



Bryan Kates
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Phone: 630 410-0524
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June 12, 2007

Mr. Wayne Trent
Maintenance Senior
Lexington-Fayette Urban County Government
301 Lisle Industrial Avenue
Lexington, KY 40511

Mr. Trent:

Thank you for your inquiry in regards to our Flowserve (Worthington) pump.

Flowserve is made up of some of the following former pump companies: Worthington, Ingersoll Rand, Pleuger, Byron Jackson, United Pump, Pacific, and Durco.

All parts and pumps for Flowserve Pump Division are provided by Delaney and Associates as the sole representative for municipal pumps in the Lexington area and in the state of Kentucky.

If you have an inquiry for pumps or parts would you please send it to our Representative:

Delaney & Associates
23 Erlinger Road
Erlinger, KY 41018-1717
Ph: 859-342-4944
Ex: 859-342-8331

If you have any questions or need any additional information do not hesitate to contact me.

Regards,

A handwritten signature in cursive script that reads "Bryan Kates".

Bryan Kates
Midwest Regional Manager
Flowserve Pump Division

CC: Jerry Delaney - Delaney & Associates.



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

Sole Source Purchases are defined clearly, based upon a legitimate need, and are limited to a single supplier. Sole source purchases are normally not allowed except when based upon strong technological grounds such as operational compatibility with existing equipment and related parts or upon a clearly unique and/or cost effective feature requirement. The use of sole source purchases must be justified and shall be limited only to those specific instances in which compatibility or technical performance needs are being satisfied.

Sole Source Services are defined as a service provider providing technical expertise of such a unique nature that the service provider is clearly and justifiably the only practicable source available to provide the service. The justification shall be based on the uniqueness of the service, sole availability at the location required, or warranty or defect correction service obligations of the service provider.

This form must be filled out for the request to purchase any good or non-professional service that requires a competitive procurement process (informal quotes (\$1001-\$10,000), formal quotes (\$10,001 - \$19,999.99), or formal bid (\$20,000 or more) as defined in the LFUCG's Purchasing Manual. This form must be completed in its entirety and attached to the purchase requisition.

Note: Sole Source Purchase requests for goods exceeding \$20,000 will require approval by the Urban County Council by submitting an Administrative Review Form. A copy of this form must be signed off by Central Purchasing and attached to the Administrative Review Form.

Requesting Division

Name Frank H. Mabson Jr. Division/Dept DWQ - Town Branch WWTP

Phone (859) 425-2400 ext. 4942 Email fmabson@lexingtonky.gov

Type of Purchase: Goods/Materials/Equipment Services

Cost: \$27,668.00

Sole Source Request for the Purchase of: Flowserve WWR Rotating Assembly 12MNV - replacement parts for #1 Dewatering Pump located at the Town Branch WWTP.

One Time Purchase To Establish Sole Source Provider Contract
(subject to annual review and approval by Central Purchasing and/or Urban County Council)

Vendor Information

Business Name Delaney & Associates

Contact Name Jerry Delaney

Address 23 Erlanger Rd. Erlanger, KY 47018

Phone (859) 342-4944 Email jerry@delaneyandassociates.co

STATEMENT OF NEED: (Add additional pages as needed)



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

My division/department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the LFUCG. I know of no conflict of interest on my part, and I have no personal involvement in any way with this request. No gratuities, favors, or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, persons or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

1. Describe the product or service and list the necessary features this product provides that are not available from any other option.

The Town Branch WWTP currently uses Flowserve pump products to pump water to various places throughout the treatment process. All parts and pumps for Flowserve Pump Division are provided by Delaney & Associates as the sole representative for municipal pumps in the Lexington area and in the state of Kentucky.

2. Below are eligible reasons for sole source. Check one and describe.

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations to the consultant. Describe why it is mandatory to use this licensed or patented product or service.

Existing LFUCG equipment, inventory, custom-built information system, custom-built data inventory system, or similar products or programs. Describe. If product is off-the-shelf, list efforts to find other vendors (i.e. web site search, contacting the manufacturer to see if other dealers are available to service this region, etc.)

Uniqueness of the service. Describe.

The LFUCG has established a standard for this manufacturer, supplier, or provider and there is only one vendor. Attach documentation from manufacturer to confirm that only one dealer provides the product.

Factory-authorized warranty service available only from this single dealer. Sole availability at the location required. Describe.

Used item with bargain price (describe what a new item would cost). Describe.

Other – The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please describe:



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

3. Describe efforts to find other vendors or consultants (i.e. phone inquires, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).

Delaney & Associates is the sole representative for Flowserve Pump Division in the Lexington area and in the state of Kentucky. At this time, if another vendor were to be considered the housing unit as well as other surrounding components would also need to be replaced, thereby raising the cost of the repair.

4. How was the price offered determined to be fair and reasonable?

(Explain what the basis was for comparison and include cost analyses as applicable.)

Based on previous quotes and after researching prices offered to other nearby surrounding areas, it has been determined that the price offered by Delaney & Associates is considered fair and reasonable.

5. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.

Delaney & Associates are the sole representative for Flowserve's Pump Division in the state of Kentucky. At this time, if another vendor were to be considered the housing unit as well as other surrounding components would also need to be replaced, thereby raising the cost of the repair.