

Fairfax Water Procurement Procedures

ATTACHMENT E  
SOLE SOURCE DETERMINATION OVER \$75,000



8570 Executive Park Avenue  
Fairfax, VA 22031

February 20, 2026

MEMORANDUM

To: Jamie Bain Hedges, P.E., General Manager

Through: John Kingsbury, Deputy General Manager, Operations <sup>Initial</sup> JWK

Through: Douglas K. Grimes, Director, Production <sup>Initial</sup> DKG

Through: Elizabeth B. Dooley, CPPO, CPPB, Procurement Manager <sup>Initial</sup> EBD

Through: David J. Webb, C.P.M., CPPB, Procurement Program Supervisor <sup>Initial</sup> DJW

From: Chad J. Coneway, Deputy Director, Production <sup>Initial</sup> CC

Subject: Request for Sole Source Contract Award to Geiger

1. Background: Fairfax Water has 24 Pulsafeeder chemical feed pumps installed at the Griffith Water Treatment Plant (GTP) that have been in routine service since 2006. GTP Plant Mechanics conducts a preventative maintenance program to systematically replace wear parts in these critical pumps using proprietary Pulsafeeder KOPkits<sup>®</sup> (Keep-On-Pumping kits). Material to support the routine maintenance is approximately \$20,000 annually.

In anticipation of the new pressure zone to Prince William Water, GTP has identified a requirement to change a higher capacity, lower pressure pump to a higher-pressure pump with more appropriate capacity to improve redundancy. GTP intends to purchase four total pumps over the next few years to replace the remaining three pumps. Each pump is approximately \$19,000

Due to limited control programming changes, physical space limitations, staff training, and requirements to keep the system in service, GTP has evaluated that replacing in-kind is the best approach.

2. Justification: Per the attached letter from Pulsafeeder, Inc, Geiger Pump and Equipment Company is the sole authorized representative in our area to source these pumps, parts, and service.

3. Recommendation: I have reviewed contract pricing and believe it to be in the best interest of Fairfax Water to award a Sole Source contract to Geiger Pump and Equipment Company in the estimated amount of \$96,000 to be annually renewable so long as Geiger Pump and Equipment Company remains the sole authorized representative in our area.
  
4. Determination: In accordance with Section 2.2-4303(E) of the Code of Virginia, as amended, it is my determination that the Geiger Pump and Equipment Company is the only known source practicably available to obtain the goods and/or services specified above.

Signed by:

*Jamie Bain Hedges*

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Date: 2/26/2026

Jamie Bain Hedges, P.E.

General Manager

*Revised: February 2026*



Pulsafeeder, Inc.  
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January 8, 2026

FAIRFAX WATER  
PROCUREMENT DEPARTMENT  
8570 EXECUTIVE PARK AVENUE  
FAIRFAX, VA 22031

Attention: Daniel W. Gardner, CPPB, VCA

Dear Mr. Gardner,

This letter is to advise that Geiger Pump and Equipment of Baltimore, Maryland is the sole authorized municipal representative / distributor in your area for Pulsafeeder Inc. of Rochester, New York and Punta Gorda, Florida.

Accordingly, all Pulsafeeder pumps, parts, and services are exclusively available through Geiger Pump and Equipment Company. We appreciate the opportunity to be of service to Fairfax Water.

If you have questions, please do not hesitate to contact me.

Valerie A. Sutton, Regional Sales Manager

Pulsafeeder, Inc.  
A Unit of IDEX Corporation  
Office: 585-292-8000  
Cell: 724-719-4756

***SPEC PULSAFEEDER. GET MORE THAN YOU EXPECT.***

*Pulsafeeder, Inc. is a Unit of IDEX Corporation*