



To: City Council

From: Danny Paul, Public Works Director

CC: Carl Ray, Water & Wastewater Director

Date: July 17, 2025

Re: Sole Source Justification for Dissolved Air Flotation (DAF) Drain Pump Replacement

The city's current policy does not address sole sourcing when a commodity is desirable to achieve standardization and compatibility with existing equipment to satisfy a critical operational need. The Water Department has a budget of \$50,000 for the purchase and installation of two new Dissolved Air Flotation (DAF) drain pumps at the Water Treatment Plant. There are no state or federal funds associated with the project. This memorandum serves to justify the sole source procurement of two new Flygt pumps manufactured by Xylem Inc. and to seek approval from City Council to authorize the sole source purchase of the requested pumps.

The pumps are required to support ongoing operations at the treatment plant where system compatibility, performance reliability, and service continuity are essential. The current pumps were purchased and installed in 2008 via a competitive bid process and only a few years later those pumps, and replacement parts for them, became obsolete. One of the pumps has become inoperable and the other does not meet performance standards, and both need to be replaced.

The new pumps must meet the following requirements:

- High-efficiency, non-clog impeller design
- Continuous duty rated motor
- Compatibility with existing pump control panels and mounting rails
- Local service support and access to spare parts
- Within budget

Based on technical and operational requirements, Xylem's Flygt pumps are the only known pumping system that meets the unique needs of the treatment plant. The Water Department already has many Flygt pumps throughout the system, staff are experienced in operating and maintaining this manufacturers' pumps, and all the Flygt pumps in operation have met or exceeded the typical useful life with replacement parts still available.



Justification:

1. **Technical Compatibility:** To limit the scope of the project the selected pumps must integrate seamlessly with existing infrastructure (rails, guide systems, control units, SCADA, etc.). Selecting a pump brand solely on a low bid process could require significant retrofit modifications and added cost.
2. **Proprietary Design and Performance:** Xylem's Flygt pumps incorporate proprietary N-technology, which provides self-cleaning hydraulic performance and superior energy efficiency. These features are not offered in competitor products to the same standard or reliability.
3. **Sole Manufacturer and Local Support:** Xylem, Inc. is the original equipment manufacturer of Flygt pumps and the sole source for these proprietary units. They provide factory authorized installation assistance, startup, and service support through their authorized representative.
4. **Operational Continuity and Standardization:** Using a non-Flygt pump would compromise system standardization, require additional staff training, and increase spare parts inventory leading to higher lifecycle costs and potential downtime during critical operations.

A review of alternative pump manufacturers (e.g., KSB, Grundfos, Sulzer) confirmed that no other vendor offers a pump with full compatibility and the required performance standards. Flygt pumps are the only viable option that avoids costly modifications and ensures long-term service and continuity.

The estimated cost of the Flygt pumps, including ancillary equipment and support services, is under \$50,000 for both pump assemblies. This includes delivery, installation assistance, warranty, and commissioning support.

If the Flygt pumps cannot be procured, and a competitive low bidding process is followed, the treatment plant may face extended downtime due to infrastructure retrofit work, increased installation and training costs, risk of operational failure due to unproven component compatibility, and deviation from standardized equipment.

Given the technical requirements, proprietary features, and sole source nature of the Flygt pumps from Xylem Inc., I recommend approval of this sole source procurement. This memorandum demonstrates that the Flygt pumps are desirable due to their Uniqueness, Compatibility, Standardization, and is in the best interest of the City of Craig and protecting its Water Treatment Plant assets.