



RE: Sole Source Justifications for the Use of Romtec Utilities for the Design, Engineering, Supply, and Construction Over Site of all Lift Station Equipment

OVERVIEW

Romtec Utilities is the foremost United States lift station design and engineering company. We are independent and thus we are able to provide any and all brands of components in complete and integrated pumping systems. Romtec Utilities designs and supplies all structural, all mechanical, all electrical, and all communication for each and every project. This approach assures complete integration and thus we are the only company I know of who can provide:

- All design and engineering of all structural, all mechanical, all electrical, and all communication supply.
- All construction over-site of all underground, mechanical and electrical construction.
- All on-site start-up, testing, training, O&M documentation, as-built drawings, and warranty.

In many municipalities and private agencies across the United States Romtec Utilities is the sole source provider for lift stations. The following are specific reasons and justifications which allow many public and private agencies to sole source Romtec Utilities.

1. Single source for design, engineering, supply, construction over-site, warranty, and repair services.

Note: Many of the problems and unnecessary costs associated with wastewater and stormwater lift station are due to "the left hand not knowing what the right hand is doing". With Romtec Utilities, our customers establish a single entity which is responsible for all aspects of every lift station.

2. GSA – Contract

All of Romtec Utilities package lift stations are available through our Federal GSA Contract.

This contract allows our Federal customers to buy all of our package lift station without going out to bid.

Note: Many City, County, State Agencies, and Utilities, justify their sole sourcing of Romtec Utilities based on the fact that we have a Federal

GSA Contract which allows our Federal customers to purchase directly (without going out to bid) via our GSA Contract.

3. Overall Cost Saving

Romtec Utilities integrated site specific designs save clients money through the use of the best components and systems for each specific requirement.

The engineering for all "site specific" package lift stations is included with our systems. There is no need to pay an outside engineer to design your lift station.

4. Integrated Site Specific Lift Station Packages

All of our lift stations are site specific. What makes it a "package" lift station is the inclusion of all design, engineering, supply and construction of all the mechanical, structural, electrical and communication into an integrated package.

Romtec Utilities has designed and supplied hundreds of "site specific" lift station packages across the U.S. over the last 13 years.

5. Time Savings

Because Romtec Utilities "site specific" lift station packages are so well designed and pre-fabricated, the installation times are shortened greatly for the onsite contractor. Our approach, in turn makes, the contractor the installer, not the designer or the manufacturer.

6. Getting What You Want

- a. Romtec Utilities can design, engineer, supply and construct "site specific" package lift stations within your budget.
- b. Romtec Utilities designs and engineers our "site specific" package lift station with only the features and components that you want.

7. Quality and Reliability

With Romtec Utilities experience and "track record" we can guarantee that the "site specific" package lift stations we produce are of the highest quality and greatest reliability. The products we produce are consistent, well thought out and complete.

8. Standardization and Safety

With Romtec Utilities, you can standardize your lift station designs. This means, after we supply your first lift station, the next one can be configured exactly the same.

Standardization makes it easy and safe for your operators and maintenance staff. With Romtec Utilities, all lift stations will look and function the same.

9. Direct Relationship

With Romtec Utilities, you have a direct relationship with not only the design engineer but also the supplier (Romtec Utilities) who provides warranty for the entire system. With a direct relationship, you have more input on what you want, when you want it done and how it will be operated and maintained.

After the lift station is completed, you will be able to call Romtec Utilities for any repairs or parts that you may need.

10. Warranty and O&M Documentation

Romtec Utilities includes a one year warranty on the entire system. We also pass along any component or sub-assembly warranties, some of which are greater than one year, to the owner.

Romtec Utilities also provides complete O&M documentation and as-built drawings for the packaged lift station after it has been started-up by a Romtec Utilities field technician.

Sincerely,
Romtec Utilities, Inc.

Mark Sheldon
Vice President, Marketing & Sales