

# SOLE-SOURCE DETERMINATION AND JUSTIFICATION FOR GOODS OR SERVICES

**To:** Roseburg Urban Sanitary Authority Board,  
acting as the Contract Review Board

**From:** James V. Baird, General Manager

**Date:** March 4, 2019

**Re:** Sole Source Determination pursuant to Oregon Revised Statute (ORS) 279B.075.

**Total Value of Contract:** \$170,000

**Subject of Contract:** Three Screw conveyor section with associated motors and pneumatic outlet slide gates.

**Background:** In 2015 Roseburg Urban Sanitary Authority put out for competitive bid a Biosolids Conveyance Procurement. There were three respondents to the request for bids; Triangle Pump, APSCO Inc. and Huber Technology. The bids for the equipment were as follows:

Triangle Pump	\$159,855
APSCO Inc.	\$148,631
Huber Technology	\$102,000

Huber Technology was awarded the contract and subsequently the two section of conveyor were installed and have been functioning well.

The Biosolids Cake Facility will be expanded to meet the needs of the WWTP, and additional screw conveyors are required to transport the biosolids around the building addition. As was the case for the previous conveyor purchase RUSA will be purchasing the equipment to be installed once the building is complete.

In an effort to provide uniformity of equipment and limit the required spare parts staff is recommending that RUSA award this contract as a sole source procurement.

## Findings:

- I. Pursuant to ORS 279B.075(2)(a) That the efficient utilization of existing goods requires acquiring compatible goods or services;

As was seen in the 2016 competitive bid process there are several companies that manufacture screw conveyors. All of the companies manufacture their product specifically to each companies' design. Huber's design is similar in form to the other companies but unique to the specific components used in the construction. Purchasing equipment that is constructed using the same parts as the existing equipment will limit the spare parts required and provide for uniform operation, maintenance and repairs.

- II. Pursuant to ORS 279B.075(3) To the extent reasonably practical, the contracting agency shall negotiate with the sole source to obtain contract terms that are advantageous to the contracting agency.

Staff has negotiated a total price of \$ 170,000 for a total of three new conveyor sections. The equipment price is approximately \$ 167,000 with approximately \$3,000 allocated for two days of start-up services. The price quoted includes the freight to the job site (FOB job site).

The following is the unit price (approximate price per foot)

Three conveyor sections totaling 139'; total price \$167,000 or \$1,201.44/ft.

The 2015 bid unit price (approximate price per foot)

Two conveyor sections totaling 102'; total price \$102,000 or \$1,000/ft

Price increased \$201.44/ft over four years.

Price comparison from 2015 competitive bid:

Huber	102' - \$1,201.44/ft	\$ 122,546.88
APSCO (2015 bid)	102' - \$ 1,457.17	\$ 148,631.00
Triangle Pump (2015 bid)	102' - \$ 1,567.21	\$ 159,855.00

Assuming the three companies have seen similar price increases for labor, materials and parts Huber should be the low bidder should this procurement be competitively bid.