

# Fairfax Water

FAIRFAX COUNTY WATER AUTHORITY  
8570 Executive Park Avenue, Fairfax, Virginia 22031-2218  
www.fairfaxwater.org

## MEMORANDUM

To: Steven T. Edgemon, General Manager

Through: Jamie B. Hedges, Deputy General Manager *BH*

Through: Donald R. Legg, CPPO, Procurement Manager *DRL*

Through: Joel L. Thompson, Director Production

From: Chad J. Conway, Manager, Griffith Production *gc 6/1/21*

Date: June 1, 2021

Subject: Request for Sole Source Contract Award to Geiger Pump and Equipment Company Exceeding \$50,000

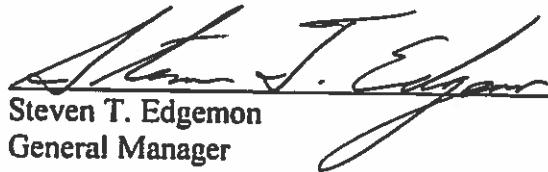
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1. **Background:** The Griffith Water Treatment Plant (GTP) operates four sedimentation basins designed to remove settleable solids from the treatment process. Each basin has a system of 12 chain-and-flight scrapers (“scrapers”) that pull the solids along the bottom of each tank to a consolidated channel where a cross collector scraper pulls the solids to the waste drain. The cross-collectors require overhaul as they have begun showing excessive wear on the scrapers, as well as normal wear on other component parts. GTP staff planned for these overhauls in Fall 2021 and Fall 2022 in the CIP and is now ready to order material for the first two basins.

Polychem, a Division of Brentwood Industries, is the original equipment manufacturer. Per the attached letter from Brentwood Industries, Geiger Pump and Equipment Company (“Geiger”) is the sole authorized distributor in Virginia. While most parts for this overhaul are less than \$500 each, the aggregate cost of materials needed to support the four cross-collector overhauls is \$305,516.16.

2. **Justification:** Geiger is the sole authorized representative in our area for Polychem products and services.
3. **Recommendation:** I have reviewed contract pricing and I believe it to be in the best interest of Fairfax Water to award a Sole Source Contract to Geiger Pump and Equipment Company for \$305,516 for Polychem parts and service to overhaul the four basin cross

collectors. Additionally, I recommend this sole source be renewed for the system's lifecycle or until Geiger is no longer the sole Polychem 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 above-named vendor is the only known source practicably available to obtain the goods and/or services specified above.

  
Steven T. Edgemon  
General Manager

Date: 6/4/21

*Revised: May 2020*