



**Contract and Award Letter
Purchase Resolution – Exhibit “A”**

TO: Board of Contracts and Awards
FROM: Ramiro A. Chavez, P.E. PgMP, Director, Environmental Services
Josiah Rowell, Warehouse Supervisor, Operations & Maintenance
COPY: City Council, City Manager, City Clerk, EIC Coordinator, LEAP Coordinator, and
Stan Rowden II, Senior Buyer, Finance/Procurement
SUBJECT: Upgrade/Retrofit Flowserve Influent Pump Units at the North End Treatment
Plant – Sole Source Waiver, Specification No. SR5157373948 – July 22, 2025
City Council
DATE: July 1, 2025

Initial DS
GMS RL

RECOMMENDATION SUMMARY: The Environmental Services Department (ES) recommends a contract be awarded to Apsco, LLC, Redmond, WA, in the amount of \$1,460,540 plus applicable taxes, budgeted from ES Wastewater Fund 4300, for the purchase of components to upgrade and retrofit three Flowserve Influent Pump units at the North End Treatment Plant (NETP).

STRATEGIC POLICY PRIORITY:

- Strengthen and support a safe city with healthy residents.
- Assure outstanding stewardship of the natural and built environment.
- Encourage and promote an efficient and effective government, which is fiscally sustainable and guided by engaged residents.

The recommended upgrade of the NETP influent sewage pumps supports the City's commitment to provide a safe and healthy community by ensuring continued, reliable wastewater treatment services. A fully operational treatment plant safeguards public health, protects the natural environment, and upholds regulatory standards. Retrofitting existing pump units with upgraded components is fiscally responsible and environmentally sustainable -minimizing material waste, reducing costs, and extending the life of critical infrastructure.

BACKGROUND: The NETP currently uses three 125 horsepower Flowserve-branded pumps, manufactured in 1967, to convey raw sewage from the City's collection system into the facility for treatment. Due to the age and condition of these pumps, a replacement is necessary to ensure continued reliable operation. Analysis of the available options has taken place and Environmental Services staff has concluded an upgrade/retrofit of the existing pump infrastructure is the only viable course of action, considering the cost and service disturbance inherent in fully replacing the current pump units.

ISSUE: This project addresses the possibility of influent system failure at NETP and ensures continued, reliable plant operations.

ALTERNATIVES: Environmental Services staff conducted a thorough analysis of possible alternatives, examining the possibility of replacing existing Flowserve pump units with new units from Vaughan, Cornell, or Fairbanks Nijhuis. Following this analysis, it was determined that, although pumps from Flowserve are comparable in price to other units, the ancillary upgrades necessary to install any other manufacturer's pump units would be cost-prohibitive and result in an untenable timeframe for the project.



COMPETITIVE ANALYSIS: Upgrading and retrofitting the existing Flowserve pump housings and volutes with new motors and internal components represents a significant cost, time, and engineering savings over a complete replacement of the pump units. The pipe system at NETP is specifically designed to fit the existing Flowserve pumps, which have been in reliable service for over 50 years. Re-engineering of the flow system and significant structural changes would need to be made to accommodate pumps from a different manufacturer. As such, it would be futile to solicit competitive bids as Apsco, LLC is the sole regional distributor of Flowserve pump components for municipal wastewater applications in Washington and Oregon.

CONTRACT HISTORY: New contract.

SUSTAINABILITY: This upgrade prioritizes sustainability by reusing existing pump housings and components that are still functional, which extends the system’s lifespan and reduces material waste.

EQUITY IN CONTRACTING (EIC) COMPLIANCE: Not applicable - EIC Exception: Sole Source Waiver.

LOCAL EMPLOYMENT AND APPRENTICESHIP TRAINING PROGRAM (LEAP) COMPLIANCE: Not applicable.

FISCAL IMPACT:

EXPENDITURES:

FUND NUMBER & FUND NAME	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
ES Wastewater Fund 4300	ENV-00099-08-06	5642500	\$1,460,540
TOTAL			Up to \$1,460,540

REVENUES:

FUNDING SOURCE	COST OBJECT (CC/WBS/ORDER)	COST ELEMENT	TOTAL AMOUNT
ES Wastewater Fund 4300	523900	4343150	(\$1,460,540)
TOTAL			Up to (\$1,460,540)

FISCAL IMPACT TO CURRENT BIENNIAL BUDGET: \$1,460,540

ARE THE EXPENDITURES AND REVENUES PLANNED AND BUDGETED? Yes

IF EXPENSE IS NOT BUDGETED, PLEASE EXPLAIN HOW THEY ARE TO BE COVERED. N/A

Waiver of Competitive Solicitation

Sole Source/Not Practicable to Bid

☒ Sole Source Purchase – TMC 1.06.257.A ☐ Not Practicable to Bid – TMC 1.06.257.B

SR5157373948

Environmental Services Operations and Maintenance Division requests a waiver of the competitive solicitation process for the purchase of Flowserve pump components that will be used to complete a major rebuild and retrofit of existing Flowserve pumps at the North End Treatment Plant (NETP).

This is a one-time, project-specific request. ES staff have determined that the only feasible option is to replace the vital internal components of existing Flowserve pumps, which were manufactured in 1967. Due to plant infrastructure, the nature of the retrofit, and the demonstrated reliability of the existing units; replacing the existing pumps with units from a different manufacturer would incur undue engineering, cost, and delays to the project.

Apsco, LLC in Redmond, WA is the sole regional distributor for Flowserve products in Washington and Oregon. As such, seeking alternative sourcing for Flowserve pumps components is not possible. The most recent quoted price for the required components is \$1,168,432. Operations and Maintenance is estimating a potential aggregate amount of \$1,460,540 representing this quoted amount with an additional 25% to account for possible changes in tariffs, freight costs, and manufacturing availability. Approval of this request constitutes a waiver of further competitive solicitation for amendments to the subject contract provided that any such amendment(s) shall be signed by personnel as authorized in the Delegation of Procurement Signature and Approval Authority memorandum. Contract totals shall not exceed \$500,000 without City Council or Public Utility Board approval as appropriate.

“Follow-on” Contracts:

Provide any historical contract information, specification number, etc., and explain the relationship of this request to any previous contracts:

N/A

Waiver Criteria:

1. Per Purchasing Policy Manual Section XXI., this purchase is justified as a Sole Source or Not Practicable to Bid for the following reason(s):

Sole Source:

- ☒ Supplies or services that only one supplier is capable of providing or authorized to provide.
- ☒ Items required in order to function with existing equipment, systems, programs, or services.
- ☐ Products, systems, information, or services that are subject to patent or other proprietary use rights.
- ☐ Security requirements or information mandates that limit procurement from only a single supplier.

Waiver of Competitive Solicitation

Sole Source/Not Practicable to Bid

2. Support your contention that it would be futile to advertise and competitively solicit the product/service. Include any technical or unique product/service attributes that prevent drafting specifications for a competitive solicitation to which more than one supplier could successfully respond.

NETP uses three 125 horsepower Flowserve-branded pumps, manufactured in 1967, to convey raw sewage from the city's collection system into the facility for treatment. Due to the age and condition of these pumps, a replacement is necessary to ensure continued reliable operation. Upgrading and retrofitting the existing Flowserve pump housings and volutes represents a significant cost, time and engineering savings over a complete replacement of the pump units. The pipe system at NETP is specifically designed to fit the existing Flowserve pipes, which have been in reliable service for over 50 years. Re-engineering of the flow system and significant structural changes would need to be made to accommodate pumps from a different manufacturer. As such, it would be futile to solicit competitive bids as Apsco, LLC is the sole regional distributor of the aforementioned Flowserve pump components in Washington and Oregon.

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

Environmental Services staff conducted a thorough analysis of possible alternatives, examining the possibility of replacing existing Flowserve pump units with new units from Vaughan, Cornell, or Fairbanks Nijhuis. Following this analysis, it was determined that, although pumps from Flowserve are comparable in price to other units, the ancillary upgrades necessary to install any other manufacturer's pump units would be cost-prohibitive and result in an untenable timeframe for the project.

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

As noted above, the cost of upgrading and retrofitting the existing Flowserve pumps is well below that of replacing them with new units from another manufacturer.

5. Is this a one-time or on-going purchase?

☒ One-time. Estimated one-time cost, including shipping: \$1,460,540 plus applicable sales tax.

Funding: Funds for this purchase are available in Fund 4300.

EIC Consideration: Describe below the efforts to ensure, where appropriate, that you have checked the [OMWBE website](#) of EIC firms for contracting opportunities.

Environmental Services/Operations and Maintenance Division checked the Washington State OMWBE website for opportunities to contract with OMWBE firms on May 8th, 2025. There are no OMWBE firms registered for this category of work at this time.

Waiver of Competitive Solicitation

Sole Source/Not Practicable to Bid

Project Coordinator: Alden Jones, Environmental Services/Operations and Maintenance Division, 253-502-2148



AUTHORIZATION LETTER

August 14, 2024

Matt Torrey
City of Tacoma
747 Market Street
Tacoma, WA 98402
Phone: 253-591-5000

Dear Matt Torrey:

This letter is to hereby acknowledge that Apsco LLC., with offices at 14780 NE 95th St. Redmond, WA 98052 United States is recognized by Flowserve US Company. ("Flowserve") as the sole authorized water sales representative of Flowserve Pump Products for the City of Tacoma, WA.

Apsco LLC, is authorized to promote sales, receive inquiries, and present quotations for the products within the markets and territories specified in the attached **PRODUCTS, MARKETS, and TERRITORY LIST**. For the avoidance of doubt, this does not include mechanical seals.

This authorization letter is valid until August 13, 2025 or until earlier revoked by Flowserve.

Regards,

DocuSigned by:

A blue ink signature of Stephanie Ruttman, written in a cursive style, enclosed within a blue rectangular border.

BEC9057671134B5...

Stephanie Ruttman
Contracts and Channel Partner Manager

PRODUCTS, MARKETS, and TERRITORY LIST

PRODUCTS	
Description	
Industrial	Engineered
General Purpose Pumps - Horizontal Single Stage Close Coupled General Purpose Pumps - Horizontal Single Stage Frame Mounted General Purpose Pumps - Vertical Single Stage In-Line General Purpose Pumps - Vertical Single Stage Sump General Purpose Pumps - Horizontal Axially Split Single Stage <=12" General Purpose Pumps - Horizontal Axially Split Multistage - Light Duty General Purpose Pumps - Segmental Ring - Light Duty General Purpose Pumps - Composite Medium Duty Process Pumps - Medium Duty (Non API) Process Pumps Medium Duty Process Pumps - ANSI/ASME Metallic Sealed Medium Duty Process Pumps - ANSI/ASME Non-Metallic Sealed Medium Duty Process Pumps - Sealless Chemical Ansi Metallic Medium Duty Process Pumps - Paper Stock / High Capacity End Suction Medium Duty Process Pumps - Sewage (Or Waste Water) Treatment Medium Duty Process Pumps - ANSI/ASME Sealless Nonmetallic Abrasive Solids Pumps - Rubber Lined Abrasive Solids Pumps - Hard Metal Abrasive Solids Pumps - Horizontal Abrasive Solids Pumps - Vertical Abrasive Solids Pumps - Submersible General Purpose Vertical Turbine Pumps - <30" General Purpose Vertical Turbine Pumps - Canned <30" Gear Pumps INNOMAG Horizontal Pumps - Horizontal Axial Flow Twin Screw Vacuum - Liquid Ring Vacuum Standard, Special, Gas Ejector Vacuum - Liquid Ring Vacuum Compressor Vacuum - Liquid Ring Vacuum Systems Vacuum - Dry Vacuum - SIHlboost General Purpose - Side Channel Pumps General Purpose - Horizontal / Vertical Single Stage & Multistage Special Medium Duty Process - ISO/DIN Metallic Sealed Medium Duty Process - ISO/DIN Metallic Sealless Medium Duty Process - Horizontal End Suction - Thermal Medium Duty Process - Segmental Ring All other - Sludge Mixer	Horizontal Pumps - Horizontal Axially Split Single Stage >Than 12" Horizontal Pumps - Horizontal Axially Split Heavy Duty Single Stage Steel Horizontal Pumps - Segmental Ring Multistage - Heavy Duty Horizontal Pumps - Horizontal Axially Split Multistage - Heavy Duty Horizontal Pumps - Barrel Multistage General Purpose Vertical Turbine Pumps - =>30" General Purpose Vertical Turbine Pumps - Canned => 30" Vertical Pumps - Double Suction & Double Suction Canned Concrete Volute Pumps Integrated Solutions Operations Vacuum - Dry Vacuum - SIHldry All other - HALBERG
Product specifically EXCLUDED from this Agreement : BJ Submersible Pumps and Motors are excluded , except when prior approval received from Flowserve management on specific projects . Integrated Solutions Operations Products except: 1. Beacon, TAM and 103 TAM 2. Technical and System Assessments when approved on a case basis by the ISO group and regional sales . 3. Wireless Products when approved on a case basis by the ISO group and regional sales . Lawrence Products	

Geographic Area Covered:

The following is a listing of the geographic areas covered by this Agreement.	
Included Countries	Region, State, Parrish, or Province
United States	STATES OF: OREGON, WASHINGTON, COLORADO, WYOMING, AND HAWAI IDAHO COUNTIES OF: Ada, Adams, Benewah, Boise, Bonner, Boundary, Canyon, Clearwater, Elmore, Gem, Kootenai, Letah, Lewis, Nez Perce, Owyhee, Payette, Shoshone, Valley, Washington MONTANA COUNTIES OF: Flathead, Lake, Lincoln, Mineral, Missoula, Sanders

Market Segments covered or excluded from this agreement:

Market Segment	Included	Excluded
Chemical		X
Petroleum Refining		X
Pulp & Paper		X
Oil & Gas Production		X
Mining		X
Primary Metals		X
Food and Beverage		X
Power Generation		X
Nuclear Power Generation		X
Pipelines		X
Water and Sewerage	X	
Marine		X
Original Equipment Manufacturers		X
SOE (State Owned Entity) / Government Entity		X
Export Firms (1)		X
Other Included:		
N/A	X	
Other Excluded:		
N/A		X

(1) Flowserve US Inc corporate policy requirement for export control & International pricing program management.

**Note this is the geographical territory, but there may be specific market and account inclusions /exclusions in the Agreement not listed here