

BUSINESS CASE FORMNew Project or Budget Change? Assigned Project # Requested by: Date:
*Project Manager / Area Manager*Project Name: Company: Business Unit: Project Owner: BU Type: Project Manager: Budget Owner / RP: Start Date: Region: Estimated End Date: State: Primarily Like-For-Like Asset Replacement? Project Type: *(check all that apply)*Will project replace/retire any assets:

- Growth
 Maintenance
 Replacement
 Upgrade
 Cost Reduction
 EH&S Compliance
 Other
 Developer Agreement
 Divestment
 Acquisition
 Rate Case
 Deferred Maintenance

	Engineering	Construction	Total
Previously Requested:		42,558	42,558
This Request:			0
Still to be Requested:			0
Total Project Budget:	0	42,558	42,558

Description:

Replace both of the existing 2.4 HP WILO/EMU return activated sludge (RAS) pumps with two (2) new 2.3 HP Xylem pumps. Project includes 4" & 6" piping, bypass piping, pump base adapters and custom stainless steel bracket welding.

Timeline Considerations:

This is a pro forma project in the 2020 rate case .

Inter-dependent Project Project Number: Project Name: (If applicable)Have engineering evaluations been performed? Engineering project number: (If applicable)

JUSTIFICATION / ALTERNATIVES

Justification and Benefits:

The existing WILO RAS pumps were standard equipment that were installed when each of the two .500 MGD treatment plants were constructed. The pumps are manufactured overseas and have a lead time of up to three months when ordering a new replacement pump and cost approximately \$10,000 each. In comparison, a Xylem pump can many times be found locally on the shelf and costs under \$5,000.00. Over time the WILO pumps have been repaired numerous times in lieu of replacement. A repaired pump typically costs between \$3,000 to \$4,500 practically the cost of a new Xylem pump. By making the switch to Xylem brand pumps we will increase reliability, decrease capital costs going forward and be able to get a new replacement pump in hand in short order should the need arise.

Risk Evaluation

The inability to order and have a new replacement pump in hand in a short time period affects the normal operation of the WWTF.

Alternatives Considered:

Use ABS pumps in lieu of WILO or Xylem brand pumps. The ABS pumps and Xylem pumps are practically the same cost; however, the Xylem pumps have been found to be much more reliable.

Technical Review Summary:



Proposal #: 041020-2R

Date: 04/10/2020

**Submitted to: Dominic
Company: Utilities Inc**

Email: dvgentilucci@uiwater.com

**2320 Beardall Ave, Sanford, FL 32771 P.O. BOX 291671-32129 (386) 882-6200
State License #CUC 1224744**

Job Description: RAS Pump Installation (Utilities Inc / Lake Groves WWTP)

- **Installation Only of (2) ZYLEM N3085.060 15-10-aAL-D 2.3HP dry pit pumps.**
- **Furnish & Install a pump base adapter for the new pump volute to match the original pump base elbow on site.**
- **Furnish & Install (2) 6" suction piping from existing pipe in the ground to the new pump connection.**
- **Furnish & Install (2) 4" by-pass piping from 6" suction to 4" air lift piping to include a 4" valve for isolation when not needed.**
- **Furnish & Install (2) 4" discharge piping from new pump to existing 4" pipe**
- **Furnish mobile certified SS welder to make up custom angles for pipe connections.**
- **All flanged fittings to be ductile iron with epoxy coating.**
- **All SS pipe, fittings and flanges will be 304-SS**
- **Representation at start up.**

RAS Pump #1 Installation: \$16,399.00
RAS Pump #2 Installation: \$16,399.00

TOTAL: \$32,798.00


NOTE: Please allow 21-30 business day from date of order for materials and scheduling.

Terms Net 30 Days

All material is guaranteed to be as specified. All work to be completed in a workmanlike manner according to standard practices. Any alteration or deviation from above specifications involving extra cost will be executed only upon written orders and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents or delays beyond our control. This proposal is subject to acceptance within 30 days and is void thereafter at the option of the undersigned.

Authorized Signature:

**Raymond Rogers
(386) 886-6200
raymond@danusutilities.com**

Accepted By: 
Printed Name: Bryan K. Congre
Date: 8/20/2020



**Xylem Water Solutions USA Inc. /
Flygt Products**

2152 Sprint Blvd. Apopka, Florida 32703
Phone: 407-880-2900 • Fax: 407-880-2962

To: Utilities Inc. of Florida
500 West Monroe
STE 3600
Chicago, IL 60661-3779

Date: April 10, 2020

Subject: Lake Groves WWTP

Quote Number: 2020-APO-0648

We are pleased to offer the following equipment:

(2) 3"NT 3085/463 Flygt pump 2.3 H.P., 3/460V with 50' motor cable, FLS Disabled
(1) Start-Up Service

Price: \$ 9,759.68

Exclusions: WE DO NOT SUPPLY, PIPING, VALVES, GUIDE BARS, PRESSURE GAUGES, DISCONNECTS, JUNCTION BOXES, KELLUMS GRIPS, SURGE PROTECTION EQUIPMENT, SPARE PARTS, LABOR OR ANY OTHER ITEM NOT SPECIFICALLY LISTED ABOVE.

PLEASE MAKE PURCHASE ORDERS OUT TO: XYLEM WATER SOLUTIONS USA, INC.

Validity: THIS QUOTE IS VALID FOR NINETY (90) DAYS UNLESS LONGER TIME AGREED TO IN WRITING.

Taxes: State, local, and other applicable taxes are included in this quotation.

Freight Terms: DAP; Jobsite - Full Freight Allowed (per Incoterms 2010)

Shortages: Xylem will not be responsible for apparent shipment shortages or damages incurred in shipment that are not reported within two weeks from delivery to jobsite. Damages should be noted on the receiving slip and the truck driver advised of the damages. Please contact our office as soon as possible to report damages or shortages so that replacement items can be shipped and the appropriate claims made.

Payment Terms: 100% NET 45 DAYS AFTER SHIPMENT DATE.
(Note: Partial billing will be made on partial shipments)

Xylem's payment shall not be dependent upon Purchaser being paid by any third party unless Owner denies payment due to reasons solely attributable to items related to the equipment being provided by FLYGT.

Schedule: Please consult your local Flygt branch for submittals and fabrication lead-times.

Back Charges: Buyer shall not make purchases nor shall Buyer incur any labor that would result in a back charge to Seller without prior written consent of an authorized employee of seller.

Terms & Conditions: *This order is subject to the Standard Terms and Conditions of Sale – Xylem Americas effective on the date the order is accepted which terms are available at <http://www.xylem.com/en-us/Pages/terms-conditions-of-sale.aspx> and incorporated herein by reference and made part of the agreement between the parties.*

We thank you for your interest in our equipment and look forward to being of service to you in the near future.

IN THE ABSENCE OF A FORMAL ISSUED PURCHASE ORDER, A SIGNED COPY OF THIS PROPOSAL IS ACCEPTABLE AS A BINDING CONTRACT.



**Xylem Water Solutions USA Inc. /
Flygt Products**

2152 Sprint Blvd. Apopka, Florida 32703
Phone: 407-880-2900 • Fax: 407-880-2962

Xylem Water Solutions USA, Inc.

Company Name: Utilities Inc. of Florida

Address: 200 Weathersfield Avenue

Altamonte Springs, FL 32714

Accepted By: Bryan K. Gongre

Print Name: Bryan K. Gongre

Date: 8/20/2020

Scott Rachal