

PROPOSAL RESPONSE TO:

Municipality of North Middlesex

2025 Water Meter Replacement Program
RFP IO-02-2025
COST Proposal

June 26, 2025



Table of Contents

Cover Letter	1
Bid Submission Forms	2
• Appendix B Submittal Forms	
Cost Proposal	3
• Cost-Submittal-Form	
Appendices	4
• Pricing Assumptions and General Clarifications	

June 26, 2025

The Municipality of North Middlesex

229 Parkhill Main Street
Parkhill, ON N0M 2K0

Attention: Samuel Shannon, Director of Infrastructure and Operations
Re: 2025 Water Meter Replacement Program - RFP IO-02-2025

Dear Samuel,

I appreciate the opportunity to submit a proposal to **The Municipality of North Middlesex** on behalf of Neptune Technology Group Canada Co. (Neptune). With similar work already underway in the neighboring community of Lambton Shores, we are well equipped to bring the same proven approach and methodology to ensure the successful delivery of this project in North Middlesex.

Neptune has a history of over 130 years in manufacturing water meters and over 35 years in providing service solutions. Neptune is an industry leader in innovative meter design, cutting-edge AMI and AMR systems, and a comprehensive management portfolio for operations, maintenance, and administration.

With our turnkey project solution that includes supply, installation, and connectivity services, we offer single-source responsibility for enhancing your existing asset investments, lowering operating costs, and increasing revenue while helping you deliver safe, clean water to your customers. We have a wealth of experience in conducting large scale meter installation projects and metering system implementations for water utilities and municipalities across Canada.

Neptune's hands-on unique approach helps our customers navigate this change management process. We partner with our customers to work collaboratively to achieve shared goals.

We hope to have the opportunity to meet with you to discuss this proposal more thoroughly. If you have any questions, please do not hesitate to contact me at (226) 218-1013 or at diacocca@neptunetg.com.

Respectfully,
NEPTUNE TECHNOLOGY GROUP CANADA CO.



David Iacocca
Territory Manager - Southwestern Ontario

Cost Proposal Submittal Form

Request for Proposal: IO-02-2025
Closing Deadline: Thursday, ~~June 19th, 2025 @ 2:00:00 PM~~ June 26, 2025 @ 2:00:00 PM
Project Description: Supply and Installation of Water Meters and Associated Assembly Components
For: The Municipality of North Middlesex
Submitted By: Neptune Technology Group Canada Co. (Company Name)
David Iacocca, Territory Manager (Contact Name)

Proposal Submittal Form

Schedule of Quantities and Unit Prices

Proponents shall Complete Cost Proposal Submittal Form, Schedule of Quantities and Unit Prices in the provided excel spreadsheet. Refer to Tab A1 for completion and inclusion as part of this Submittal Form.

Pricing shall only be submitted by way of the provided Schedule of Quantities and Unit Pricing form. Proponents who fail to provide pricing for all line items, provide pricing outside of the provided form, or opt to no bid specific items will render their bid as informal.

Proponents may only provide pricing assumptions if they feel it provides additional clarity. Assumptions included with a Proponent's submission that alter the intended pricing description, may be ruled as informal. To avoid this circumstance, Proponents must provide any proposed deviations in writing to the Municipality prior to the deadline for questions.

Pricing shall be submitted in Canadian dollars.

Company Name and Address:

Neptune Technology Group Canada Co.

7275 West Credit Avenue, Mississauga, ON L5N 5M9

Telephone Number: (905) 858-4211 Fax Number: N/A

Dated at Mississauga, ON this 24 day of June, 2025.

Name/Title: Jeff Carter, VP & General Manager

Signature: 

Witness: Sandra Pimentel, Executive Assistant

Signature: _____

A handwritten signature in black ink, appearing to read "Sandra Pimentel", written over a horizontal line.

Note

If the Proposal is submitted by or on behalf of any Corporation, it must be signed in the name of such Corporation by someone who has the authority to bind the Corporation.

If the Proposal is submitted by or on behalf of any Partnership, it must be signed in the name by someone who has authority to bind the partnership and witnessed.

If the Proposal is not being submitted on behalf of a Corporation, the Bidder's signature must be witnessed.

Cost Proposal Submittal Form						
Schedule of Quantities and Unit						
IO-02-2025 - Supply and Installation of Water Meters and Associated Assembly Components						
Item #	Description	Size	Unit	Quantity	Price	Extended
Section A - Project Costs						
A 1.1	19mm Small Meter Replacement - Includes PRV, dual check valve, seal wire, seal, and gaskets	19mm	Each	230	\$1,110.00	\$255,300.00
A 1.2	25mm Small Meter Replacement - Includes PRV, dual check valve, seal wire, seal, and gaskets	25mm	Each	10	\$1,272.00	\$12,720.00
A 2.1	38mm Intermediate Meter Replacement - Includes PRV, dual check valve, seal wire, seal, and gaskets	38mm	Each	5	\$3,102.00	\$15,510.00
A 2.2	50mm Intermediate Meter Replacement - Includes PRV, dual check valve, seal wire, seal, and gaskets	50mm	Each	5	\$3,674.40	\$18,372.00
A 3.1	64mm Large Meter Replacement- Includes PRV, dual check valve, seal wire, seal, and gaskets	64mm	Each	0		\$0.00
A 4.1	Minor Plumbing Modifications - up to 20mm	20mm	Each	5	\$50.00	\$250.00
A 4.2	Minor Plumbing 25mm	25mm	Each	1	\$65.00	\$65.00
A 4.3	Minor Plumbing 38mm	38mm	Each	1	\$500.00	\$500.00
A 4.4	Minor Plumbing 50mm	50mm	Each	1	\$650.00	\$650.00
A 4.5	Minor Plumbing 64mm	64mm	Each	1	\$1,200.00	\$1,200.00
A 5.1	Normal Plumbing - up to 20mm	20mm	Each	5	\$65.00	\$325.00
A 5.2	Normal Plumbing - 25mm	25mm	Each	1	\$80.00	\$80.00
A 5.3	Normal Plumbing - 38mm	38mm	Each	1	\$700.00	\$700.00
A 5.4	Normal Plumbing - 50mm	50mm	Each	1	\$950.00	\$950.00
A 5.5	Normal Plumbing - 64mm	64mm	Each	1	\$1,500.00	\$1,500.00
A 6.1	Major Plumbing Modifications - up to 20mm	20mm	Each	5	\$100.00	\$500.00
A 6.2	Major Plumbing - 25mm	25mm	Each	1	\$125.00	\$125.00
A 6.3	Major Plumbing - 38mm	38mm	Each	1	\$900.00	\$900.00
A 6.4	Major Plumbing -50mm	50mm	Each	1	\$1,200.00	\$1,200.00
A 6.5	Major Plumbing - 64mm	64mm	Each	1	\$1,800.00	\$1,800.00
A 8.1	WMI Certified pre-approved hourly work	WMI Certified	Hour	8	\$75.00	\$600.00
A 8.2	Plumber pre-approved hourly work	Plumber	Hour	8	\$175.00	\$1,400.00
A 8.3	Carpentry pre-approved hourly work	Carpentry	Hour	8	\$200.00	\$1,600.00
A 8.4	Electrician pre-approved hourly work	Electrician	Hour	8	\$200.00	\$1,600.00
A 9.1	Crawl space premium	All Sizes	Each	30	\$75.00	\$2,250.00
A 10.1	Confined space premium	All Sizes	Each	30	\$250.00	\$7,500.00
A 11.1	Line Freeze	All Sizes	Each	15	\$154.00	\$2,310.00
A 12.1	Minor Carpentry	All Sizes	Each	60	\$43.00	\$2,580.00
A 13.1	Normal Carpentry - plastic panel	Plastic Panel	Each	53	\$75.00	\$3,975.00
A16.1	S&I Meter Stop Building Control Valve - 16mm	16mm	Each	23	\$170.00	\$3,910.00
A16.2	S&I Meter Stop Building Control Valve - 19mm	19mm	Each	23	\$170.00	\$3,910.00
A16.3	S&I Meter Stop Building Control Valve - 25mm	25mm	Each	1	\$215.00	\$215.00
A16.4	S&I Meter Stop Building Control Valve - 38mm	38mm	Each	1	\$425.00	\$425.00
A16.5	S&I Meter Stop Building Control Valve - 50mm	50mm	Each	1	\$600.00	\$600.00
A17.1	S&I Isolation Valve - 16mm	16mm	Each	23	\$55.00	\$1,265.00
A17.2	S&I Isolation Valve - 19mm	19mm	Each	23	\$55.00	\$1,265.00
A17.3	S&I Isolation Valve - 25mm	25mm	Each	1	\$75.00	\$75.00
A17.4	S&I Isolation Valve - 38mm	38mm	Each	1	\$300.00	\$300.00
A17.5	S&I Isolation Valve - 50mm	50mm	Each	1	\$400.00	\$400.00
B11.1	Large Meter Replacement: 75mm - Includes seal wire, seal, and gaskets	75mm (3")	Each	1	\$14,680.00	\$14,680.00
B11.2	Large Meter Replacement: 89mm - Includes seal wire, seal, and gaskets	89mm (3 1/2")	Each	0		\$0.00
B11.3	Large Meter Replacement: 100mm - Includes seal wire, seal, and gaskets	100mm (4")	Each	1	\$16,380.00	\$16,380.00

Sub-Total						\$379,887.00
5% Contingency						\$18,994.35
13% HST						\$51,854.58
Grand-Total						\$450,735.93
* Grand-Total cost from Section A contains Proponents proposed upset limit price.						
Section B - Per Unit Prices						
B 1.1	Isolation Valve Supply Supply and installation of isolation valves if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$468.70	\$468.70
B 1.2		25mm	Each	1	\$797.40	\$797.40
B 1.3		38mm	Each	1	\$1,243.25	\$1,243.25
B 1.4		50mm	Each	1	\$1,472.60	\$1,472.60
B 1.5		64mm	Each	1	\$0.00	\$0.00
B 2.1	Water Meter Frost Plate Supply Supply and installation of frost plates if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$20.25	\$20.25
B 2.2		25mm	Each	1	\$30.50	\$30.50
B 2.3		38mm	Each	1	\$0.00	\$0.00
B 2.4		50mm	Each	1	\$0.00	\$0.00
B 2.5		64mm	Each	1	\$0.00	\$0.00
B 3.1	Water Meter Base Supply Supply and installation of water meter bases if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$125.00	\$125.00
B 3.2		25mm	Each	1	\$340.35	\$340.35
B 3.3		38mm	Each	1	\$872.55	\$872.55
B 3.4		50mm	Each	1	\$1,099.15	\$1,099.15
B 3.5		64mm	Each	1	\$0.00	\$0.00
B 4.1	Water Meter Meter Encoder Register Head Supply Supply and installation of water meter encoder register heads if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$475.50	\$475.50
B 4.2		25mm	Each	1	\$475.50	\$475.50
B 4.3		38mm	Each	1	\$475.50	\$475.50
B 4.4		50mm	Each	1	\$475.50	\$475.50
B 4.5		64mm	Each	1	\$0.00	\$0.00
B 5.1	Dual Check Backflow Preventer Supply Supply and installation of dual check backflow preventer if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$51.80	\$51.80
B 5.2		25mm	Each	1	\$261.33	\$261.33
B 5.3		38mm	Each	1	\$0.00	\$0.00
B 5.4		50mm	Each	1	\$0.00	\$0.00
B 5.5		64mm	Each	1	\$0.00	\$0.00
B 6.1	Pressure Reducing Valve Supply Supply and installation of pressure reducing valve if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$97.85	\$97.85
B 6.2		25mm	Each	1	\$124.55	\$124.55
B 6.3		38mm	Each	1	\$526.70	\$526.70
B 6.4		50mm	Each	1	\$781.50	\$781.50
B 6.5		64mm	Each	1	\$0.00	\$0.00
B 7.1	Pressure Reducing Valve Lock Nut Supply Supply and installation of pressure reducing valve lock nut if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$0.00	\$0.00
B 7.2		25mm	Each	1	\$0.00	\$0.00
B 7.3		38mm	Each	1	\$0.00	\$0.00
B 7.4		50mm	Each	1	\$0.00	\$0.00
B 7.5		64mm	Each	1	\$0.00	\$0.00
B 8.1	Pressure Reducing Valve Operating Bolt Supply Supply and installation of pressure reducing valve operating bolt if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$0.00	\$0.00
B 8.2		25mm	Each	1	\$0.00	\$0.00
B 8.3		38mm	Each	1	\$0.00	\$0.00
B 8.4		50mm	Each	1	\$0.00	\$0.00
B 8.5		64mm	Each	1	\$0.00	\$0.00
B 9.1	Isolation Valve Supply Supply and installation of isolation valve if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$98.00	\$98.00
B 9.2		25mm	Each	1	\$250.90	\$250.90
B 9.3		38mm	Each	1	\$0.00	\$0.00
B 9.4		50mm	Each	1	\$0.00	\$0.00
B 9.5		64mm	Each	1	\$0.00	\$0.00
B 10.1	Drain Port Supply Supply and installation of drain port if required outside of the standard meter configuration installation. Requires pre-approval prior to use. Year 1 pricing.	19mm	Each	1	\$0.00	\$0.00
B 10.2		25mm	Each	1	\$0.00	\$0.00
B 10.3		38mm	Each	1	\$0.00	\$0.00
B 10.4		50mm	Each	1	\$0.00	\$0.00
B 10.5		64mm	Each	1	\$0.00	\$0.00
** Costs from Section B include per unit costs in addition to the Section A costs in-case they are required. Year 1 pricing only. Not						

**** Costs from Section B include per unit costs in addition to the Section A costs in-case they are required. Year 1 pricing only. Not**

All prices submitted must be in Canadian Dollars.

Dated at Mississauga this 24th day of June, 2025.

Company Signature 

Signature Jeff Carter, General Manager and Vice President

Witness 

Pricing Assumptions and General Clarifications

Pricing Notes

1. Supply line items with a unit price of N/A are not available for individual sale.
2. Supply line items will be purchased through Neptune approved Distributor: Evans Supply Limited.
3. Line items A 3.1 for 64mm meter and B11.2 89mm meter intentionally left blank as Neptune does not offer a 64mm meter or an 89 mm meter assembly.
4. Line items B11.1 to B11.3 are priced for meter replacement only. Neptune strongly recommends a Large Meter Site Survey to determine full scope of work required at each site as Large Meter components can significantly increase expenses for the Municipality. The Site Survey will determine if a building control valve, isolation valve, PRV, and check valve already exist, their condition, and if they are recommended for replacement.
5. Based on our extensive experience executing over 500 service projects, we have found that full replacement of all valves and isolation valves is rarely necessary. Including this as a blanket cost would significantly increase expenses for the municipality without a clear need. To ensure cost efficiency, we have itemized these prices separately and will only bill for valve replacements as they become necessary during the project. For this bid, we have included a dedicated line item and assumed a 10% utilization rate for these valves, ensuring a transparent and flexible pricing approach that aligns with actual project needs.
6. Pricing does not include tailpiece replacement.
7. Pricing does not include bonding straps and clamps.
8. Pricing does not include pit compatible meter. Additional pricing can be provided if meters are required for pit applications.
9. Base pricing does not include relocating existing plumbing downstream of meter. Plumbing lines would apply if required.

Data Integration

10. Neptune will require the Municipality to follow Neptune's database load to ensure their data is provided in a format that allows for seamless uploading into Neptune's MIS system without manual manipulation.
11. The Municipality will have all production data processed into Neptune 360 within two business days to ensure there are no delays to 1) invoicing and 2) identifying accounts that require troubleshooting.
12. Pricing includes Neptune Connect.
13. Neptune Connect access will be provided for one-year post project completion.

Financials

14. Pricing is based on quantities provided by the Municipality. Should the total project quantities exceed 500 account or 1,000 account thresholds, Neptune will be able to provide discounted unit rates to main meter lines.
15. Pricing is based on quantities provided by the Municipality. Should the total project quantities vary by - 10%, Neptune reserves the right to revisit the pricing.
16. Insurance coverage provided by Neptune.
17. No holdback applies to the project.
18. Payment terms are net 28 from the date of the invoice.

- 19. Pricing provided is for duration of the contract unless otherwise negotiated.
- 20. Applicable taxes are extra.

General Services

- 21. Neptune is not required to remove wires or receptacles.
- 22. All installations are inside (no pits).
- 23. No asbestos and/or existing asbestos pipe insulation. The Municipality is responsible for asbestos removal if applicable.
- 24. Licenses, permits etc. required from the Municipality, Province etc. have not been factored.
- 25. Neptune has included QTY 1 registered letter per account.
- 26. Removed meters will be retained by Neptune for recycling (scrap meters).
- 27. Pricing does not include reinstallation of insulation or heat tape. Neptune will not be held responsible for any pipe freezing.
- 28. Each 1ft of new pipe is considered to be 1 fitting under minor, normal, and major plumbing up to 1".
- 29. Neptune will apply a Service Call - WMI or Service Call - Plumber for scenarios where existing meter setting does not support a proper installation of the full specification and leads to an incomplete appointment.
- 30. Neptune will be responsible for damage caused by our negligence.
- 31. In the event damage is caused by existing plumbing (e.g. thin/aged/faulty pipe/fittings or latent defects; Neptune assumes no responsibility and costs to correct are not chargeable to Neptune
- 32. Each BCV is assumed to be regularly exercised by owner. In the event a BCV start leaking simply from turning the valve, Neptune accepts no responsibility for any damage as a result.
- 33. Pricing assumes installations are completed within regular business hours. After hours pricing available upon request.
- 34. Pricing does not include local office/warehouse. Neptune will arrange a secure storage locker for inventory control if the Municipality cannot provide a space.
- 35. Remaining stock to be sold to utility where contractual quantity installed is less than 95% using established supply lines.

Large Meters (3" +)

- 36. Pricing does not include alterations to manhole covers.
- 37. Pricing does not include lifting equipment.
- 38. Pricing does not include reinstallation of insulation or heat tape. Neptune will not be held responsible for any pipe freezing.
- 39. Pricing does not include installation or replacement of strainers.
- 40. Each meter will be installed in the current setting (same lay length). If plumbing modifications are required to accommodate a different lay length, then additional charges will apply.
- 41. Large meter site survey recommendations may lead to pricing changes based on plumbing modifications required post survey.
- 42. Where the data that the utility has provided is not substantial enough to validate or approve a large meter job plan a survey charge will apply for Neptune to collect the necessary information to ensure the best practise standard is achieved.
- 43. Survey data valid for 1 year.

Project Plan

- 44. The final project completion could be impacted if critical path tasks are not completed as detailed in the project plan.