

BID WAIVER FORM

Purchasing Division

Rev. 01/2026



A VENDOR QUOTE MUST BE ATTACHED TO THE WAIVER FOR APPROVAL

BID WAIVER TITLE/SHORT DESCRIPTION OF GOODS/SERVICES Construction of a destoner service catwalk within construction & demolition recycling facility	TOTAL COST \$130,000	
	PURCHASING OFFICER Pete Patten 	
VENDOR NAME General Kinematics Corporation	MUNIS # 25714	REQ # 2111
DEPARTMENT Waste + Renewables	REQUEST DATE 6/18/2026	
NAME Wyeth Augustine-Marceil	PHONE (608) 590-9534	
EMAIL augustine-marceil.wyeth@danecounty.gov		

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

This project entails designing, fabricating, and installing a new service catwalk within the Dane County construction & demolition recycling facility. The catwalk will be mounted to the existing sorting equipment and catwalk system.

This catwalk is necessary to improve recycling at the facility by creating safe access to a machine part that must be maintained daily. The piece of equipment that this catwalk will enable service on has not been in operation for several years due to the lack of safe access.

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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 AND provide a detailed justification in relation to the Procurement Exception(s) chosen:

The Dane County Facility is the only C&D recycling facility in the state, and the sorting equipment was originally designed and constructed by General Kinematics Corporation (GK). The proposed catwalk will be physically mounted to existing GK vibratory sorting equipment, which operates under precise dynamic load conditions. Adding structural weight to this moving equipment requires analysis that only the original manufacturer can reliably perform - including proprietary load tolerances, balance parameters, and attachment specifications that GK alone holds.

No third-party fabricator, regardless of general catwalk experience, has the institutional knowledge of this specific equipment. Issuing a competitive solicitation would invite bids from vendors who are not qualified to safely execute the work, exposing the County to risk of equipment damage and worker safety liability. In the perspective of W+R staff, GK is the sole vendor capable of meeting the Department's requirements for this project.

Bid Waiver Approval (For Purchasing Use Only)

Bid Waiver #

26BW064



Under \$46,000
(Controller)



Over \$46,000
(P&F Committee)

Date Approved

Verification Signature



COUNTY OF DANE
W I S C O N S I N

Dane County Department of Waste & Renewables

Madison, Wisconsin
Catwalk Installation





June 18, 2026

Wyeth Augustine-Marceil | Augustine-marceil.wyeth@danecounty.gov
Dane County Department of Waste & Renewables
7102 Maahic Way
Madison, Wisconsin 53718
USA

Subject Catwalk Installation
Our Budgetary Proposal No. Q54440-01

Dear Wyeth,

In response to your recent request, we are pleased to submit our proposal Q54440-01 covering a Catwalk Installation for your consideration. Our drawing Q54440-01-001 illustrates the solution we are proposing.

We thank you for the opportunity to quote this solution and look forward to working with you on this project. If you have any questions, please feel free to call us at your convenience.

Sincerely,
GENERAL KINEMATICS CORPORATION

Jim Swanson
Territory Sales Manager
715-938-3985
jswanson@generalkinematics.com

Monserrat Mendez
Application Sales Engineer
815-444-3515
mmendez@generalkinematics.com

Cc:



RESOURCE RECOVERY INDUSTRY OVERVIEW

For the best in resource recovery and recycling equipment, look no further than General Kinematics. Established in 1960, GK has spent more than six decades optimizing our machinery, processes, and support for you and your company. General Kinematics leads the market in foundry and metal casting, coal and energy generation, mining and minerals, construction and demolition waste, bulk and food processing, wood and forestry processing, and, of course, scrap and metals recycling.

As new process challenges and environmental challenges emerge, GK is uniquely positioned to help you create innovative, durable solutions to address the most complex process problems and enhance your overall recovery rate.

Reduce your waste management by effectively sorting, repurposing, and recycling your metal, plastic, and paper goods. General Kinematics can also assist with recycling equipment for glass, tires, and e-waste.

General Kinematics has pioneered the application of vibratory separation through products and recycling equipment such as our FINGER-SCREEN™ Primary Screen and DE-STONER® Air Classifier. Both pieces of recycling equipment efficiently sort and separate recyclables, utilizing low energy and labor requirements. If you need a complete recycling system, GK's systems team, GK SYSTEMS, manages, designs, and implements turnkey Recycling Systems to fit your facility's material recovery needs.

PRICING

BUDGETARY			
Division	Quantity	Description	Lot Price
A	1	Catwalk and Installation	\$ 112,850.00
B	3	Days Installation Advisory Service	\$ 10,760.00
C	1	Project Management	\$ 5,850.00
Total			\$ 129,460 .00

EXCLUSIONS

- Freight/Shipping
- Duty/Import Fees
- Demolition
- Spare Parts
- Field Service Start up
 - Mechanical
 - Electrical
- Controls Package
- System Engineering



DIVISION A

One (1) Catwalk and Catwalk installation

DESCRIPTION

- This proposal is based on working a normal 40-hour work week, Monday-Friday, and excludes Saturday, Sunday, and Holidays
- Scope of work includes:
 - Fabricate and install a catwalk around 3 sides of the filtering housing for access to change out the filters
 - The platform will run as far down the conveyor side possible without interfering with the conveyor
 - The catwalk frame will be fabricated using 4" channels
 - Channel will extend up from the existing uprights for the filter housing to help support the platform
 - The catwalks will be 30" in width
 - McNichols bar grating will be used for the walking surface of the catwalks
 - All outside edges will have handrails and toe kicks
 - The new catwalks will be accessed with a platform that extends to the existing walkways that are there with roughly a 4' ladder
 - The structural steel will have (1) coat of tower gray paint
 - The handrail will have (1) coat of safety yellow paint
 - Inspect the existing blower
- Exclusions
 - Engineering stamps
 - Cleaning areas to make work performable
 - Repairs to the blower after it is inspected
 - Removal or disposal of hazardous materials
 - Performance or payment bonds and/or monies for liquidated damages, permits and/or licensing

DIVISION B

One (1) Item of Installation Advisory Support.

We understand that details of the installation may vary depending on your shutdown dates – we have provided this quotation, broken out from the equipment, that may be amended as you see appropriate.

The services provided are advisory only. GKC does not supervise customer contractors, employees, or other workers with respect to work being performed regarding the project. The presence of our representative shall in no way extend or modify GKC equipment warranty or contractual obligations. GKC machines often include the need for both electrical and mechanical service specialists; therefore, more than one service representative may be required.

DESCRIPTION

One (1) qualified service technician will be provided for Installation advisory support.

One (1) trip to site, including all travel expenses, with each trip consisting of the following:

- Travel to Madison, Wisconsin
- Three (3) consecutive days – 10 hours on-site per day
- Return travel to Crystal Lake, IL

The quoted price is just an ESTIMATE and is based on the assumptions above. Should additional time be required or additional expenses be incurred, you will be billed according to the attached Field Service Rate Sheet.

SCHEDULING

GKC will do our best to accommodate last-minute requests when possible. Please allow for a 2–3-week scheduling window, Thank you for your understanding.

SAFETY TRAINING AND SITE-SPECIFIC TRAINING

All GK field Service Technicians receive OSHA 10-hour training on a bi-annual basis. Please forward site-specific requirements and/or safety requirements (including special clothing), that the GKC Service Representative may need to complete/acquire prior to performing work at your facility. Any additional safety training and/or site-specific training needed (on site or off site), will be billed at the applicable service rates plus expenses.

DIVISION C

One (1) item of Project Management

DESCRIPTION

- One (1) qualified General Kinematics project manager will be assigned for the purposes of single point contact for interfacing with all equipment, equipment vendors, and the installation company (to be determined and provided by GKC)
- The project manager will be responsible for organizing regular project review meetings to ensure on-time delivery and successful start-up and operation of the system

PURCHASER TO FURNISH

Electrical wiring, motor starts and conduit, all necessary chutes, unloading and complete erection in place.

FIELD ADVISORY SERVICE

Field startup advisory service is available upon request via the rate sheet. GKC field service personnel are on-site in an advisory capacity and in no way supervise any contractors, customer employees or other workers with respect to work being performed regarding the project.

<https://www.generalkinematics.com/domestic-field-service-rates/>

TESTING

General Kinematics' vibratory equipment is completely shop assembled and given a twenty (20) hour test run prior to shipment. Equipment may be broken down for shipment and will remain assembled as much as possible.

ENGINEERING

General arrangement approval drawings specifically detailed for this application, enabling you to complete your design drawings, will be provided after receipt of order.

FOUNDATION

General Kinematics' general arrangement drawings are to be furnished with the magnitude and frequency of dynamic reactions, along with static loads. Embedded steel is recommended for anchoring GKC vibratory equipment. However, if embedded steel is not available, an anchor bolt option is noted in the general arrangement drawings. General Kinematics is not responsible for vibration transmission to surrounding structures, nor is it responsible for soil conditions, underground piping, water tables, or other items affecting foundations. Any additional costs for foundation design, building design, or vibration analysis are not within the GKC scope of supply. It is the responsibility of the customer to ensure that the foundation is adequate to support GKC vibratory equipment.

QUALITY

General Kinematics is ISO 9001:2015 certified to deliver superior products, processes, and customer satisfaction. <http://www.generalkinematics.com/quality-systems/>

SAFETY

Acceptance of this proposal holds the Purchaser responsible for maintaining the safety features provided by GKC. The Purchaser accepts the responsibility to not remove, defeat or bypass any safety features provided by GKC, except in the course of normal service and maintenance. When performing service or maintenance, the equipment must be placed in a zero mechanical state using proper lock-out/tag-out procedures.

VALIDITY

Prices are valid for thirty (30) days from the quotation date. Prices are subject to change upon review of any specifications sent with the purchase order and are subject to review of raw material costs at the time of order.

PRICES

All prices are in U.S. Dollars.

TERMS

30% down with purchase order.

65% to be billed and payment to be received seven (7) days prior to shipment.

5% net thirty days from start-up, not to exceed sixty (60) days from shipment.

Payment terms are subject to GKC credit review upon placement of an order.

LATE PAY

Invoices not paid within terms may be assessed a service charge of 1.5% per month (or fraction thereof).

STORAGE

A storage fee of 1% per week beginning the 1st Monday after the contractual due date may be charged in the event the delivery is not taken at the contractually agreed date.

FREIGHT

FCA Point of Manufacture or as specifically stipulated.

DELIVERY

Estimated delivery determined upon receipt of purchase order and down payment check or wire and is subject to our backlog at the time of order.

CONDITIONS

I have read and agree to the provisions set forth in this contract and to the additional terms and conditions available on General Kinematics Corporation's website at <https://www.generalkinematics.com/order-terms/> and that I am duly authorized to bind the following organization ("customer") to such provisions. These terms and conditions, effective 11/17/2023, located at <https://www.generalkinematics.com/order-terms/> govern both our contractual commitments. I confirm that they are always readily available to me so I can access them for my understanding and use, and a hard copy will be provided to me upon request. The terms and conditions located on the General Kinematics Corporation website are subject to change; therefore, the terms and conditions in effect upon the signing of this contract will be the governing version for this contract and for the underlining services and duties of both contracting parties.

CONFIDENTIALITY

This quotation contains General Kinematics' confidentiality trade secrets and proprietary information relating to the design and components of the subject equipment. This information is being disclosed with an expectation of confidentiality. Copying, distribution or use of this information without General Kinematics' written permission is strictly prohibited. In the event this quotation does not result in an order to General Kinematics, then the original and all copies must be returned to General Kinematics immediately. If you do not wish to return the documents, you may destroy them and confirm the documents destruction via letter or email.

