



Cooper City Commission Meeting Agenda Item Request Form

Commission Meeting/Workshop Date: July 17, 2018

Requesting Department: Utilities

Subject: Purchase – Kaman Industrial Technologies

Section:

Presentation

Consent

Regular

Discussion

Background and Recommendation (attach backup material to Item Request Form):

This is recommendation for Commission authorization to purchase submersible pumps from, and have submersible pumps repaired by, Kaman Industrial Technologies as a sole supplier.

Due to the relatively small size of the department and the inefficiency involved in maintaining and repairing multiple brands of pumps (without interchangeable parts and components), the department has standardized on one pump brand over the last 15 years. That brand, Wilo USA, is sold exclusively in South Florida by Kaman Industrial Technologies. Documentation of Kaman as the sole supplier of Wilo pumps is attached.

FISCAL IMPACT ANALYSIS:

A. Three Year Summary of Fiscal Impact:

	Fiscal Years		
General Ledger Acct. Number	Actuals 2017	Projected 2018	Projected 2019
450-930-534443-535	\$79,626	\$60,000	\$80,000

Finance Department Fiscal Review: *MUE*

Approvals:

Finance Director *MUE*

City Manager *[Signature]*
for B. Locks

City Clerk _____



COOPER CITY UTILITIES DEPARTMENT MEMORANDUM

DATE: June 21, 2018

TO: Bruce D. Loucks, City Manager

FROM: Michael F. Bailey, P.E., Utilities Director/City Engineer

SUBJECT: Sole Source Purchase Approval – Kaman Industrial Technologies

This is a recommendation for Commission authorization to purchase submersible pumps from, and have submersible pumps repaired by, Kaman Industrial Technologies.

The City's sewer collection/transmission system includes 82 pumping stations. Fifty-one of them are "submersible" stations that utilize two submersible pumps in each station, for a total of 102 pumps.

Each of these pumps require routine maintenance and, eventually, repair. Due to the relatively small size of the department and the inefficiency involved in maintaining and repairing multiple brands of pumps (with unexchangeable parts and components), the department has standardized on one pump brand over the last 15 years. That brand, Wilo USA, is sold exclusively in South Florida by Kaman Industrial Technologies. Documentation of Kaman as the sole supplier of Wilo pumps is attached.

We've had very good experience with Kaman over the years in both the supply and repair of Wilo submersible pumps. I, therefore, recommend Commission authorization to purchase submersible pumps from, and have submersible pumps repaired by, Kaman Industrial Technologies, as the sole source for Wilo USA pumps, to the extent that funding is available in the approved budget. Any individual purchase of \$20,000 or greater will be brought to the Commission for separate approval.



May 25, 2018

WILO USA LLC, 86 Genesis Parkway, Thomasville, GA 31792

Dear Valued Customer,

This letter confirms that Kaman Industrial Technologies, formally known as Florida Bearings, is the sole and exclusive contracted sales representative for Wilo USA, LLC (formally known as Davis-EMU or WILO-EMU) wastewater pump and mixer sales, and service, for the state FL with the exception of Jefferson County and all counties west of Jefferson County.

Wilo USA, LLC, a subsidiary of Wilo SE, is the sole provider in the United State of pump and mixers manufactured under the Wilo brand. Please note that all Wilo Warranties and Operations and Maintenance Manuals require the use of genuine Wilo components in order for the warranties to be valid and ensure proper operation.

Should you have any questions, please contact me via email harold.adams@wilo-usa.com or (229) 200-1145.

Regards,

Harold Adams

Harold Adams
National Sales Manager - Water Management
Wilo USA, LLC.