

## City of South Daytona

Office of the City Manager / Department of Public Works

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### MEMORANDUM

### AGENDA ITEM

# D18 DATE 3/9/2021

**To:** Jason Oliva, Assistant Finance Director  
James L. Gillis, Jr., City Manager

**From:** Brian Peek, Public Works Director *BP*

**Re:** Consideration of Approving the Purchase of Smith and Loveless Lift Stations to Replace the Lift Station #11 and Lift Station #20

**Date:** March 1, 2021

Out of twenty-two (22) lift stations in the City, eighteen (18) of them are Smith & Loveless brand. The other four (4) are larger stations and/or of a different design than the top mount style offered by Smith & Loveless. Multiple stations in the City need replacement due to age and it is in our best interest to continue using Smith and Loveless. The reasons for doing so are as follows:

**1. Job Knowledge:**

Our Pump Station Maintenance team checks all 22 stations in the City daily. Due to the repetitive nature of this task, they have learned the mechanics of the stations thoroughly. As such, they can quickly diagnose and fix issues that may and will arise. This knowledge is a huge benefit when sewage is continually following to the station.

**2. Spare Parts:**

If a station goes down, it is crucial to have common parts for mending or rebuilding the components that make up the station. Each manufacturer has its own proprietary pieces and therefore would require us to stock parts for a specific station as opposed to across the fleet.

**3. Responsiveness of Vendor**

Hydra Services, Inc. is the exclusive OEM municipal representative for Smith & Loveless Package Pump Stations, water, and wastewater treatment equipment in the State of Florida. As such, we have dealt with the company over the life of our



current fleet, buying replacement parts and troubleshooting. The company is responsive and easy to work with and having built a rapport with the City is a benefit to us when a crucial component is required quickly.

For these reasons it is strongly recommended that we stay with Smith & Loveless stations by way of Hydra Services, Inc. and directly replace existing stations as needed and scheduled in the budget.

A letter stating Hydra Services, Inc. as a sole source supplier is attached to this memo.

Both Lift Station 11 and 20 (Spinnaker and Green Acres) are requested and budgeted for replacement this year. The life expectancy of these stations are 15-20 years. At this time stations 11 and 20 have serviced our City for 26 and 29 years, respectively. The cost of replacing Lift Station 11 will be \$64,398 and Lift Station 20 will be \$69,156. The difference in value is due to the differences in performance requirements (pressure and flow). Both costs exceed the \$25,000 threshold which can be approved by the City Manager. Therefore, staff is requesting Council approval to purchase the replacement stations. If approved, the station will be fabricated in 3-4 months and installed by City workforce when delivered. Photos of the existing stations are below for reference of replacement need as well as a photo of a newer station (LS#8):



Lift Station #20





Lift Station #11



Lift Station #8



Smith & Loveless, Inc.

November 17, 2020

Subject: Smith & Loveless Equipment & Representation

To Whom It May Concern:

Smith & Loveless, Inc. is a manufacturer of Water, Wastewater treatment equipment, pumps, and prefabricated Pump Stations. When replacement of S&L products is required, it is recommended that they be replaced with new equipment or parts manufactured/supplied by Smith & Loveless, Inc and supplied through the Hydra Service Inc.

This is to certify that Hydra Service Inc. is the exclusive contracted municipal representative for Smith & Loveless Pumps, Package Pump Stations and replacement parts equipment in the State of Florida excluding the counties west of Franklin, Liberty and Gadsden. In this capacity, they function as our local sole source supplier for all new and replacement Smith & Loveless products.

Sincerely,

*Stephen K. D'Achino*

Stephen K. D'Achino

Manager, Pumping Systems

Smith & Loveless Inc. [sdachino@smithandloveless.com](mailto:sdachino@smithandloveless.com)

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