



City of Tacoma

Date: January 10, 2018

To: Patsy Best, Procurement and Payables Division Manager

From: Judith F. Scott
ES Division Manager/ES Operations and Maintenance Division

Subject: Waiver of Competitive Solicitation Request
 Sole Source Purchase – TMC 1.06.257.A
 Not Practicable to Bid – TMC 1.06.257.B
Fairbanks Nijhuis Manufactured Pumps, Parts and Repair Services from Granich Engineered Products, Inc

Please forward for Board of Contracts and Awards review and recommendation.

The Environmental Services/Operations & Maintenance Division requests a waiver of the competitive solicitation process for Fairbanks Nijhuis Manufactured Pumps and Parts from Granich Engineered Products Inc. The vendor is **Granich Engineered Products Inc., North Bend, WA**.

“Follow-on” Contracts:

Is this purchase based on a previous competitive solicitation conducted by the City or other agency? If yes, provide the contract information, specification number, etc., and explain the relationship of this request to the previous contract.

Yes. Construction of City pump stations were competitively bid with Fairbanks Nijhuis (formerly Fairbanks Morse) pumps installed as part of each pump station specification. Grandview and Memorial Park pump stations: Specification G-222-89, approved by Purchase Resolution No. 35022 on July 25, 1989; Fircrest Bypass Pump Station: Specification G-237-91, approved by Purchase Resolution No. 31456 on September 17, 1991; Lincoln Ave Bridge Pump Station: Specification G-218-00, approved by Purchase Resolution No. 34824 on June 27, 2000; Wingate Pump Station: Specification PW06-0069F, approved by Purchase Resolution No. 36821 on April 4, 2006; Central Treatment Plant Influent Pump Station: Specification G-030-85, in conjunction with Phase II of the Secondary Treatment Facility Construction, approved by Resolution No. 29059 on January 28, 1986; and Pump Station 4102: Specification PW12-0045F, approved by Purchase Resolution No. 38577 on December 4, 2012.

Waiver Criteria:

1. Is there more than one feasible supplier of the product or service in the marketplace? Yes
If “yes”, such certification should be from the manufacturer (not the authorized distributor) and attached. The certification should describe what the product or service is and the relationship between the manufacturer and authorized distributor.

If No , briefly explain.

Granich Engineered Products, Inc., is the exclusive representative for Municipal Sales and an

authorized service and repair facility for Fairbanks Nijhuis pump products for Washington, Oregon, and northern Idaho.

2. Support your contention that it would be futile to advertise and competitively bid the product/service.

Granich Engineered Products, Inc. is the exclusive factory authorized distributor of Fairbanks Nijhuis. See attached letter.

3. Describe the screening efforts made to identify potential suppliers.

We contacted Fairbanks Nijhuis and inquired if there were any factory authorized distributors for Fairbanks Nijhuis pumps for the Tacoma area. We were advised that Granich Engineered Products, Inc. is the exclusive factory authorized distributor. See attached letter.

4. Describe any technical or unique product/service attributes that prevent drafting specifications for a competitive solicitation to which more than one supplier could successfully respond.

We were advised by Fairbanks Nijhuis that the purchase of parts from a distributor other than Granich Engineered Products, Inc. may not be genuine Fairbanks Nijhuis parts and would not be warrantied.

5. Reference the example line item in the Purchasing Policy that best fits this request.

Purchasing Policy Section XXI.B.2.a&c.

6. Describe the efforts made to assure that the City is receiving the lowest or best price possible.

Granich Engineering Products Inc. offers the City of Tacoma, "quoted prices reserved for our very best customers". See attached letter.

7. Is this a one-time purchase? Yes No Total amount: \$_____, plus applicable sales tax. If "no," estimated total dollar amount over contract term as allowed per waiver of competitive solicitation procedure: \$577,000.00, plus applicable sales tax

8. Waiver includes freight and authorization for up to 10 percent contingency where a good faith estimate is provided. Any increase beyond the 10 percent contingency requires authorization.

The total amount authorized including contingency shall not exceed \$200,000 without approval by the Public Utility Board or City Council, as appropriate.

9. **Other supporting documentation attached?** Yes No

10. Funds for this purchase are available in the Wastewater Fund 4300.

11. **PROJECT COORDINATOR:** Wayne Reed, ES O&M Division, 253-502-2137

Buyer Justification Notes: A three-year Sole Source Waiver was previously approved July 8, 2014; SAP contract 4600010421. Per the documentation provided by the manufacturer and

distributor and as allowed by the Purchasing Policy Manual, I concur that this waiver is justified and recommend approval.