

CITY OF CAPE CORAL
REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Utilities Dept/Water Production

Vendor Name: FLUID FLOW PRODUCTS, INC. - ACCUTECH

Address: 6500 BOWDEN RD, STE. 304, JACKSONVILLE, FL 32216

Phone: 904-721-0822 Contact: Enrique Rueda E-Mail: enrique@accutech.net

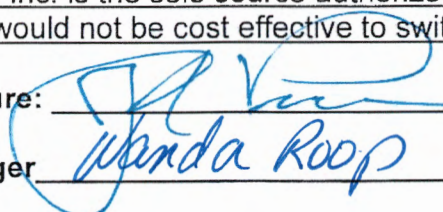
Price: \$49,950.00

Description of item to be procured: Flowserve/Worchester electric actuators with/without positioner boards, ball valves and brackets

1.) **Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:** They are sole source for Flowserve Actuators and Worchester valves.

2.) **Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:** It wouldn't be cost effective to switch to another type of control actuator. These actuators are paired with Worchester valves. The SRO Plants piping has been custom sized for this brand of valve. Switching would require modifications resulting in higher downtime and costs. In addition, this actuator/ valves combo over the past 14 years has proven to be highly reliable, with a greater than expected life expectancy. The SRO Plants old concentrate valves are a 5000 series made by Jamesbury. These valves are no longer made in the 2" size that we use. The other Jamesbury series valves do not fit. Flowserve/Worchester does make a valve that is a direct replacement. In addition, we already use their actuators. There is one other company, Nibco, that makes a valve that will fit, but their valve is \$1000 more per valve than the one from Flowserve/Worchester. After considerable research, another company that makes a valve that will fit our application has not been located.

3.) **Proposed Actions. Describe the actions the department will take to overcome the present barriers to competition for any future acquisition of this product or service:** Since Accutech Instrumentation, Inc. is the sole source authorized distributor for the Flowserve Worchester Controls products, it would not be cost effective to switch now.

Department Director's Signature:  Date: 3/5/24

Approval: Procurement Manager  Date: 3/5/24
(not to exceed \$50,000.00)

Approval: City Manager _____ Date: _____
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00

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Date: 3/3/24

Subject: Sourcing Letter

This is to acknowledge that Accutech Instrumentation, Inc. Dba:/InstrumentSpecialties is the sole source authorized distributor for Flowserve Worcester Controls products in the state of Florida territory. They are the only authorized distributor in Florida to sell the complete line of Flowserve/Worcester and Worcester Controls products with full factory warranty.

Your contact for Accutech Instrumentation, Inc. is:

Enrique J. Rueda

6500 Bowden Rd. Suite 304

Jacksonville, FL 32216

Please don't hesitate to contact me directly should you have any questions.

Sincerely,

Dave Holbrook

Sales Manager-Southeast US Flowserve-FCO

Flowserve Corporation
Flow Control Operations

Phone 951 258 3718
www.flowserve.com

MEMORANDUM

CITY OF CAPE CORAL
UTILITIES DEPARTMENT

TO: Michael Ilczyszyn, City Manager
Mark Mason, Financial Services Director
Wanda Roop, Procurement Manager

FROM: Jeff Pearson, Utilities Director



DATE: March 4, 2024

SUBJECT: FY24 Sole Source Purchases –Accutech Instrumentation Inc.

The Utilities Water Production Division is requesting to purchase spare Flowserve/Worchester actuators, valves, mounting kits, and control boards to maintain adequate inventory for repairs and replacements for the control valves at the South RO Plants. Actuator/valve pairs are used to control concentrate feed flow in the trains and are a critical part of the production process.

At the South RO Plant 1 and 2, we have been using the Flowserve actuators paired with Ferguson control valves. Worchester makes a valve that will fit without modification. We have installed and tested a new Flowserve/Worchester actuator/valve combination and we confirmed it will work. Therefore, we are requesting to replace the remaining Ferguson valves with Worchester valves over the next few years and keep additional inventory.

We are requesting a sole source in the amount of \$45,950, because these actuators and valves are only sold by Accutech/Fluid Flow Products. It would not be feasible to go to another brand, because it would require modifying the lines to fit another manufacturer's valve. This would greatly increase costs and downtime, not to mention this valve/ actuator combination has already proven itself for performance, durability, and cost effectiveness.

Accutech Instrumentation Inc. has been established as the sole source authorized distributor for Flowserve Worcester Controls in Florida, for these types of repair parts in our geographic area.

Funds are budgeted in Division: 400.36011.552116

JP/mej: FY 2024- Accutech/Fluid Flow Products

C: Gustave Dowd, Water Production Manager
Robert Schreiber, Electrical/Instrumentation Supervisor

QUOTATION

ACCUTECH INSTRUMENTATION
 6500 Bowden Road, Suite 304
 Jacksonville, FL 32216
 US
 904-721-0822



Quote Number	
10226303	
Quote Date	Page
02/26/2024	1 of 2

Quote Expires On: 03/27/2024

Bill To:

CITY OF CAPE CORAL
 ATTN ACCOUNTS PAYABLE
 PO BOX 150027
 CAPE CORAL, FL 33915-0027
 US
 2395740877
 Attn: JANICE FUSCO

Ship To:

CITY OF CAPE CORAL
 2090 SW 32ND ST
 RO PLANT SOUTH
 CAPE CORAL, FL 33914
 US

Requested By: SCOTT THERIAULT

Customer ID: 357779

Project Ref: WORCESTER ACTUATORS

PO Number	Carrier Name	Sales Rep
	UPS Ground	ENRIQUE RUEDA

Quantity	UOM	Item ID Item Description	Unit Price	Extended Price
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Delivery Instructions: VENDOR# 6050 FAX: 239-574-0882

DELIVERY: 12-14 WEEKS APPROX

2.00	EA	22M75WM2120A FLOWSERVE ELECTRIC ACTUATOR 120VAC ELECTRIC ACTUATOR / MECHANICAL BRAKE/ NEMA 4 HOUSING / 2 ADDITIONAL LIMIT SWITCHES Order Line Notes: PLANT 1 INLET FOR ON/OFF SERVICE	1,271.3969	2,542.79
1.00	EA	3075ZM2-120A ELEC. ACTUATOR Order Line Notes: PLANT 2 INLET FOR ON/OFF SERVICE	2,982.1491	2,982.15
9.00	EA	1575WM2-120A 1575WM2-120A FLOWSERVE WORCESTER SERIES 75 ELECTRIC ACTUATOR, WITH TWO LIMIT SWITCHES FOR ON/OFF REMOTE INDICATION, 120 VAC POWER SUPPLY Order Line Notes: DAY TANKS QTY OF 3 FOR ON/OFF SERVICE BULK TANKS QTY OF 6 FOR ON/OFF SERVICE	900.0450	8,100.41
3.00	EA	MOUNTING BRACKET FOR VALVE TO ACTUATOR Order Line Notes: SS MOUNTING BRACKET FOR BULK TANK TO MOUNT APOLLO 2" BALL VALVE MODEL 87A-108 TO WORCESTER 1575WM2-120A ELECTRIC ACTUATOR	290.0000	870.00
6.00	EA	23M754ZM2-120A FLOWSERVE ELECTRIC ACTUATOR	1,843.4255	11,060.55

ACH ACCOUNT INFORMATION
 ACCT NO. 4942460833 ABA ROUTING NO. 121000248
 CTX Format Required



Document ID: 10226303

QUOTATION

ACCUTECH INSTRUMENTATION
6500 Bowden Road, Suite 304
Jacksonville, FL 32216
US
904-721-0822



Quote Number	
10226303	
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Quote Expires On: 03/27/2024

Quantity	UOM	Item ID Item Description	Unit Price	Extended Price
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ELECTRIC ACTUATOR FOR THROTTLING SERVICE, 75% DUTY CYCLE MOTOR,
MECHANICAL BRAKE, NEMA 4, 4X, 7, AND 9 ENCLOSURE, 120 VAC WITH TWO LIMIT
SWITCHES

Order Line Notes: PLANT 2 CONC FOR THROTTLING SERVICE QTY OF 4
PLANT 1 CONC FOR THROTTLING SERVICE QTY OF 2

6.00	EA	10DFP1744-120A FLOWSERVE DATAFLOW POSITIONER BOARD DATAFLO-P POSITIONER INSIDE 23M754ZM2-120A TO MODULATE, 4-20 mA INPUT SIGNAL WITH 4-20 mA FEEDBACK MODULE; 120VAC	1,707.4187	10,244.51
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Total Lines: 6

SUB-TOTAL: 35,800.41
TAX: 0.00
AMOUNT DUE: 35,800.41
U.S. Dollars

ACCUTECH INSTRUMENTATION INC
3915 SHOPTON ROAD, SUITE 101
CHARLOTTE, NC 28217
EMAIL: AR@ACCUTECH.NET

Standard Terms & Conditions Apply
Quote Valid for 30 Days
Payment Terms: Net 30
F.O.B.: Shipping Point

Quoted By: ENRIQUERUEDA
Email: enrique@accutech.net

ACH ACCOUNT INFORMATION
ACCT NO. 4942460833 ABA ROUTING NO. 121000248
CTX Format Required

