

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20030318- uTL

1. REQUESTED MOTION:

ACTION REQUESTED: Approve sole source Waiver # W-030393 to waive formal quotation procedure for the Utilities Division of the Public Works Department, for the purchase of equipment from Prominent Fluids Controls, Endress and Hauser and Capital Controls through their sole source distributor for the municipal market ISC Instruments South Corporation. The term of the waiver will be for one year. Funding will come from the individual departments budget and they would be responsible for monitoring their own expenditures. Estimated annual costs are projected to be approximately \$260,000.00.

WHY ACTION IS NECESSARY: According to Section 9.4.1. of the Lee County Purchasing and Payment Procedures Manual, approved by the Board on 7/9/02, purchases over \$50,000.00 must be approved by the Board.

WHAT ACTION ACCOMPLISHES: Allows the Utilities Division of the Public Works Department to purchase equipment from Prominent Fluid Controls, Endress and Hauser and Capital Controls through their sole source distributor for the municipal market ISC Instrument South Corporation.

**2. DEPARTMENTAL CATEGORY:
COMMISSION DISTRICT #**

C10B

3. MEETING DATE:

04-08-2003

4. AGENDA:

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:
(Specify)**

- STATUTE
- ORDINANCE
- ADMIN. AC-4-1
- CODE
- OTHER

6. REQUESTOR OF INFORMATION:

- A. COMMISSIONER
- B. DEPARTMENT Public Works
- C. DIVISION Utilities

BY: Rick Diaz

3/21/03

7. BACKGROUND: On February 14, 2003 Lee County Purchasing received from Luis Molina/Utilities a request for a bid waiver of equipment from Prominent Fluid Controls, Endress and Hauser and Capital Controls through their sole source provider ISC Instruments South Corporation. Therefore, we are requesting a waiver of the formal quote procedure for the purchase of equipment from Prominent Fluid Controls, Endress and Hauser and Capital Controls through their sole source municipal market distributor ISC Instruments South Corporation. Purchasing has verified this sole source request and has determined that ISC Instruments South Corporation is the sole source distributor in our area for Prominent Fluid Controls, Endress and Hauser and Capital Controls.

(Background continued on page two)

8. MANAGEMENT RECOMMENDATIONS:

9. RECOMMENDED APPROVAL:

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
<i>Dumler</i> 3-24-03	<i>Sheehan</i> 3-15-03 <i>SPH</i> 3-18-03	N/A	N/A	<i>S. Smith</i> 3-20-03	OA <i>1600</i> 3-25-03	OM <i>15</i> 3-25-03	Risk <i>103/25/03</i>	GC <i>17</i> 3-25-03	<i>Dumler</i> 3-24-03

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
Date: 3-24-03
Time: 1:45 AM
Forwarded To:

RECEIVED BY COUNTY ADMIN. <i>EW</i>
<i>3/25 8:00 AM</i>
<i>3/26 12:00</i>

Account Strings: (1) North Reservoir 20711048730.506540
(2) Gateway WW CL2 Improvements 20727348730.506540
(3) Water Treatment Plant Improvements 20726848730.506540
(4) Water Quality Monitoring 20726748730.506540
(5) Wastewater Treatment Plant Improvements 20713848730.506540

Attachments: (1) Department request for a bid waiver
(2) Sole Source Letter Prominet Fluid Controls
(3) Sole Source Letter Endress and Hauser
(4) Sole Source Letter Capital Controls

ATTACHMENT 1

INTEROFFICE MEMORANDUM FROM PUBLIC WORKS UTILITIES



Lee County
SOUTHWEST FLORIDA

Date: March 13, 2003

TO: Christopher Jeffcoat
Purchasing

From: Luis Molina
Engineering

SUBJECT: LEE COUNTY UTILITIES DISINFECTION SYSTEMS IMPROVEMENTS

This memo is to provide you with information that may assist in your decision for an equipment provider for the above referenced project.

Chad Denney, Olga Water Treatment Plant Lead Operator, provided you on 02/05/03 with a proposal/quote from Instruments South Corporation (ISC), to supply the required instrumentation to install a complete disinfection system at the North Reservoir water storage facility. An ASR well has been constructed at this site as an emergency backup water supply for the citizens of Lee County Utilities' system during the dry season. Lee County Department of Health (LCDOH) requires on-site disinfection of the recovered water prior to distribution to the public.

ISC is the only prominent authorized distributor in Florida. Prominent chemical feed pumps are preferred because the pump head and motor are segmented, preventing the product from contaminating the motor and therefore making repairs more quick, safe and cost effective. It is for this reason that Lee County Utilities is standardizing to prominent feed pumps. In addition, these pumps have durable service life.

ISC is also quoting for pH meters, chlorine monitors, pump controls, calibration cylinders, pump containment, and the loop system to integrate the pump with the pH and chlorine meters. This guarantees system compatibility and interchangeability, in addition to having all system related parts under the same vendor warranty contract.

The operational and maintenance advantages of the prominent chemical feed pumps make ISC the equipment provider of choice.

We would greatly appreciate your assistance regarding this matter.

CC: Rick Diaz, P.E.
Tom Hill
Chad Denney
Kris Miller
Orlando Figueroa

ProMinent Fluid Controls, Inc.

ATTACHMENT 2

ProMinent®

February 24, 2003

Mr. Chris Jeffcoat
Lee County Purchasing Services
3434 Hancock Bridge Parkway
North Fort Meyers, FL 33903

FAX: 239 689 7390

Dear Mr. Jeffcoat:

ProMinent Fluid Controls, Inc. has transferred appointment, as of August 1, 2002, to Instruments South Corporation (ISC), from AMJ Equipment Corporation, as our sole, exclusive representative for the municipal market. This includes direct sales to local, county and state governments and sales to contractors and/or system integrators on municipal projects, for the State of Florida, excluding the panhandle.

ISC's corporate office is as follows:

Instruments South Corporation
5101 Great Oak Drive
Lakeland, FL 33815

Tel: 863-499-0146

Mailing address:
P.O. Drawer 933
Lakeland, FL 33802

Fax: 863-499-0167

Very truly yours,
PROMINENT FLUID CONTROLS, INC.



Alex R. Gordon
Southeast Regional Manager

cc: M. Parnell, ISC
B. Glover, ISC

jb

Lee County 2-24-03 02.2

FAX

Endress + Hauser Instruments
 2350 Endress Place
 P.O. Box 246
 Greenwood, IN 46142-0246
 Phone 317/535-2114
 800/428-4344
 Fax 317/535-1497
 EMAIL Jason.Pennington@us.endress.com

ATTACHMENT

3

Endress+Hauser

Nothing beats know-how



Attention:	<u>Chris Jeffcoat</u>	Date:	<u>February 24, 2003</u>
Company	<u>Lee County Purchasing Services</u>	Fax:	<u>239-689-7390</u>
Country (if not U.S.A.)	<u></u>	Page	<u>1 of 1</u>
From:	<u>Jason Pennington Endress+Hauser</u>	Speed Dial #:	<u></u>

RE: Endress+Hauser Instrumentation vendor assignment

Mr. Jeffcoat,

I am writing to inform you that your local Endress+Hauser representative for the municipal markets of Florida is Instruments South Corporation (ISC). Please feel free to contact ISC at:

Instruments South Corporation
 P.O. Box 933
 Lakeland, FL 33802

Phone 863-499-0146
 FAX 863-499-0167

If you have questions or comments, please feel free to contact me at your convenience.

Regards,

Jason Pennington
 Inside Sales Manager
 Endress+Hauser Southeast
 4711 A Nations Crossing Rd.
 Charlotte, NC 28217
 Ph: 704-522-8415
 Fax: 704-527-5005

ATTACHMENT 4

August 2, 2002

Capital Controls
3000 Advance Lane
Colmar, PA 18915 USA
Tel 215 997 4000
Fax 215 997 4062
e-mail marketing@capitalcontrols.com

To Whom It May Concern:

This letter confirms our exclusive representative for the municipal and industrial markets for gas chlorination and ultraviolet disinfection products for your area is

ISC INSTRUMENTS SOUTH CORPORATION
5101 GREAT OAK DRIVE
LAKELAND, FL 33815

Phone: 863-499-0146
Fax: 863-499-0167

The territory covered by ISC is the State of Florida with the following counties as exceptions:

Bay
Escambia
Gulf
Holmes

Okaloosa
Santa Rosa
Walton
Washington

Should you have any questions, please do not hesitate to contact us.

Sincerely,

SEVERN TRENT SERVICES
Capital Controls Company, Inc