



THE CITY OF SANTA FE

MEMORANDUM

DATE: September 14, 2021

TO: Fran Dunaway, Purchasing Officer

VIA: Mike Dozier, WWMD Director MD

FROM: Efren Morales, WWM Plant Superintendent EM

ITEM

Representative/Distributor James, Cooke and Hobson, Inc. (JCH) for Sole Source Procurement in the amount of \$656,306.51

BACKGROUND AND SUMMARY

The Wastewater Management (WWM) Division is requesting approval of Sole Source procurement for James, Cooke and Hobson, Inc. (JCH) in Albuquerque as the authorized representative/distributor for service, repair or the procurement of Netzsch and Flygt pumps and/or mixers and their electrical, instrumentation and mechanical parts, including control panels and cabinets.

The Paseo Real Water Reclamation Facility (PRWRF) has several Netzsch and Flygt Pumps That need replacement and others that need repair. JCH has provided a quote for several replacement pumps in the amount of \$656,306.51. These pumps are essential for the proper day-to-day operation of our facility.

ACTION REQUESTED

The WWM Division, PRWRF respectfully requests approval of sole source procurement through James, Cooke and Hobson, Inc. in the amount of \$656,306.51 for fiscal year 2021-2022.

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☒ Approved:

☐ Disapproved: Fran Dunaway
Fran Dunaway (Sep 20, 2021 08:12 MDT)

Fran Dunaway, Purchasing Officer

Sep 20, 2021

Date

ATTACHMENTS:

1. JCH Vendor Letters from:
 - Xylem Water Solutions for Flygt Products
 - Netzsch

SOLE SOURCE REQUEST AND DETERMINATION FORM

This form must be forwarded to the Purchasing Officer for the City of Santa Fe Purchasing Office for processing.

Date: 9/14/2021

Prepared By: Efren Morales

Title: WWM Plant Superintendent

Vendor Name: JCH Incorporated

Address: 3810 ACADEMY PARKWAY S NE

City: ALBUQUERQUE

State: NM

Zip Code: 87109-4453

Description of Good/Service to be Procured:

Estimated Cost: \$656,306.51

Term of Contract: 5-1-2021

1. Explain why this is the only available source that can meet the needs of your department.

James, Cooke and Hobson, Inc. (JCH) in Albuquerque is the only authorized representative/distributor for service, repair or the procurement of Sanitaire Aeration Equipment, Gardner Denver Hoffman Blowers, Netzsch and Flygt pumps and/or mixers and their electrical, instrumentation and mechanical parts, including control panels and cabinets.

When the buildings were originally built they were designed and constructed specifically to work with these style of pumps. In order for our facility to utilize a different style of pump it would need to be redesigned and/or retrofitted for that specific style of pump.

2. Explain why this vendor is the only available source from which to obtain this product of service.

Yes

The company has affirmed (memo from vendor is attached) that there is no other source for this item. Our search for possible vendors proved unsuccessful; or

Other reason, please explain in full. Attach additional sheets, if necessary.

See above. This is the only organization for this purpose.

3. Explain why the price is considered fair and reasonable.

JCH is the sole source for the Gardner Denver Hoffman Blowers, Flygt pumps/mixers and Netzsch pumps and their electrical, instrumentation and mechanical parts, including control panels and cabinets needed at our facility. There are no other representatives that are allowed to distribute, repair or install these pumps in NM, AZ and parts of NV and TX territories.

4. Describe the efforts made to obtain the best possible price from this sole source vendor for the taxpayers. What (if any) is the total cost savings from the original quote? (Attach additional sheets, if necessary.)

JCH is the sole source for the Gardner Denver Hoffman Blowers, Flygt pumps/mixers and Netzsch pumps and their electrical, instrumentation and mechanical parts, including control panels and cabinets needed at our facility.

Approvals:

Based on the above facts, the Purchasing Office has made the determination that the justification for the Sole Source procurement is in accordance with Section 13-1-126, NMSA 1978 and will be posted for a 30-day period prior to award.


Fran Dunaway (Sep 20, 2021 08:12 MDT)

Sep 20, 2021

Fran Dunaway
Purchasing Officer

Date

Pursuant to Section 13-1-126, NMSA 1978, the 30-day posting period of the Notice of Intent to Award this Sole Source request was met and no obligation to the award to the above referenced contractor were received. This Sole Source determination will be valid for a period of one (1) year from the date of the award.

Fran Dunaway, Purchasing Director City of Santa Fe	Date
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Required Attachments:

***Letter from Contractor, if applicable**

***Agenda Item to be presented to City Council if over \$50,000 for Professional Services and \$50,000 for Goods and Non-Professional Services**



To: Ben Sandoval
City of Santa Fe – WWTP

From: Jonathan Polasek
JCH/ James, Cooke, and Hobson, Inc.

Re: Wastewater Treatment Plant Improvements

Date: September 8, 2021

Mr. Sandoval,

Thank you for the opportunity to quote the following improvements for the Santa Fe Wastewater Treatment Plant. Please find the quotation summary below. All quotes listed are valid for 90 days

Quotation 21-119-NZH-D	DAF Progressing Cavity Pumps	\$146,321.21
Quotation 21-138-MSB-B	Plantwide Replacement Pumps	\$117,644.60
Quotation 21-150-NZH-B	Headworks Progressing Cavity Pump	\$78,430.92
Quotation 21-6-9SF3356UN-R2	Influent Pump Repairs	\$86,922.84
Quotation 21-6-14SFHOFF651	Hoffman Blower #1 Rebuild	\$51,867.26
Quotation 21-7-31SFHOFF651#2	Hoffman Blower #2 Rebuild	\$51,867.26
Quotation 21-8-20SF3300MLP	Mixed Liquor Pump Repairs	\$123,252.42
TOTAL		\$656,306.51

Please let us know if you have any questions.

Thank you,

Jonathan Polasek
James, Cooke and Hobson, Inc.

Grant Stayberg
Western Regional Territory Manager
4109 NE 107th St., Vancouver WA, 98686
Tel +1.503.706.0601

July 20, 2021

Re: Flygt, a Xylem Water Solutions company

City of Santa Fe
Wastewater Management Division
73 Paseo Real
Carl Atencio
Santa Fe NM 87507

Xylem Water Solutions, Flygt brand (Flygt) is the manufacturer of Flygt pumps and parts for your wastewater process. All equipment, components and parts associated with your Flygt equipment should originate from Flygt's Factories.

Flygt, A Xylem brand solely uses James, Cooke and Hobson as it's only authorized representation/direct distributor in New Mexico, Arizona and parts of Nevada and Texas territories. All inquiries regarding Flygt equipment and parts as well as service should be routed through James, Cooke and Hobson. Below is their contact information.

This letter is in effect through an indefinite period as per their contract. If there are any changes to James, Cooke and Hobson's contract; Flygt a Xylem brand will provide written notice.

James, Cooke & Hobson Inc
4210 Hawkins St NE
Albuquerque, NM 87109
Phone (505) 344-7100

If there are any questions concerning the above statement please feel free to contact me

Sincerely,

Grant Stayberg

Grant Stayberg
Western Regional Territory Manager - Water Utilities

DATE: 7/20/2021

Subject: **Authorized NETZSCH Municipal Representative for the State of New Mexico**

Carl Atencio
City of Santa Fe
Wastewater Management Division
73 Paseo Real
Santa Fe NM 87507

This letter is to certify JCH to be the sole factory authorized representative for sales and service of NETZSCH Progressing Cavity Pumps, Tornado Rotary Lobe Pumps, Grinders and related spare parts for the municipal water and waste treatment facilities in the State of New Mexico.

All inquiries for pumps or replacement parts should be directed to them and all customers from this state contacting our factory in Exton, PA will be referred to them.

Should you have any questions, please feel free to contact us. Thank you for your business

With best regards,

David Doty
Business Field Manager, Oil & Gas, Mid & Downstream
SW Regional Sales Manager
NETZSCH Pumps NA LLC
David.doty@netzsch.com
832-668-4703

Signature: 
Efen Morales (Sep 14, 2021 13:36 MDT)

Email: emmorales@santafenm.gov

Signature: 
Michael Dozier (Sep 14, 2021 13:38 MDT)

Email: mldozier@santafenm.gov