Electrical Quick Disconnect at top of station
- Fully removable pump core
 - No confined space entry required
- Stainless steel discharge pipe and pump removal piping
 - Long lasting
- Easy to handle nylon lift harness (not shown)
 - No confined space entry required
- Easy to remove pump core with quarter turn locking system
 - No confined space entry required
- Adjustable accessway height in 3-inch intervals
- What matters most is the safety of double access with bolted top access covers and the sealed upper accessway.



Or you could do what our competitors do.



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Why E/One?

- E/One invented and developed the pressure sewer/low-pressure sewer industry over 45 years ago. We are the most widely used and specified grinder pump by far. We are the industry leader.
- E/One wrote the book on design of pressure sewers and is the most widely accepted expert in the pressure sewer industry. As the Trusted Advisor, we are involved with the application from conception to installation and beyond.
- E/One has been and remains the industry leader worldwide in pressure sewer systems and support and has sales and service in over 39 countries around the globe. We have over 550,000 E/One systems in the world ranging in size from 1 unit to 7,000 connections.
- E/One is the standard by which others attempt to compare. Our system is maintenance free, fully automatic and designed specifically for the application.
- E/One is made locally in Niskayuna, NY (suburb of Albany). We have been made in America, in the same facility since 1969.
- E/One is solely focused on pressure sewer systems as their business model. Sole LPS Focus. This is all we do. We are committed to the application and customer because our survival as a company depends on it. When you choose E/One you don't get just a trusted partner. You get a lifetime relationship.
- E/One sewers have the most reliable, documented service record in the industry with a mean-time between service calls of 8-10 years. We have demonstrated data to prove annual O&M costs of less than \$50 including power usage.
- E/One offers the most comprehensive warranty in the industry including parts and labor on site. You don't have to send your grinder pump to the factory for parts only replacement! Unlike other companies, we do not require that you return the pump yourself. E/One's warranty is the most comprehensive in the industry.
- E/One Drywell access stations provide added safety with secondary access to the wastewater pump chamber avoiding confined space maintenance issues.
- E/One products are fully certified to be safe and reliable as complete assemblies by UL, NSF, CSA, IAPMO, Massachusetts Plumbing Examiners and many more.
- **Learn More www.eone.com**

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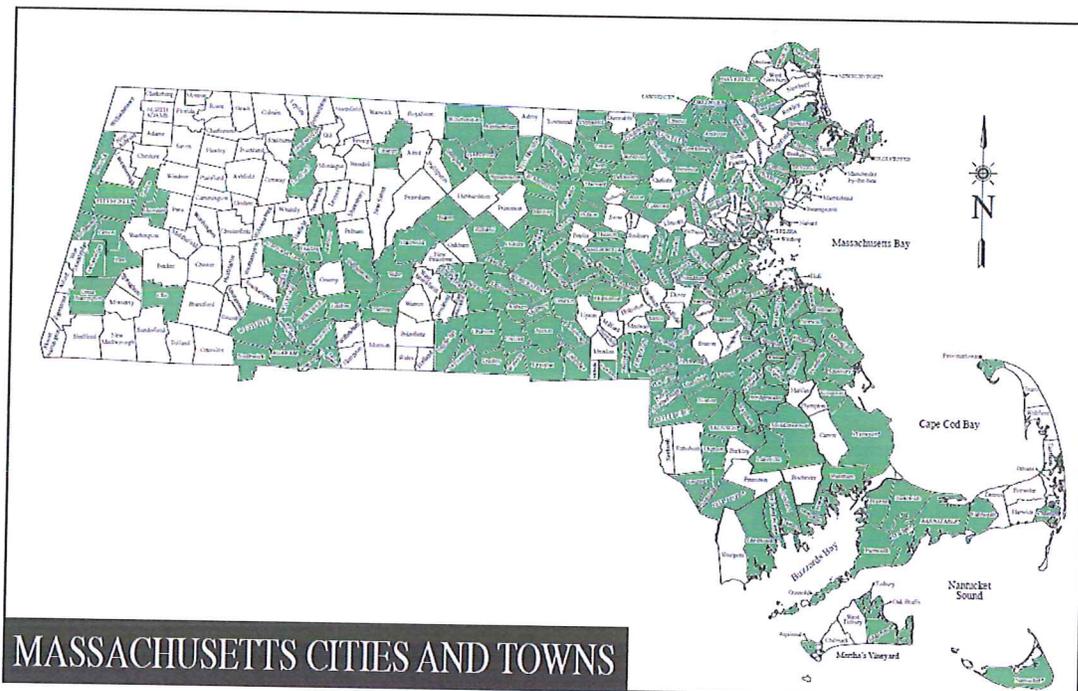
Why FRMA?

- FRMA has been a leading sales and service provider for E/One for over 38 years
- FRMA provides sales and service for the six New England States
- FRMA has local stocking and service facilities in Rockland and Southbridge, MA
- FRMA service technicians are fully trained and arrive with fully stocked vehicles with factory authorized parts and loaners if needed.
- FRMA Sales staff has over 100 years of combined expertise in system design, layout and installations.
- FRMA has been with your project from the beginning, providing design modeling and detail support to your engineers and Sewer Commission.
- FRMA provides full training of installers
- FRMA provides support components and materials to compliment the system.
- FRMA provides with every pump sold, on-site start up inspection to make sure your system is fully functional following start up.
- FRMA is there after the start up as a fully stocked and authorized service and warranty center.
- Ask any of our over 50,000 installations in the New England area, and they will likely tell you of the support and service of E/One and FRMA.
- FRMA continues to grow and improve. With projects ranging from single home connections to hundreds of homes in common systems, our experience is second to none.
- **Learn More** www.frmahony.com

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We are measured by the company we keep.



Some pretty nice people throughout the Commonwealth have found the benefits of Environment One Pressure Sewers to be helpful to them. Maybe you know someone?

Let us help you with your pressure sewer needs.

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