



THE CITY OF KEY WEST

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MEMORANDUM

TO: Greg Veliz, City Manager
Cc: Patti McLaughlin, Asst. City Manager
FROM: John Paul Castro, Utilities Director
DATE: January 3rd, 2020

SUBJECT: Approving the Brand Name Purchase of a Wilo Submersible Pump and Rockwell Automation VFD for the Richard A. Heyman Environmental Pollution Control Facility

Action statement:

This resolution would approve the purchase of a 220 horsepower Wilo Submersible Pump and Rockwell PF750 250 horsepower Variable Frequency Drive pursuant to code of ordinances 2-844 Brand Name Specifications and 2 – 797 (1) Sole Source Procurement from PSI Technologies, Inc. for the Richard A. Heyman Environmental Pollution Control Facility in the amount of \$331,607.14.

Background:

In 2018 the utilities department created an energy efficiency master plan for the wastewater treatment plant (WWTP). Adding a 3rd and smaller effluent pump was the 2nd highest rated project in order of reducing energy cost. The projected cost savings to install a 220 horsepower pump which would cover 86% of daily flows (instead of one of the current 500 horsepower motors) is estimated at \$16,000 per year.

An additional pump would also give redundancy when the large pumps are being rebuilt.

Staff requested a task order from Black & Veatch to design a third effluent pump for the treatment plant which was budgeted in FY2019.

Purpose and Justification:

Black and Veatch worked with OMI staff to narrow down the choice for effluent motor design. In the last 3 years city staff and OMI have continued to purchase Wilo pumps for critical facilities. Wilo pumps are affordable, the local service is exceptional, and the parts are made in the USA. These attributes

Key to the Caribbean – Average yearly temperature 77° F.

are extremely valuable for these facilities. Comparable brands have little to no presence in the keys and the parts are almost all made overseas with extremely long lead times. PSI Technologies, Inc. is the sole source provider for Wilo pumps in our area.

Electric motors run on drives and all drives and variable frequency drives at the WWTP are Allen Bradley which is made by Rockwell Automation. Allen Bradley drives are necessary because the Programmable Logic Controls (PLC) that communicate drives to automation software are necessary to match. The City can purchase the VFD through Rexel who is the sole provider of Rockwell Automation products in south Florida. The City has chosen to purchase the VFD with the pump through the pump provider, PSI Technologies, so the installer can work directly with the provider of both components for installation and warranty purposes.

Black and Veatch specified the proper size motor and pre-negotiated the price of the Wilo pump and Rockwell Automation variable frequency drive on behalf of the City. The Wilo pump will be provided to the contractor that is awarded the Third Effluent Pump and WWTP HVAC project that is being formally bid mid-January.

By purchasing the pump directly the City saves approximately 60 days of lead time and reduced cost from contractor mark-up and taxes estimated at \$60,000.00.

Staff has reviewed the cost of the pump and vfd and compared them to pumps and vfd's purchased in the last couple years. The price for each component is fair and reasonable.

Financial Impact:

Costs for the project will be paid out of fund 401-3504-535-6500, Sewer/WWTP/CIP, project number SE35041902, project name Third Effluent Pump.

Recommendation:

Staff recommends the brand name and sole source purchase of a 220 hp Wilo pump and brand name purchase of a Rockwell Automation VFD from PSI Technologies Inc. in the amount of \$331,607.14.