

COVER SHEET

Proposer Information

Company Name Johnson Wash Systems, LLC

Address 6132 Cottonwood Dr

City, State, Zip Whitmore Lake, MI 48189

Main Phone 734-827-4777

Contact Person Information

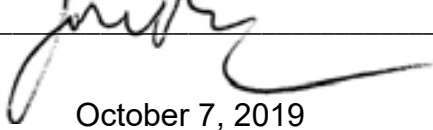
Name Joseph Barge

Job Title Vice President of Sales

Phone 734-827-4777

Alt. Phone 734-417-0546

Email joe.barge@johnsonwashsystems.com

Signature 

Date: October 7, 2019



JOHNSON ENTERPRISES – JOHNSON WASH SYSTEMS, LLC

October 7, 2019

RFB-TO-20-08-1 TOPEKA TRANSIT BUS WASH REPLACEMENT BID

Johnson Wash Systems has successfully completed several retrofit installations where we have modified and/or replaced aging bus wash equipment that no longer served their bus fleet well. We have also designed and installed new equipment for new construction by providing ground up designs which include LEED Initiatives.

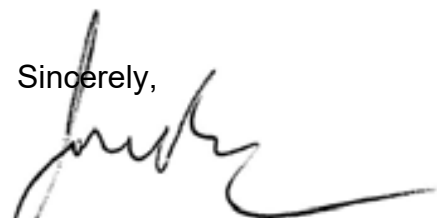
If we are awarded the Contract to Topeka Transit our first action will be to have an onsite meeting to define expectations and evaluate the existing site for proper fitment of the new equipment. The future plans for moving the equipment to a different facility will also be taken into account so that all current and future expectations are met.

In the following pages we have outlined our Company History, some past projects which are relevant to the proposed project, a list of references, and an example equipment layout plan which was created specifically for The Port Authority of New York New Jersey. The specific equipment plan for Topeka Transit will use components which have been successfully utilized many times in the past, and will be comprehensive in design to fulfill the new bus wash equipment, electrical, mechanical and concrete plans.

We are offering an Extended Standard Warranty of 2 years for all parts and equipment. This Warranty includes repair/replacement of any items that fail during the first 24 months, with the exception of abuse, neglect or misuse of any equipment. The warranty does not include travel or labor, however, all components of the equipment package and design will be thoroughly tested to the satisfaction of the owner prior to acceptance by the owner.

Maintenance and Chemical agreements will be offered prior to commissioning for the review and possible acceptance of Topeka Transit. The equipment warranty is not tied to the inclusion of a chemical / maintenance agreement.

Sincerely,



Joseph Barge



WOSBPR

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Barge, Kathleen || Duns : 788708589 || Johnson Enterprises - Johnson Wash Systems, LLC || 6132 Cottonwood Dr Whitmore Lake, MI 48189-9772

Search Result

Total Valid Files Found : 3

Document	Document Status	Document Type	Sourced Zip	Uploaded Date
JOHNSON ENTERPRISES-JOHNSON WASH SYSTEMS LLC Article of Incorporation.pdf	File Finalized	Articles of Incorporation		Jun-04-2015 [14:49:52]
KB US Passport.pdf	File Finalized	Unexpired passports		Jun-04-2015 [14:49:55]
WOSB Program Certification.pdf	File Finalized	Women-Owned Small Business Program Certification-WOSB Certification Form 2413 for WOSB		Jun-04-2015 [14:50:02]



It All Works Out In The Wash!

JOHNSON WASH SYSTEMS, LLC
WHITMORE LAKE MI 48189 USA

Phone: +1-734-827-4777

Email: sales@johnsonwashsystems.com

Fax: +1-877-537-1882

Website: www.johnsonwashsystems.com

Management:

CEO:

Kathleen Barge

VP Sales Engineering:

Joseph Barge

VP Product Development:

Joseph Barge / Randy Travis

Industry: *Heavy Vehicle Wash
Equipment Systems (Mining, Mass
Transportation, Train, Bus & Truck)*

Number of Employees: 12

Bank:

*Royal Bank of Scotland-Charter
One*

Law Firm:

*Burchfield, Park & Pollesch, P.C.
225 E Grand River Ave
Brighton MI 48116 USA*

Current Investors:

*Personal Funds, University of
Michigan Credit Union*

Use of Funds: *Product
development, manufacturing,
marketing/sales, distribution,
service support*

Business Description:

Johnson Wash Systems designs, engineers, supplies and services heavy vehicle wash and water reclamation systems. We strive to provide cost effective and sensible solutions using cutting edge technologies not normally seen in the vehicle wash industry. Our client list includes major corporations located around the world who value our unique and thoughtful solutions to everyday vehicle maintenance requirements.

Company Background:

Johnson Enterprises, established in 2006, was expanded and reorganized as Johnson Wash Systems in January 2013. Our goal is to pursue service and sales opportunities to fill the unmet needs of heavy wash equipment customers world-wide. The characteristics that set JWS apart from competitors are led by the knowledge and industry experience of VP Joseph Barge. During his long tenure with one of the industry's leading companies, he became unparalleled in being the resource for accurate assessment of customer requirements and procuring the correct equipment packages producing high quality systems which perform to and exceed client expectations. This resulted in company sales tripling in less than a 5 year period under his guidance and level of design and sales support. Decisions were made to apply his experience and commitment to JWS's vision of being the company that provides better quality, better pricing and the highest level of customer support available within the wash industry community. Our staff includes three Mechanical Engineers, two Autodesk Inventor professionals, two Solid Works professionals and an experienced and dedicated support staff for contract review and document creation. Kathleen has decades of experience in business management and customer retention techniques. Her business acumen is especially geared to cost effective administration with attention to all the details that our customers have come to expect and rely on.

Products/Services: JWS provides and services traditional wash equipment solutions, we also take care to provide advanced solution proposals and outline the significant cost saving and quality aspects of each solution type. With partners throughout North and South America, Asia, Australia, Africa and Europe, our service network is capable of providing remote and on site professional assistance around the world

Markets:

Johnson Wash caters to the mining, truck fleet and mass transit markets. There are relatively few companies that specialize in only heavy vehicle washing and water reclamation treatment. JWS is positioning itself to become the premier source for these requirements.

Financial Projections (Not audited):

	2016*	2017*	2018*
Revenue:	1,645	1,945	2,600
EBIT:	415	475	605

(Dollars in thousands)

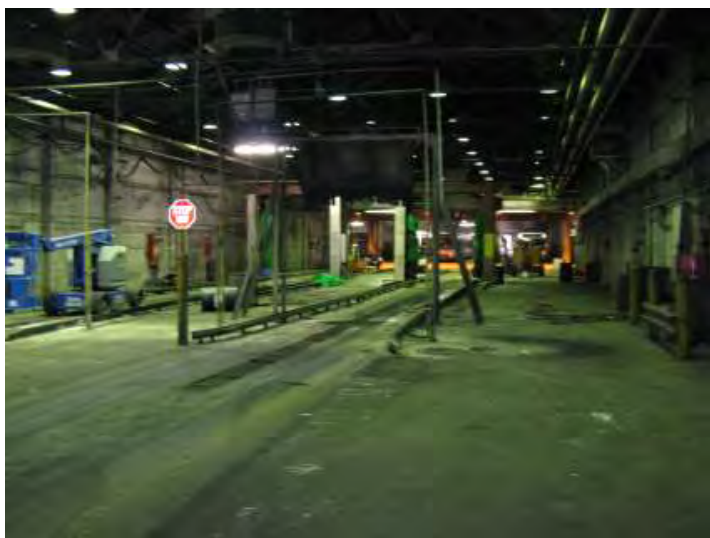
*Actual



JOHNSON ENTERPRISES – JOHNSON WASH SYSTEMS, LLC

Chicago Transit Retrofit Design Solution - 79th Street Garage

In order to install a working wash water reclaim system into the old wash bay it was decided that saw cutting, replacing drainage pipes and covering with a new 4" slab on top of the existing slab would be the long term solution to correcting this decades old issue. Not only was the drainage broken and there was no water reclaim, the bus wash simply did not clean the buses without constant breakage of vehicle parts and wash machine parts.



The existing 40 year old bus wash had trenching and drainage that was broken and leaking underslab instead of to the sludge pit leading to sanitary sewer.



CTA's and our engineers took the opportunity of fixing the water problems and combined it with the opportunity to correct the bus washing failures. The new bus wash has brushes that are stationary except for spinning, they do not move in to clean the front and rear, and are out of the wash lane when not washing a bus. This allows for any vehicle without flat sides to be washed using only the Touchless portion of the wash and not harm the vehicle or the vehicle wash. Front, Roof, Wheels and Rear of the buses are cleaned using proven touchless technology. In practice the Authority washes 250 buses each night and are able to clean their support fleet during the day, using an average of 140 gallons per bus, 105 gallons of that is recycled water. Support vehicles that are washed include passenger cars to cube vans and tow trucks.



JOHNSON ENTERPRISES – JOHNSON WASH SYSTEMS, LLC

John F. Kennedy International Airport - Swissport and MTA Repair Garage

The existing Ross and White wrap around brush bus wash was ancient and had improper drainage in the bus repair and maintenance area. The wrap around function was obsolete and was disabled due to excessive damage to bus mirrors. Our contract included the demolition and removal of that bus wash.



OLD ROSS AND WHITE BUS WASH

Johnson Wash Systems Engineers designed a Water Recycle and Treatment System on an existing slab in the Airport facility. The new design was implemented with almost no downtime to the area. The resulting trench and sump pit allows the Bus Wash to reuse 80% of the water used in the bus wash by using above ground tanks and filtration.



NEW JWS TRENCH AND RECLAIM DESIGN FOR EXISTING CONCRETE

The new bus wash equipment includes an RFID system to recognize each bus being washed and allows the owner to charge MTA for washing services and keep track of the Port Authority buses and how often they use the washbay. The new equipment also included a Blower Dryer System.



sales@johnsonwashsystems.com
734-827-4777 Office
877-537-1882 Fax

www.johnsonwashsystems.com
6132 Cottonwood Dr or PO BOX 0878
Whitmore Lake, MI 48189



JOHNSON ENTERPRISES – JOHNSON WASH SYSTEMS, LLC

REFERENCE LIST

Menomonee Falls Public Works Department

Jim Schneider

Superintendent of Parks/Public Works/Fleet Maintenance

Village of Menomonee Falls

W156 N8480 Pilgrim Road

Menomonee Falls WI 53051

JSchneider@menomonee-falls.org

262-532-4755

Equipment \$225,000 - Touchless Gantry Custom, Water Reclaim/Treatment, Adjustable Width Machine 9' - 16' to accommodate Snow Plows to Police Cars. Installed 2017, Ongoing Maintenance and Chemical Customer

Tappan Zee Bridge Constructors

Brian Triolo - www.ljcoppolainc.com

Project Manager

L.J. Coppola Inc.

40 Farrington Road

Brewster, NY 10509

914-769-7666

Equipment \$50,000 Chassis Wash Custom, Pressure Wash, Wands, Reels, Automatic Operations

Installed 2019 - 50HP 300GPM Chassis/20HP 10GPM HP Wash

Oyu Tolgoi Mongolia - Rio Tinto <http://ot.mn/>

Dmitri Sharov

Jacobs Engineering <https://www.jacobs.com/>

Oyu Tolgoi Underground Project | Package Engineer | Asia Pacific Industrial

+ 61.7.3026.7078

Equipment \$656,000 Mining Truck Wash/Water Reclamation and Treatment, 2 Systems

Engineer, Manufacture, Install 2018 thru 2020



Zeeland Farm Services, Inc® www.zfsinc.com

Travis Overway-Maintenance Supervisor

616-879-1793

2525 – 84th Avenue Zeeland, MI 49464

Phone: (800) 748-0595

travis@zfsinc.com

Equipment \$180,000 Touchless Drive Through Truck Wash, Automatic - HP Manual Wash Stations

Installed 2017 Ongoing Maintenance Customer

sales@johnsonwashsystems.com

734-827-4777 Office

877-537-1882 Fax

www.johnsonwashsystems.com

PO BOX 0878

Hamburg, MI 48139



JOHNSON ENTERPRISES – JOHNSON WASH SYSTEMS, LLC

REFERENCE LIST

John F. Kennedy Airport Bus Services www.swissport.com

Robert S. McGregor Jr.
Manager Operations Administration
Swissport USA C/O JFK Airport
Building 141
Jamaica, NY 11430
bob.mcgregor@swissport.com

Office: (718) 656-1204

Cell: (917) 859-6572

Equipment \$280,000 - Project \$550,000 included Concrete, Electrical, Mechanical and Site Permits-
Installed 2016 - Ongoing Maintenance and Chemical Customer
Drive Through Bus Wash with Water Reclamation/Treatment-Friction/Touchless/
2Step Chemical/Blower Dryers/Double Guide Rails/RFID Authorization System

Eastown Distributors www.eastown.com

James Quasarano
President
14400 Oakland Avenue
Highland Park, MI 48203
jimquasarano@att.net
313-867-6900

Equipment \$120,000 - 2 Brush Gantry, High Pressure Front/Rear, Chassis Wash Delivered/Installed
Including Mechanical and Electrical - Installed 2016

Port Authority Allegheny County - Pittsburgh <https://www.portauthority.org/>

John M. Murphy
Sr. Engineering Technician
Technical Support & Capital Programs
Port Authority of Allegheny County
345 Sixth Avenue Floor 3
Pittsburgh, PA 15222-2527
Phone: 412-566-5236
JMurphy@PortAuthority.org


\$200,000 Bus Wash Rehabilitation - Gantry Systems Brushes/Controls, Drive Through Systems
Controls/Equipment-Various Locations

2014 thru 2018 - PowerRail Subcontractor <http://www.epowerrail.com/>

Joe Ximenez – PowerRail, Inc. – Asst. VP Sales, Transit
205 Clark Road • Duryea, Pa. 18642
Office: 570-883-7005 Mobile: 908-310-4258

sales@johnsonwashsystems.com
734-827-4777 Office
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PO BOX 0878
Hamburg, MI 48139

A photograph of an industrial water treatment facility. Two large vertical tanks are the central focus. The tank on the left is white plastic, and the one on the right is stainless steel. Both are connected to a complex network of white and metal pipes. A pump is visible at the bottom right, connected to the stainless steel tank. The background shows a concrete wall with more piping and a wooden ladder leaning against it. The floor is dark and reflective.

300 GALLONS PER
MINUTE CAPABLE
ABOVE GROUND
WATER RECYCLE
AND TREATMENT

STAINLESS STEEL
TANK AND FILTER ASSEMBLY







PRICE QUOTE

General

\$132,125 Equipment
\$ 10,500 Delivery, Install and Training
\$ 18,400 Site Trades Work

Cost of Bus Wash System \$ 161,025.00

Optional Dryer System Installed and operational: \$ 68,922.50

Optional Water Reclaim / Water Recycling System Concrete Site Work: \$16,000
\$32,102 \$ 48,102.00

Total Cost \$ 278,049.50

Estimated Project Start Date 10 DAYS ARO

Estimated Project Completion Date 120-150 DAYS Upon Acceptance of Plans

Warranty

Warranty Length 2 YEARS

Warranty Coverage PARTS

Extended Warranty Cost (per year) \$ 3600/YEAR

Maintenance Service Agreement (per year) \$ 10,500
4 Service Visits, Includes Extended Warranty

Topeka Metro is tax exempt and will obtain a Project Exemption Certificate from the Kansas Department of Revenue. Do not include sales tax in your proposed price.

BUY AMERICA CERTIFICATION

Proposer will certify either compliance or non-compliance, not both. This certification must be submitted with the proposer's response.

Certificate of Compliance with 49 USC 5323(j)

The bidder hereby certifies that it will meet the requirements of 49 USC 5323(j), and the applicable regulations in 49 CFR Part 661 and any amendments thereto.

Signature: _____

Name & Title: Joseph Barge, Vice President of Sales

Company: Johnson Wash Systems, LLC

Date: October 7, 2019

Certificate of Non-Compliance with 49 USC 5323(j)

The bidder hereby certifies that it cannot comply with the requirements of 49 USC 5323(j) and 49 CFR 661.5, but it may qualify for an exception pursuant to 49 USC 5323(j)(2)(A), 5323(j)(2)(B), or 5323(j)(2)(D), and 49 CFR 661.7.

Signature: _____

Name & Title: Joseph Barge, Vice President of Sales

Company: Johnson Wash Systems, LLC

Date: October 7, 2019

DISADVANTAGED BUSINESS ENTERPRISES (DBE) CERTIFICATION

This contract is subject to the requirements of Title 49, Code of Federal Regulations, Part 26, *Participation by Disadvantaged Business Enterprises in Department of Transportation Financial Assistance Programs*. The national goal for participation of Disadvantaged Business Enterprises (DBE) is 10%. Metro's overall 2019-2021 goal for DBE participation is 2.00%; the race neutral goal is 1.12%, and the race conscious goal is 0.88%. There is no contract goal for this procurement.

The contractor shall not discriminate on the basis of race, color, national origin, or sex in the performance of this contract. The contractor shall carry out applicable requirements of 49 CFR Part 26 in the award and administration of this DOT-assisted contract. Failure by the contractor to carry out these requirements is a material breach of this contract, which may result in the termination of this contract or such other remedy as Metro deems appropriate. Each subcontract the contractor signs with a subcontractor must include the assurance in this paragraph (see 49 CFR 26.13(b)).

The contractor is required to pay its subcontractors performing work related to this contract for satisfactory performance of that work no later than 30 days after the contractor's receipt of payment for that work from Metro.

The contractor may not hold retainage from its subcontractors.

The contractor must promptly notify Metro, whenever a DBE subcontractor performing work related to this contract is terminated or fails to complete its work, and must make good faith efforts to engage another DBE subcontractor to perform at least the same amount of work. The contractor may not terminate any DBE subcontractor and perform that work through its own forces or those of an affiliate without prior written consent of Metro.

Signature: _____



Name and Title: Joseph Barge, Vice President of Sales

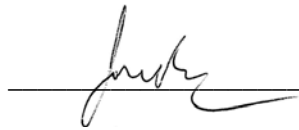
Company Name: Johnson Wash Systems, LLC

Date: October 7, 2019

FLY AMERICA CERTIFICATION

The Contractor agrees to comply with 49 U.S.C. 40118 (the "Fly America" Act) in accordance with the General Services Administration's regulations at 41 CFR Part 301-10, which provide that recipients and sub-recipients of Federal funds and their contractors are required to use U.S. Flag air carriers for U.S. Government-financed international air travel and transportation of their personal effects or property, to the extent such service is available, unless travel by foreign air carrier is a matter of necessity, as defined by the Fly America Act. The Contractor shall submit, if a foreign air carrier was used, an appropriate certification or memorandum adequately explaining why service by a U.S. flag air carrier was not available or why it was necessary to use a foreign air carrier and shall, in any event, provide a certificate of compliance with the Fly America requirements. The Contractor agrees to include the requirements of this section in all subcontracts that may involve international air transportation.

Signature: _____



Name and Title: Joseph Barge, Vice President of Sales

Company Name: Johnson Wash Systems, LLC

Date: October 7, 2019

LOBBYING CERTIFICATION

The undersigned contractor certifies, to the best of his or her knowledge and belief, that:

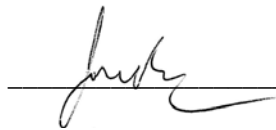
(1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan or cooperative agreement.

(2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for making lobbying contacts to an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions. See 49 CFR 20.100.

(3) The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31 USC. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure. [Note: Pursuant to 31 USC 1352(c)(1)-(2)(A), any person who makes a prohibited expenditure or fails to file or amend a required certification or disclosure form shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such expenditure or failure. See 49 CFR 20.400.]

The undersigned contractor certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 USC 3801, et seq, apply to this certification and disclosure, if any.

Signature: _____



Name and Title: Joseph Barge, Vice President of Sales

Company Name: Johnson Wash Systems, LLC

Date: October 7, 2019

NON-COLLUSION CERTIFICATION

This is my sworn statement to certify that this proposal was not made in the interest of or on behalf of any undisclosed entity. This proposal is not collusive.

This proposer has not been a party to any agreement or collusion in restraint of freedom of competition by agreement to bid a fixed price, to refrain from bidding, or otherwise. This proposer has not, directly or indirectly, by agreement, communication or conference with anyone, attempted to induce action prejudicial to the interest of Topeka Metropolitan Transit Authority, or of any proposer, or anyone else interested in the proposed contract.

Signature: _____

Name and Title: Joseph Barge, Vice President of Sales

Company Name: Johnson Wash Systems, LLC

Date: October 7, 2019

SUSPENSION / DEBARMENT CERTIFICATION

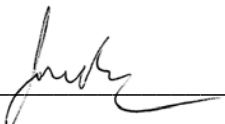
In regard to 2 CFR Parts 180 and 1200

In accordance with 2 CFR Parts 180 and 1200, the contractor is required to verify that none of its principals or affiliates:

- 1) is included on the federal government's suspended and debarred list;
- 2) is proposed for debarment, declared ineligible, voluntarily excluded or disqualified;
- 3) within three years preceding this proposal, has been convicted of or had a civil judgment rendered against them for (a) commission of fraud or criminal offense pertaining to performing a public transaction, (b) violation of any federal or state antitrust statute, or (c) embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;
- 4) is indicted or charged by a governmental entity for any of the charges in 3) above; and
- 5) has had any public transaction terminated for cause or default within three years preceding this proposal.

The contractor is required to include this requirement in any subcontracts related to this contract.

By signing and submitting its proposal, the proposer certifies that the certification in this clause is a material representation of fact relied upon by Metro. If it is later determined that the proposer knowingly rendered an erroneous certification, in addition to remedies available to Metro, the Federal Government may pursue available remedies, including but not limited to suspension and/or debarment. The proposer agrees to verify that none of its principals or affiliates is included on the federal government's suspended and debarred list at any time throughout the period of this contract. The proposer further agrees to include a provision requiring the same compliance in its subcontracts related to this contract.

Signature: 

Name and Title: Joseph Barge, Vice President of Sales

Company Name: Johnson Wash Systems, LLC

Date: October 7, 2019