

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

Requesting Department: Utilities Dept./Water Reclamation

Vendor Name: Heyward Florida Inc.

Address: 415 Country Club Drive, Winter Park, FL 32789

Phone: 407-948-0332 E-Mail: jhopp@heywardfl.com

Price: \$45,500.00

Description of item to be procured: Hiscent Elite Odor Neutralizer, HIVENT Flanged

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: Heyward Florida Inc., is the inventor, manufacturer, and sole authorized supplier in the United States for the patented HIVENT (US Patent #10619341) passive odor control device and the HIVON high volume odorizer, along with the HISCENT line of odor neutralizers that are used in both systems.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: The Collections Group is requesting to purchase these items to solve the odor complaints associated with lift stations.

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: We will continue to stay informed of advancements in emerging technology and available components, processes, and equipment capable of meeting the needs of utilities and the community and include evaluations of different manufacturer's products as appropriate for future projects.

Department Director's Signature: 

Approval: Procurement Manager Wanda Koop 8/7/24
(not to exceed \$50,000.00)

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

Council authorization required if exceeding \$100,000.00
*Memo attached - states that city WR currently utilizes
Hivent devices wkoop 8/7/24*

Section 2-144(c)(1)(b)



“Serving the Southeast Since 1908”
415 Country Club Drive - Winter Park, FL 32789 PH: 407-628-1880
e-mail: jhopp@heywardfl.com

DATE: July 10, 2024

CUSTOMER: City of Cape Coral Utilities

Dear Tim Festa,

Heyward Incorporated is pleased to offer the following proposal for your review.

- **Twenty (20) HIVENT-6F (flanged)**
PRICE..... \$38,000 (\$1,900.00 EACH)

- **Twenty (20) 5-Gallon Pails of HISCENT Elite Odor Neutralizer for HIVENTS**
PRICE..... \$7,500.00 (\$75/gallon)

TOTAL PRICE (Includes Shipping)... \$45,500.00

NOTES:

- Each 6-inch HIVENT takes 1 gallon of HISCENT and uses 4 – 5 gallons per year

- All HIVENTS come with a 3-year warranty (restrictions apply)
- Price does not include any applicable taxes
- Terms are Net 45 days
- **Price does include shipping or delivery**
- Prices quoted are valid through **September 30, 2024**. Should you wish to place an order after the expiration date, please contact our office for pricing confirmation.

Please address purchase orders as follows:
(Credit Cards Accepted)

Heyward Incorporated
415 Country Club Drive
Winter Park, FL 32789

Please contact me with any questions or comments regarding our proposal.

Kindest regards,

Jason Hopp

Heyward Florida Incorporated – Winter Park Office
863-701-3082 (Cell)



"Serving the Southeast Since 1908"

415 Country Club Drive Winter Park, FL 32789

June 18, 2024

Customer: City of Cape Coral Utilities

To Whom It May Concern:

This letter is to advise that Heyward Florida Incorporated is the inventor, manufacturer, and sole authorized supplier in the United States for the patented HIVENT® (US Patent#10619341) passive odor control device and the HIVON high volume odor neutralizer, along with the HISCENT line of odor neutralizers that are used in both systems.

If you should have any further questions, please feel free to contact us.

Kind regards,

Gregory J. Chomic, President
Heyward Florida Incorporated
407-948-0332 (Cell)

**HIBOCS / HICARB / HIVON / HIVENT
ODOR CONTROL SYSTEMS**

"Simple...Economical...Effective"



"ARREST ODORS"



TO: Mark Mason, Finance Director
Wanda Roop, Procurement Manager

FROM: Jeff Pearson, Utilities Director

DATE: July 17, 2024

SUBJECT: HIVENT from Heyward Florida, Inc.

Background:

Water Reclamation maintains and operates over 300 lift stations, 27 of which have complex odor control systems to prevent noxious odors from affecting surrounding residences. Alternatively, Water Reclamation utilizes HIVENTs to aid in the neutralization of odors at eight (8) lift station locations. HIVENT is a passive odor control device that requires no electricity or water to operate. HIVENT devices use around 5-gallons of HISCENT all-natural odor neutralizer per year. HIVENT systems are included in the design specifications of current and future Utilities Extension Projects.

Recommendation:

The Water Reclamation Division recommends a purchase order be issued to Heyward Florida, Inc. in the amount of \$45,500.00 for (20) HIVENT devices and (20) 5-gallon jugs of HISCENT odor neutralizer oil, including shipping. Heyward Florida, Inc. is the sole source distributor for the HIVENT and HISCENT products in the State of Florida.

Funding Availability:

Funds are budgeted for and available in the following Tyler Operating Accounts:

- #400-36014-546102, Equipment Repair & Maintenance, \$38,000.00
- #400-36014-552114, Chemicals, \$7,500.00.

JP/ap: (HIVENT from Heyward Florida, Inc.)

C: Jeff Walter, Water Reclamation Manager
Tim Festa, Utilities Maintenance Supervisor