

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

Requesting Department: Public Works - Fleet Services

Vendor Name: Great Southern Equipment

Address: 4555 LAREDO AVENUE, FT MYERS, FL 33905

Phone: 239-334-6063 E-Mail: Robert Cox rcox@gsequipment.net

Price: \$ 20,000 (Approved 11/1/23) add \$20,000 Total = \$40,000

Account: 516-30511-534120-30 (Outside Services) Fund: Fleet ISF

Description of item to be procured:

Repairs, maintenance, parts and inspections of Gradall branded equipment.

1.) Uniqueness of vendor's item/service.

They are the only authorized distributor for Gradall Excavator Equipment for Central and Southern Florida. Great Southern Equipment is responsible for all machine and parts sales, as well as service and warranty.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable:

They are the only authorized distributor for Gradall Excavator Equipment for Central and Southern Florida.

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:

Fleet Services will continue to research vendors who can provide repairs, parts and maintenance on Gradall Equipment to insure we receive the "best value" in Southwest Florida.

Department Fleet Manager's Signature: [Signature] Date: 3/19/2024

Department Interim Public Works Deputy Director's Signature: [Signature] Date: 3/19/24

Approval: Procurement Manager [Signature] (not to exceed \$50,000.00) Date: 3/20/2024

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

**Council authorization required if exceeding \$100,000.00**

*Revised 1/6/2020- Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property. Adopted 12/02/2019*



GRADALL INDUSTRIES, INC.

SEPTEMBER 20, 2023

As the manufacturer of GRADALL Excavators, Gradall Industries certifies that

Great Southern Equipment, Inc;  
1023 S 50<sup>th</sup> St  
Tampa FL 33619

And its branches in Orlando, Fort Myers, Jacksonville, Pompano Beach and Tallahassee is the sole authorized Gradall Distributor in the following Counties in Florida:

ALACHUA, BAKER, BRADFORD, BREYARD, BROWARD, CITRUS, CHARLOTTE, CLAY, COLUMBIA, DESOTO, DIXIE, DUVAL, FLAGLER, GILCHRIST, GADSDEN, HARDEE, HILLSBOROUGH, HERNANDO, HIGHLANDS, INDIAN RIVER, JEFFERSON, LAKE, LEON, LEE, LEVY, MANATEE, MARION, MIAMI DADE, MARTIN, MADISON, MONROE, NASSAU, ORANGE, OSCEOLA, OKEECHOBEE, PASCO, PINELLAS, POLK, PALM BEACH, PUTNAM, SARASOTA, ST JOHNS, SEMINOLE, ST LUCIE, SUMTER, UNION and WAKULLA.

GS Equipment is the sole source for Parts and Service in these Counties as well.

Any concerns regarding the above may be directed to myself or Mike Popovich, VP at the number(s) below.

A handwritten signature in black ink, appearing to read "Steve Berube". The signature is fluid and cursive, written over a white background.

**STEVE BERUBE**  
**REGIONAL MANAGER**  
**6913 BEARGRASS ROAD**  
**HARMONY, FL 34773**  
**407-491-3469**  
**spberube@gradall.com**