

May 14, 2025

Purchasing  
City Hall Room 120  
411 West 1st Street  
Duluth, MN 55802



Building a Better World  
for All of Us®

## RE: Engineering Services for 2026 Lead Service Line Replacements (RFP# 25-AA15)

Dear Members of City Staff:

The City of Duluth's Lead Service Line Replacement Projects in Spirit Valley, Denfeld, Central Hillside 2, Endion, and East Hillside 1 neighborhoods are a continuation of the City's commitment to providing safe drinking water for your residents. Given this crucial need, sustained efforts to replace lead pipes **require a proven consultant partner that can offer the resources and qualified personnel** to lead data collection and design services.

Short Elliott Hendrickson Inc. (SEH®) appreciates the opportunity to continue to work with you on this vital initiative. **We have completed similar projects for the City** in Lincoln Park and other areas in Minnesota and Wisconsin, with minimal disruption to residents. We are committed to partnering with you to pursue one of the five projects you have identified.

Our familiarity both with the City and with lead service line replacements more broadly means our team understands the specific challenges and requirements of this project. We have developed our approach accordingly. Based on our understanding of the RFP and our previous experience, we have identified the following critical success factors for this lead service replacement project:



- o **Offering the capacity and depth of resources** to complete the work on schedule and within budget
- o **Following a standardized process** to deliver consistent, reproducible, and trackable results
- o **Utilizing a project controller** for communication with homeowners, minimizing frustrations from lack of project awareness
- o **Providing experienced construction staff** who can identify the necessary basement modifications and who are personable and respectful when interacting with residents

Dan Hinzmann will serve as our project manager. Dan's strong design background and familiarity with the City is well suited for this next phase of your program. **Dan will build on his experience in delivering a previous phase of work** for this project and guide the team to a streamlined success. Dan will lead a team of qualified and experienced professionals who will follow the successful approach that we have established on previous lead service replacement projects.

We are ready to get back to work and help you improve the safety and well-being of your residents. Please do not hesitate to **contact Dan at 218.279.3034 or dhinzmann@sehinc.com** if you have any questions or would like additional information.

Respectfully submitted,



  
**MATT BOLF PE (MN)**  
**PRINCIPAL IN CHARGE**



  
**DAN HINZMANN PE (MN)**  
**PROJECT MANAGER**

**"We have the experience, expertise, and capacity  
to deliver this project. We are committed to  
providing safer drinking water to Duluth."**

Engineers | Architects | Planners | Scientists

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