




# City of Santa Fe, New Mexico

## memo

Date: April 23, 2014

To: Public Utilities Committee/Finance Committee/City Council

Via: Nicholas Schiavo, P. E., Public Utilities Director 

Via: Bryan Romero   
WWM Interim Division Director

From: Luis Orozco, WWM Plant Superintendent 

Subject: Procurement of service, repairs and equipment from James, Cooke and Hobson (JCH) over \$50,000.

### **BACKGROUND**

The WWMD has received approval from the Purchasing Department to have James, Cooke and Hobson for Exemption 18.1.7 K in the Purchasing Manual. James Cooke and Hobson (JCH) is the authorized distributor representative for the following vendors: CLA-VAL Automatic Control Valves, Xylem Water Solutions/Flygt, Santitare Aeration Equipment, Gardner Denver/Hoffman Blowers and Netzsch for 2014-2015 fiscal year.

The Wastewater Management Division uses JCH for service, repair and replacement of equipment from all the above mentioned vendors. The service, repairs or purchase of equipment from JCH is critical in keeping the Wastewater Treatment Facility (WWTF) plus the Wastewater Lift Stations in the City of Santa Fe operating to meet Federal, State and Local regulations required in the NPDES Permit.

The WWMD is now seeking approval from the Governing Body to be able to procure the service, repairs or equipment over \$50,000.

### **RECOMMENDED ACTION**

Please approve the procurement of Service, Repairs and Equipment over \$50,000 with JCH for 2014-2015 fiscal year.

Attachment:


1. JCH for Exemption 18.1.7 K Approval Letter.
2. Vendor Letters for JCH as the authorized distributor representative.


Cc: WWM Division File

# City of Santa Fe, New Mexico

## memo

Date: April 23, 2014

To: Robert Rodarte  
Purchasing Officer 

From: Luis Orozco  
WW Plant Superintendent 

Re: Representative/Distributor James, Cooke and Hobson, Inc. for Exemption 18.1.7 K

The Wastewater Management Division is requesting approval of Exemption 18.1.7 K from the Purchasing Manual (Purchase of parts and labor or maintenance agreements to repair disabled equipment or machinery if the equipment or machinery is repaired by a franchised dealer or by a factory authorized repair shop) for James, Cooke and Hobson, Inc. (JCH) in Albuquerque as the Authorized Representative/Distributor for service, repair or the procurement of Sanitaire Aeration Equipment, CLA-VAL Automatic Control Valves, Hoffman Blowers, Netzsch and Flygt pumps, mixers, electrical, instrumentation and mechanical parts, including control panels and cabinets for 2014-2015 fiscal year.


The WWTP has Sanitaire Aeration Diffusers that are in the Bio-selectors and Aeration Basins, CLA-VAL Automatic Control Valves hold and maintain pressure in certain sludge or non-potable water lines, Hoffman Blowers that provide air to the Bio-selector and Aeration through the Sanitaire Aeration Diffusers, Netzsch and Flygt equipment in operation that at one point or another require maintenance, service, repairs or replacement of the equipment that are used in the daily process.

### Action Requested:

James, Cooke and Hobson, Inc. to be approved for Exemption 18.1.7 K of the Purchasing Manual, for service, repair or the procurement of Sanitaire Aeration Equipment, CLA-VAL Automatic Control Valves, Hoffman Blowers, Netzsch and Flygt pumps, mixers, electrical, instrumentation and mechanical parts, including control panels, cabinets for 2014-2015 fiscal year.

☒ Approved:

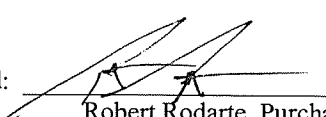
☐ Disapproved:

  
Bryan Romero, Interim WWM Division Director

4-23-14  
Date

☒ Approved:

☐ Disapproved:

  
Robert Rodarte, Purchasing Officer

4/24/14  
Date

### Attachments:

1. JCH Vendor Letters from:
  - CLA-VAL Automatic Control Valves
  - Xylem Water Solutions for Flygt Products
  - Sanitaire Aeration Equipment
  - Gardner Denver for Hoffman Blowers
  - Netzsch



**CLA-VAL AUTOMATIC CONTROL VALVES**

**March 24, 2014**

**Luis Orazco  
WWTP Supt.  
Santa Fe WWTP  
23 Paseo Real  
Santa Fe, NM 87507**

**This is to advise that Cla-Val Company, located in Costa Mesa, California, has appointed James, Cooke Hobson, Inc. as the sole authorized representative for all Cla-Val products in New Mexico.**

**As are exclusive agent they are responsible for handling the sales and service of all product lines sold under the name of Cla-Val for the State of New Mexico as well as surrounding areas.**

**Yours truly,**

**Louis D. Antos – Regional Sales Engineer**

**FLUID CONTROL AT IT'S BEST**

**8707 Forney Road, Dallas, TX • 214.388.3493 • Fax 214.381.9579 • 800.533.8181**



**Mark A Shaw**  
**SE Territory Manager**  
**Xylem Inc**  
**ITT Flygt Products**

766 N Sandy LN  
Elkhorn WI 53121  
Cell 262 227 3763

[mark.shaw@xyleminc.com](mailto:mark.shaw@xyleminc.com)

March 24, 2014

TO:

Mr. Luis Orozco

Santa Fe WWTP

73 Paseo Real

Santa Fe, NM 87507

**Subject; Factory Authorized Flygt Distributor for New Mexico**

This letter is to inform you that;

James, Cooke & Hobson  
3810 Academy Park South NE  
Albuquerque NM 87109

Phone (505) 344-7100

Is the exclusive factory authorized distributor of Flygt pumps, mixers, parts and service for the Municipal and the Industrial markets in the State of New Mexico.

We are confident that James, Cooke and Hobson will be able to provide expert advice and service in a professional manner for any of your pumping needs

Thank you for your interest in Flygt products and do not hesitate to call me if questions arise.



Sincerely,

*Mark A Shaw*

Mark A Shaw

SE Territory Manager/ Flygt Products

262 227 3763 Cell



**Scott Mulinix, P.E.**  
**Territory Manager**

**Xylem Water & Wastewater**  
Sanitaire Products

9333 N. 49<sup>th</sup> Street  
Brown Deer, WI 53223 USA  
Tel 414 365 2200  
Fax 414 365 2210

April 23, 2014

Luis Orozco  
WWTP Superintendent  
Santa Fe WWTP  
73 Paseo Real  
Santa Fe, NM 87507

Re: JCH Representative Memo

Mr. Orozco,

This letter is to confirm that James, Cooke & Hobson, Inc. (JCH) is the exclusive representative for Sanitaire Aeration Equipment including parts, service, and new equipment in the State of New Mexico.

Please let us know if there are any questions or concerns.

Scott Mulinix, P.E.  
Xylem – Sanitaire | Territory Manager  
scott.mulinix@xyleminc.com



March 24, 2014

Re: Sole Source Status

To: Mr. Luis Orozco, WWT Superintendent  
Santa Fe WWTP  
73 Paseo Real  
Santa Fe, New Mexico 87507

Please be advised that **James, Cooke & Hobson** is the exclusive representative for centrifugal blowers in the Water / Wastewater Treatment market segment in the States of Arizona and New Mexico for Gardner Denver Nash. As such, Hoffman and Lamson multistage centrifugal blowers, Hoffman Revolution high speed turbo blowers, Turbotron regenerative blowers, blower accessories, parts and service are available for quotation and purchase only **James, Cooke & Hobson** for this market and territory

Gardner Denver Nash is the sole owner and manufacturer of Lamson and Hoffman multistage centrifugal blowers, Hoffman Revolution high speed turbo blowers, and Turbotron regenerative blowers and parts for those blowers.

Orders may be placed directly with Gardner Denver Nash or with James, Cooke & Hobson.

Gardner Denver mailing address for orders is:

Gardner Denver  
100 Gardner Park  
Peachtree City, GA 30269

If you have any questions, please contact me directly.

Sincerely,

A handwritten signature in black ink that reads 'Keith E. Collins'. The signature is written in a cursive, flowing style.

Keith E. Collins  
Manager, Sales Engineers



March 24, 2014

Mr. Luis Orozco  
Santa Fe WWTP  
73 Paseo Real  
Santa Fe, NM 87507

Dear Mr. Orozco,

James, Cooke, & Hobson, Inc., (JCH) is the sole factory authorized distributor for all Netzsch pumps in the state of New Mexico, for the markets they serve, which includes municipal water and waste treatment facilities. This includes our NEMO progressing cavity pumps, TORNADO rotary lobe pumps, parts, and service.

All inquiries for pumps or replacement parts should be directed to JCH and all customers from New Mexico contacting our factory in Exton, PA are referred to JCH.

Please do not hesitate to contact me if you should have any questions.

With Regards,

Jeff Helm  
Regional Sales Manager  
Western States  
Netzsch Pumps North America, LLC