



Tech notes



Pre-engineered Package Lift Stations for Wastewater and Stormwater

May / June 2006 Product Information & Updates • Installation & Technical Tips

THIS EDITION OF

TECH NOTES examines sole-sourcing, the practice of working with a single provider in the purchase of public equipment and services, such as Romtec Utilities' pre-engineered package lift stations.

Sole-sourcing offers these advantages:

- Fewer multi-vendor complications.
- Offers significantly faster, more efficient equipment acquisition process.
- Leverages relationships with trusted vendors.

There are two popular ways of complying with all public bidding protocol and ultimately receiving the desired system:

- The legal strategy, a strictly defined process where the vendor and/or product and service are identified as the sole source and;
- The bid-spec strategy, where the bid spec is written so tightly as to minimize the possibility that an "equal" product/service could be supplied; the customer specifies the Romtec Utilities package station and/or any other equivalent package station.

Sole-sourcing the package lift station



Romtec's Jim Baird discusses the Woodburn wet well installation with public works and engineering staff.

In a perfect world, municipalities would be able to get what they want every single time they put something out to bid. The bad news is, it doesn't happen as often as it should. The good news is ... it can.

When cities or water districts find a lift station system that works for them, one way to ensure that they get what they want is through sole-sourcing. Sole sourcing is the increasingly common practice of working with a single provider to define, negotiate and purchase services and equipment.

Why sole-source?

The practice of sole-sourcing delivers a host of advantages. Instead of staging a complicated multi-vendor bidding process, the public agency can concentrate on other matters. Sole-sourcing offers a significantly faster, more efficient equipment acquisition process. Municipalities know they are

going to get exactly what they need every time from a trusted source.

In the case of lift stations, the agency may have already developed a preferred system. Sole-sourcing leverages the vendor relationship to ensure that the next system works exactly the way it's supposed to,

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ITT Flygt is a strategic partner of Romtec Utilities and the world's leading manufacturer and supplier of submersible pumps and monitoring systems



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Romtec Utilities lift stations arrive in a single delivery, making most efficient use of crane service.

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removing the uncertainty that comes with a multi-vendor approach. Agencies looking to remain on the cutting edge of pumping technology can trust Romtec Utilities to carry out their design to completion.

A poll done by The Outsourcing Center (www.outsource-center.com) reveals two major factors, which together account for almost half of the decisions to sole-source: existing relationships and a desire for a speedy process.

Here are two ways you can comply with all normal public bidding protocol and legal requirements, and ultimately receive the best value for your agency.

The legal strategy

Although it is an exacting process, the administrative approval method leads to a true sole-sourcing strategy. For this method, a sole

source justification must be developed and approved by the city's legal department and/or city council. Justification factors could include the following:

Patents – Romtec Utilities holds multiple patents on its lift stations.

Unique features – Romtec Utilities' lift stations have many features, which are not available from any "design build" approach or from other package suppliers.

Standardization – Many municipalities strive to standardize the structure, mechanical operation, and communication for all of their lift stations. Only Romtec Utilities can provide a complete "seamless" standardization for all stations.

Remember, sole-sourcing the Romtec Utilities' lift station equipment package does not eliminate competition for all the installation work required of the under-

ground contractor; you can sole-source the equipment and still open-bid the construction.

The bid-spec strategy

In some cases, public entities are discouraged from pursuing a true sole-sourcing strategy, but can still obtain the system they need by going the "package station or equivalent" route.

The city or consulting engineer specifies a Romtec Utilities' package station (all structural, mechanical, electrical and communication components) and/or any other equivalent "package station" from a single supplier that is not the contractor.

The bid language also requires that any bidders proposing an "or equal" must detail their offering 10 to 14 days before the bid close date, allowing bid reviewers to determine if the offering is in fact equivalent prior to the bid closing.

The Romtec Utilities' specification is a comprehensive, fully defined package approach. If the reviewing body is firm and prepared to require the Romtec Utilities package specification, or a truly equivalent package, they will easily be able to disqualify bids and/or offerings that do not really meet the specification.

Case study: Echo Glen Children's Center, Snoqualmie, Wash.


Sole-sourcing public works infrastructure: the standards-based process

Echo Glen Children's Center is a residential juvenile detention center in unincorporated King County, Wash. The facility runs its own sewer treatment plant, but maintenance and efficiency issues prompted the state of Washington to hire Seattle-based SVR Design Company to study options for upgrading the plant.

The civil engineering firm identified two options: upgrading the plant, or pumping the waste to the city of Snoqualmie's treatment plant. "We did value engineering for the two options and found that pumping to the city would be less expensive," says Tye Simpson, senior engineer/associate for SVR Design. "Beyond that," he adds, "the Washington State Department of Ecology wanted the state Department of Human Services (which operates the center) out of the treatment plant business."

When it came to the lift station, there was one paramount concern: that it be the best system possible. It would be the first and only lift station at Echo Glen, and it was essential that maintenance staff could

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operate the system easily,
without a high degree of
specialized training.

“We were really concerned
with getting a top-of-the-line
system,” Simpson explains.
“We didn’t want to scav-

enge pieces and make a lift
station, we wanted one that
operated very smoothly.”

The pre-engineered package
submersible lift station
from Romtec Utilities was
identified as the desired
system. The lift station
had the N-Impeller Flygt
pumps that engineers
required, as well as the
ability to handle the com-
plicated telemetry require-
ments of the site. “The
whole intent was to get
the best system possible,”
Simpson says.

In order to ensure that
this was the lift station the
state ended up with, the
bid specification was writ-
ten to require a Romtec
system, or an equivalent
package system. The bid
process required other
package lift sta-
tion proposals be
submitted 15 days
prior to the bid
opening.

“The biggest
selling point was
that we knew
what the quality
of the materials
and equipment
was, as opposed
to fighting it out
with the contrac-
tor after the bid
on ‘or-equivalent’
components,”
Simpson says.
“We didn’t get
any other package
bids and we didn’t
expect any.”

Case study: Woodburn, Oregon

**Sole-sourcing public
works infrastructure:
the administrative-based
process**

When the city of Wood-
burn, Ore., decided to up-
grade a pair of aging pump
stations, it also decided to
formally sole-source the
work to Romtec Utilities.
The city’s legal department
worked with David Torge-
son, assistant city engineer,
to develop a justification for
the sole-source, which the
city council then approved.
“The ‘findings’ by which or
council approved Romtec as
sole source have not been
abridged,” Torgeson says.
“Romtec is the standard for
all pump stations that are
our will be operated and
maintained by the city.
Currently, we are talking
with a developer who will
build a regional pump sta-
tion. He has been directed
to use Romtec equipment
and we expect to receive his
preliminary design soon,
so the force main associ-
ated with the station can
be installed before we pave
the street along his route.
“We like working with
Romtec, and look forward
to another experience.”

Here are the key findings
adopted by the Woodburn
City Council that paved the
way for the sole-source bid-
ding process:

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Workers carefully align the precast wet well base at
Echo Glen Children’s Center.



The crane palcing the concrete wet well starts by lifting the 17-ton
precast base over a small building.



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Only qualified manufacturer – “Manufacturer (Romtec) has incorporated numerous features that facilitate construction and installation, enhance safety, promote efficient operation, and reduce regular maintenance, when compared with other products. Romtec holds patents which includes proprietary safety hatch, electrical cableway, basin configuration and other features, including Flygt pumps, which are superior to other products.”

Efficient utilization of existing equipment – “Flygt pumps have near-exclusive application at the public-owned treatment

works. These pumps, when also used in lift stations, will permit centralized spares, service and maintenance.”

Acquisition of compatible equipment – “The integrated package provided by Romtec will obviate the need for unique and potentially costly design and coordination of various elements that can occur with other products. Specifying Romtec will enable bidders to obtain a clear understanding of the work.”

Unlikely to encourage favoritism – “Site work and installation of package lift station is subject to competition, based on contractor’s selection of methods. Lift station equipment costs,

alone, are not generally subject to significant competition. For these reasons, essentially, the lift station projects are bids for excavation, pipefitting, electrical connections and surface improvements.”

Substantial cost savings – “Contractors and state reviewing authorities are familiar with Romtec installations. From standpoints of operation and maintenance, Flygt pumps are specifically designed to avoid plugging, and require less frequent regular attention than do other products. Basin design accomplishes continuous cleaning of wet well during operation.

Level-sensing probe is maintenance-free.”

“We are well satisfied with the operation of both stations, that we received exceptional service during pre-bid, construction, and start-up,” Torgeson says. “We felt like we had received attention far beyond any reasonable expectation, and our contractor told us he benefited from the close liaison Romtec provided, as well.”



Expert delivery and installation are a key part of every Romtec Utilities lift station. Here, a wet well base is installed at Woodburn, Ore.

FOR MORE INFORMATION:

Lift stations have come a long way from being just a “manhole with pumps.” Romtec Utilities is proud to lead the way with fully intergrated lift stations featuring seamless structural, mechanical, electrical, and communication components. We hope this issue of Tech Notes helps all parties get the best result when specifying and bidding quality lift stations. For more information, call Romtec Utilities at 541-496-3541 or visit our website at www.romtecutilities.com.