

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

Blue Sheet No. 20040425

1. REQUESTED MOTION:

ACTION REQUESTED: Approve Waiver # W-040377 to waive formal quotation procedure, due to sole source, for the Public Works Department (Utilities Division), for the purchase of equipment on an ongoing basis from Prominent Fluid Controls, Inc., Endress and Hauser and Capital/Severn Trent Services through their sole source distributor for the municipal market ISC Instrument South Corporation. Estimated annual costs are projected to be approximately \$250,000.

WHY ACTION IS NECESSARY: All expenditures over \$50,000 must be board approved.

WHAT ACTION ACCOMPLISHES: Allow the Public Works Department (Utilities Division) to purchase equipment that is only available through ISC Instrument South Corporation.

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

A10A

3. MEETING DATE:

05-04-2004

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*

S. Diaz for Rick Diaz 4/16/04

BACKGROUND: On April 6, 2004 Lee County Purchasing received a request from the Utilities Division for a continued ongoing bid waiver for equipment sold exclusively through ISC Instrument South Corporation. Purchasing has verified that ISC Instrument South Corporation is the exclusive distributor of equipment for the municipal market from Prominent Fluids Controls, Inc, Endress and Hauser and Capital/Severn Trent Services.

Account Strings:

20726848730.506540 OD53618 OD53627 OD53629 OD53602
 20726748730.506640 OD53624 OD53652 OD53620 OD53623
 20713848730.506540 OD53605 OD53601 OD53629 OD53625
 OD53626 OD53628 OD53651 OD53604

Attachments:

- (1) Justification Form for Sole Source
- (2) Department request for bid waiver
- (3) Sole Source Letter Prominent Fluids Controls, Inc
- (4) Sole Source Letter Endress&Hauser
- (5) Sole Source Letter Capital/Severn Trent Services

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>[Signature]</i>	<i>Janet Sheehan 4-7-04</i>			<i>S. Diaz 4/16/04</i>	OA <i>4-19-04</i>	COM <i>4/19/04</i>	Risk <i>4/19/04</i>	GC <i>4/19/04</i>	<i>[Signature]</i>

10. COMMISSION ACTION:

- APPROVED
- DENIED
- DEFERRED
- OTHER

Rec. by CoAtty
 Date: *4/16/04*
 Time: *2:00*
 Forwarded To:
4/16/04 2:30

RECEIVED BY
 COUNTY ADMIN: *BW*
4/16/04
2:35 pm SLT
 COUNTY ADMIN
 FORWARDED TO:
4/22/04
2:15 pm

DS

JUSTIFICATION FOR SOLE SOURCE AND/OR WAIVER PURCHASE

REQUISITION NUMBER _____ DATE _____

DEPARTMENT _____ BUSINESS UNIT _____

SUGGESTED VENDOR

INSTRUMENTS SOUTH CORPORATION (ISC)

ITEM DESCRIPTION AND REASON FOR SOLE SOURCE AND/OR WAIVER:
(MAY ALSO BE ATTACHED AS A MEMO)

1. STANDARDIZATION WITH EXISTING EQUIPMENT.
2. INTERCHAGEABLE SPART PARTS.
3. LOCAL REPRESENTAION.
4. LOCAL SERVICE .
5. SPARE PARTS AND SPEEDY DELIVERIES ARE READLY AVAILABLE
6. THE PROMINENT PUMPING SYSTEMS ARE FACTORY BUILT PUMP SKIDS WITH AUTO CONTROL VERSION METERING PUMPS. SOLE SOURCE FOR COMPLETE PRE ENGINEERED SYSTEM THAT DOES NOT INVOLVE A THIRD PARTY INTERGRATOR OR ASSMBLY.

TECHNICAL CHARACTERISTICS:

CAPACITY OF PUMPS ARE SITE SPECIFIC. AUTO CONTROL TECHNOLOGY AND LOW COST OF OWNERSHIP AND FEATURES THAT ARE SUPERIOR TO OTHER BRANDS.
WE ARE FAMILIAR WITH THIS EQUIPMENT SO THIS LETS US HAVE A BETTER WORKING KNOWLEDGE ON HOW THE PUMPS OPERATE AND HOW TO MAINTAIN AND REPAIR THE EQUIPMENT.

REASON FOR REQUESTING SOLE SOURCE:

(X) ITEM MUST MATCH EXISTING EQUIPMENT, WHICH IS:

PROMINET PUMPING EQUIPMENT, ENDRESS & HAUSER EQUIPMENT, AND CAPITAL CONTROLS EQUIPMENT.

(X) ITEM IS A REPAIR PART FOR EXISTING EQUIPMENT, WHICH IS:

PROMINET PUMPING EQUIPMENT, ENDRESS & HAUSER EQUIPMENT, AND CAPITAL CONTROLS EQUIPMENT.

Revision Date:

(X) ITEM IS TO BE ATTACHED TO EXISTING ITEM, WHICH IS:

PROMINET PUMPING EQUIPMENT, ENDRESS & HAUSER EQUIPMENT, AND CAPITAL CONTROLS EQUIPMENT.

(X) TECHNICAL CHARACTERISTICS OF REQUESTED ITEM ARE ESSENTIAL TO OUR NEEDS BECAUSE:

PROMINET PUMPS DO NOT REQUIRE COSTLY VFD/SCR DRIVE PANELS. THIS EQUIPMENT HAS PROVEN ITS RELIABILITY TO US.

() NO OTHER MANUFACTURER OF THIS TYPE OF PRODUCT EXISTS

(X) OTHER MANUFACTURERS OF THIS TYPE OF PRODUCT DO NOT MEET OUR MINIMUM REQUIREMENTS:

MANUFACTURER'S NAME: MILTON ROY

REASON: REQUIRES COSTLY VFD/SCR DRIVE PANELS

MANUFACTURER'S NAME: WALLACE & TIERNAN

REASON: SPARE PARTS COSTLY AND LONG LEAD TIME TO GET THEM

MANUFACTURER'S NAME: _____

REASON: _____

(X) OTHER THIRD PARTY FABRICATOR OR INTEGRATOR IS NOT REQUIRED

MUST PERFORM PRICE OR COST ANALYSIS OR ATTACH NEGOTIATED PRICE QUOTE FROM VENDOR; LETTER FROM MANUFACTURER STATING SOLE SOURCE.

A) PRICE ANALYSIS PERFORMED

BASED ON:

Revision Date:

B) COST ANALYSIS PERFORMED:

BASED ON:

Thomas H. Hill, Vice Manager

SIGNATURE AND TITLE OF REQUESTER

I, Chris Jeffcoat, AUTHORIZED BUYER,
CONCLUDE THE FOLLOWING:

SOLE SOURCE JUSTIFICATION IS ADEQUATE AND PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

SOLE SOURCE JUSTIFICATION IS INADEQUATE AND REQUISITION IS RETURNED TO DEPARTMENT.

DUE TO TIME RESTRAINTS PURCHASE IS AUTHORIZED WITHOUT COMPETITIVE BIDDING.

COMPETITIVE/NON-COMPETITIVE BID WAIVER APPROVED.

Chris Jeffcoat
BUYER

Janet K. Sheehan 4-7-04
PURCHASING DIRECTOR

Revision Date:



Lee County
SOUTHWEST FLORIDA

**INTEROFFICE MEMORANDUM
FROM
UTILITIES DIVISION**

Phone: (941) 694-4038 Fax: (941) 694-2370

2
04 APR - 6 PM 1:50

Date: 4/1/04

TO: Christopher Jeffcoat

From: Thomas Hill

SUBJECT: Sole source wavier for Instruments South Corporation (ISC)

Over the last year or so we have been working on standardizing our chemical pumping and other integrated equipment. After dealing with various vendors who represent a variety of pumps and other integrated equipment we have determined that ISC who supplies Prominent chemical feed pumps, Endress Hauser and Capital equipment is the supplier of choice.

ISC is the only Prominent, Endress Hauser and Capital equipment authorized distributor in the state of 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 quicker, safer and more cost effective, these pumps and other equipment have a proven service life. It is for this reason that Lee County Utilities is standardizing to prominent feed pumps.

ISC also sells pH meters, chlorine monitors, pump controls, calibration cylinders, pump containment, and loop systems to integrate these items together. This guarantees system compatibility and interchangeability, in addition to having all systems related. This means the parts are under the same vendor warranty contract.

The operational and maintenance advantages of Prominent, Endress Hauser and Capital equipment makes ISC the equipment provider of choice.

We would also like to make this an ongoing request as opposed to an annual waiver.

The money to purchase this equipment would come out of various Utilities account strings.

- Water Treatment Plant Improvements 20726848730.506540
- Water Quality Monitoring 20726748730.506540
- Wastewater Treatment Plant Improvements 20713848730.506540
- College Pky Water Plant OD53626
- Corkscrew Water Plant OD53618
- Fiesta WW Plant OD53624
- Fort Myers Beach WW Plant OD53605
- Gateway WW Plant OD53628
- Greenmeadows Water Plant OD53627
- Highpoint WW Plant OD53652

Olga Water Plant OD53601
Pine Island WW Plant OD53651
Pine Woods Water Plant OD53629
San Carlos WW Plant OD53620
Three Oaks WW Plant OD53629
Wastewater Collections OD53604
Water Distribution OD53602
Waterway Estates WW Plant OD53623
Waterway Estates Water Plant OD53625

The dollar amount is anticipated to be approximately \$250,000 per year.
We would like to suggest that if there are any questions in this regard, we would welcome your request to meet and discuss the issues.
We appreciate your assistance regarding this matter.

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

ProMinent Fluid Controls, Inc.

ProMinent®

March 18, 2004

Mr. Chad Denney
Lee County Utilities
7401 College Parkway
Ft. Meyers, FL 33907

E-mail: cdenney@leegov.com

Dear Mr. Denney:

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:

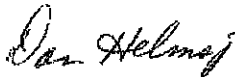
Instruments South Corporation
5101 Great Oak Drive
Lakeland, FL 33815

Tel: 863-499-0146

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

Fax: 863-499-0167

Very truly yours,
PROMINENT FLUID CONTROLS, INC.



Daniel P. Helms
Southeast Regional Manager

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

jb

Lee County 3-18-04

RIDG Park West
186 Industry Drive
Pittsburgh, PA 15275-1014

Telephone 412/767-2484
Telefax 412/787-0704

Manufacturers of electronically
controlled chemical metering pumps
assembled and tested in U.S.A.



ATTACHMENT 7

Endress+Hauser



Endress+Hauser, Inc • Greenwood, Indiana

March 29, 2004

Lee County Utilities
Mr. Chad Denney

Dear Mr. Denney:

INSTRUMENTS SOUTH CORPORATION is the sole authorized Endress+Hauser representative for municipal accounts in the state of Florida for the territory defined by zip codes beginning with 320-23, 326-339 and 342-46. They hold an exclusive representative agreement with Endress+Hauser for coverage of municipal accounts in the above territory and are the only Endress+Hauser representative permitted to sell to Lee County Utilities.

Sincerely,

Nicholas Camin
Project Manager — Municipal Sales

ATTACHMENT

5



Disinfection
Products

March 19, 2004

Lee County Southwest Florida
Olga Water Treatment Plant
1450 Werner Drive
Alva, FL 33920

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	Okaloosa
Escambia	Santa Rosa
Gulf	Walton
Holmes	Washington

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

Sincerely,

Betty J. deWit
Customer Support Manager
Gas Feed and Instrumentation