



## AGENDA MEMORANDUM

Action Item for the City Council Meeting of February 9, 2021

**DATE:** February 9, 2021

**TO:** Peter Zanoni, City Manager

**FROM:** Kevin Norton, Director of Water Utilities  
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**Purchase of Godwin Pumps, Motors, Rentals, and Repair Services for the  
Utilities Department**

**CAPTION:**

Resolution authorizing a two-year service agreement for the purchase of Godwin pumps, motors, rentals, and repair service, with Xylem Dewatering Solutions, Inc., dba Godwin Pumps of America, of Corpus Christi, Texas, in an amount not to exceed \$377,250.00, for the Utilities Department, effective upon issuance of notice to proceed, with FY 2021 funding in the amount of \$188,625.00 available in the Wastewater and Water Funds.

**SUMMARY:**

This resolution authorizes a two-year service agreement for the purchase of Godwin pumps, motors, rentals, and repair service for the Utilities Department. This agreement is necessary in order to ensure a supply of pumps, motors, rentals, and service at wastewater lift stations, treatment plants, and water operations.

**BACKGROUND AND FINDINGS:**

Godwin, a Xylem brand, has been the standard pumping equipment at some wastewater lift stations and treatment plants in operation throughout the City for many years. Additionally, the Water division maintains a small inventory of Godwin pumps used for water main breaks. Godwin pump and motor units are currently in operation throughout the city. The purchase of new equipment, rentals, and repair services are critical to ensure optimum operating requirements and compliance with TCEQ regulations.

This is a sole source procurement. Godwin pumps and motor units have unique design characteristics that require exact specifications for optimum use. Other pump manufacturers require a total piping redesign, which requires additional cost. Xylem Dewatering Solutions, Inc. is the sole source distributor for new Godwin pumps, Godwin rental pumps, spare parts, and associated wiring used to interface with Godwin equipment. Xylem Dewatering Solutions is also the only Godwin authorized warranty service center in South Texas. Godwin pumps are warrantied and serviced at their shop in Corpus Christi. Xylem Dewatering Solutions is providing the City of Corpus Christi a discounted labor rate of 18%, and 0% mark-up on parts. Additionally, they have not increased their price to the City throughout the past three-year contract that is set to expire soon and have provided the same pricing for the proposed new contract.

**ALTERNATIVES:**

An alternative is to not enter into a service agreement, which would require separate procurements on an as needed basis, which would reduce the economies of scale pricing secured through a long-term contract, increase the time delay due to the procurement process, resulting in a longer lead time for needed service, which could impact performance levels required by TCEQ regulations.

**FISCAL IMPACT:**

The fiscal impact for the Utilities Department is an amount not to exceed \$188,625.00 for the first year, with the remaining cost to be budgeted in future years through the annual budget process.

**FUNDING DETAIL:**

Fund:	4200	Wastewater
Organization/Activity:	33110	Oso Wastewater Plant
Mission Element:	064	Treat Wastewater
Project # (CIP Only):	N/A	
Account:	530215	Maintenance & repairs – Contracted
Cost:		\$99,971.00
Fund:	4200	Wastewater
Organization/Activity:	33120	Greenwood Wastewater Plant
Mission Element:	064	Treat Wastewater
Project # (CIP Only):	N/A	
Account:	530215	Maintenance & repairs – Contracted
Cost:		\$13,204.00
Fund:	4200	Wastewater
Organization/Activity:	33210	Lift Station Operation & Maintenance
Mission Element:	065	Manage Wastewater Lift stations
Project # (CIP Only):	N/A	
Account:	530215	Maintenance & repairs – Contracted
Cost:		\$37,725.00

Fund:	4010	Water
Organization/Activity:	31520	Treated Water Delivery System
Mission Element:	041	Distribute Water
Project # (CIP Only):	N/A	
Account:	530215	Maintenance & repairs – Contracted
Cost:		\$37,725.00

**RECOMMENDATION:**

Staff recommends approval of this resolution authorizing a two-year service agreement with Xylem Dewatering Solutions, Inc., dba Godwin Pumps of America for Godwin pumps, motors, rentals, and repair service for the Utilities Department as presented.

**LIST OF SUPPORTING DOCUMENTS:**

Bid Tabulation  
Resolution  
Service Agreement