



Bid Waiver Form

Revised 01/2025

| | | | | | |
|--|----------------------------------|-------------------|-------------------------------|--------------|------|
| Short Description of Goods/Services | Media Change Out Services | Total Cost | \$529,500 | | |
| Vendor Name | New Age Cryo (Naci Holdings Inc) | MUNIS # | 35403 | Req # | 1057 |
| Purchasing Officer | Pete Patten | Date | 2/3/2025 | | |
| Department | Waste & Renewables | Email | wyrick.michael@danecounty.gov | | |
| Name | Michael Wyrick | Phone | 608-405-9230 | | |

A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

Provide a detailed description of the goods/services intended to be purchased:

The Department of Waste & Renewables (W&R) is requesting a 5 Year Waiver of Bid for Vendor New Age Cryo, Inc.

At the request of W&R and as mutually agreed upon by Vendor, New Age Cryo will provide equipment and personnel for clean out of carbon media from the Pretreatment and Bulk H2S Removal Systems at the W&R RNG Plant. New Age Cryo may also provide other industrial cleaning services including hydro-blasting, dry ice blasting, sponge blasting, and vacuum truck services.

2025 rate for a single mobilization of cleaning out the Bulk H2S treatment system is \$24,350 which is inclusive of all labor and equipment required to efficiently and safely clean out vessels in a single work day. Equipment includes two (2) vacuum trucks, 20K Hydro Pump and 3D ball to blast media if needed, and removal and on-site disposal of about 80 cubic yards of media for each change out.

W&R expects to complete up to 5 change outs per year (every 60-90 days depending on various factors).

Extrapolated costs are:

5 change outs / year * \$24,350.00 / change out = \$121,750 / year

With an assumed inflation rate of 3% per year over the 5 year bid waiver term, W&R estimates the following for the total 5 year bid waiver cost:

Year 1 - 2025 - \$121,750.00

Year 2 - 2026 - \$121,750.00 * 1.03 = \$125,402.50 = ~\$125,500

Year 3 - 2027 - \$125,500 * 1.03 = \$129,265.00 = ~\$130,000

Year 4 - 2028 - \$130,000 * 1.03 = \$133,900.00 = ~\$134,000

Year 5 - 2029 - \$134,000 * 1.03 = \$138,020.00 = ~\$140,000

Total over 5 years = \$529,500

Attached is the 2025 quote for media change out services and a rate sheet indicating pricing for other services as needed.

Send to a Purchasing Officer Once Completed



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Procurement Exception List

- Emergency Procurement
- Unique and specific technical qualifications are required
- A special adaptation for a special purpose is required
- A unique or opportune buying condition exists
- Only one vendor possesses the unique and singularly available ability to meet the Department's requirements

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception(s) chosen:

Waste & Renewables has found that New Age Cryo is the only regionally local vendor capable of providing the services needed to reliably and completely clean out an entire vessel in a single work day. A reputable local industrial vacuum contractor was unable to substantially remove media from the vessel. W&R attempted to clean out a Bulk H2S vessel taking RNG Plant staff more than four days to complete.

New Age Cryo regularly completes very similar vessel clean outs at similar renewable energy facilities in the area and are proven to be experienced enough to do the job safely and efficiently. Using multiple vac truck crews, specialty equipment, and bigger equipment the crew completes the job reliably and nearly eliminates the need for vessel entry by staff. Reducing the time for clean out also avoids the significant expenses associated with downstream polishing carbon media and loss of revenue from production outage. Using recent actuals, the life cycle cost of polishing media is \$5.84/lb H2S compared to \$2.21/lb H2S for bulk media. Each day of extra clean out can result in more than \$1,000 in direct media expense and increased risk of production outage.

New Age Cryo is therefore the only vendor who possesses the unique and singularly available ability to meet the needs of W&R and is a critical partner to minimize plant downtime, additional expenses, and loss of revenue loss.

Bid Waiver Approval (For Purchasing Use Only)

Under \$45,000 (Controller)

\$45,000+ (Personnel & Finance Committee)

Date Approved:

Send to a Purchasing Officer Once Completed



NEW AGE CRYO
 5706 N. Richmond Rd.
 Ringwood, IL 60072
 (815) 675-0215

ESTIMATE

Vendor Bill To

Mike Wyrick
 DANE COUNTY DEPARTMENT OF WASTE AND RENEWABLES
 1919 Alliant Energy Center Way
 Madison WI 53713
 United States

| Date | Estimate # | Project | Memo |
|-----------|------------|--|------------------------------------|
| 1/15/2025 | EST23225 | DANE COUNTY DEPARTMENT OF WASTE AND RENEWABLES | Carbon Media Vessel Jan 28 or 29th |

| Item | Description | Qty | Rate | Amount |
|---------------------|--|-----|-------------|-------------|
| Vacuum Truck | Vacuum Truck Needed to Vac out Carbon Media Vessel Estimated amount 80 Yards Dumping will be on site 2 Vac trucks 20 K Hydro Pump if needed will be on site and a 3D ball to blast media if it needs to be blasted with water. | 1 | \$24,350.00 | \$24,350.00 |

| | |
|-------------------------|-------------|
| Subtotal | \$24,350.00 |
| Tax Total (5.5%) | \$0.00 |
| Total | \$24,350.00 |

Thank You for your continued business.

Signature: _____

Date: _____



Ringwood, IL
Fairmont, MN
Phone 815-675-0215

Industrial & General Cleaning Services Rate Sheet 2024

- *Hydro blasting Services*
- *Dry Ice Blasting Services*
- *Sponge Blasting*
- *Vacuum Truck Services*
- *Vacuum Truck Services*
- *Paintina Services*

Equipment

Rate per hour

| | | |
|-------------------------------|----|--------|
| Jetstream20K pump/High Volume | \$ | 195.00 |
| Powerline Hot Water Pump | \$ | 80.00 |

Tooling needed based on job

Power Truck

| | | |
|----------------------------|----|--------|
| Guzzler Vac Truck | \$ | 195.00 |
| Drain Tile – 6" x 100' | \$ | 250.00 |
| Duct Tape (Price Per Roll) | \$ | 6.00 |

Mobilization- Rate Per Mile

| | | |
|------------------------------|----|------|
| Guzzler Vac Truck | \$ | 2.95 |
| Truck with Equipment Trailer | \$ | 4.18 |
| Crew Van, & or Pick Up Truck | \$ | 2.75 |

Manpower

| | | |
|----------------------------|----|-------|
| Jetstream 20K Pump Tech | \$ | 53.00 |
| Guzzler Vac Truck Operator | \$ | 60.00 |
| Crew Supervisor | \$ | 75.00 |
| Confined Space Attendant | \$ | 35.00 |
| Safety Supervisor | \$ | 75.00 |
| Laborer | \$ | 48.50 |

PPE – Per Person

| | | |
|----------------------|----|--------|
| Rain Suit | \$ | 160.00 |
| Hydro Boots | \$ | 155.00 |
| Face Shields | \$ | 20.00 |
| Face Shield Brackets | \$ | 30.00 |

LABOR RATES

- All overtime charges only occur after a **STANDARD** 40-hour work week.
- Standard rate @ time and half for overtime.
- Saturdays and Sundays is paid at time and ½.
- Holidays are double time.