

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

Requesting Department: Utilities / Water Reclamation 08/14/2024

Vendor Name: Howden USA Company (Dominic Spears)

Address: 2475 George Urban Blvd. Depew, NY 14043

Phone: (716) 817 6900 E-Mail: Jim.trace@howden.com

Price: \$117,558.30

Description of item to be procured:
Service of 5 Turblex blowers for the Water Reclamation Aeration Basins.

1.) Uniqueness of vendor's item/service: How is this vendor uniquely qualified to provide the product/service:


Howden USA is the sole source provider for factory-authorized service and OEM components in North America for Turblex Blowers.

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

The Water Reclamation Division, Everest, and Southwest Facilities, both have Turblex compressors installed for process control aeration. As Howden USA, is the sole factory-authorized service center for this equipment there are no other sources for the service of this equipment. Both facilities would have to purchase and install different compressors to utilize other vendors which is not financially feasible at this time.

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 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:  Date: 8/14/24

Approval: Procurement Manager: Wendy Koop (not to exceed \$50,000) Date: 9/4/24

Approval: City Manager: Connie Baum (not to exceed \$100,000.00) Date: 9/10/24

Council authorization required if exceeding \$100,000.00

Revised 1/6/20 – Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property, Adopted 12/02/2019

Resolution 279-24
approved 9/4/24

June 20, 2024

Subject: Factory Authorized Service

Dear Howden/Turblex Equipment Owners,

Howden USA has been in business since 1854. Howden manufactures parts, performs repairs, and provides field services for Single and Multi-Stage Blowers, Gas Boosters, Steam Turbines, and Compressors. Services are available for new and legacy OEM equipment brands including:


- Steam turbines – Howden, Siemens
- Blowers, gas boosters, and compressors – HV-Turbo, Cord-Turbo, Turblex, Siemens Energy, Inc., Kuhnle, Kopp & Kausch, Spencer
- Fans – Schiele, Exvel

Howden is the sole source provider for factory-authorized service and OEM components in North America for these machines. Our commitment to exemplary operating installations is demonstrated by the Company's investment in the Customer Service/Parts Department. This highly trained group of professionals includes in-house technical and parts departments, as well as mechanical and instrumentation field services personnel. A staff of mechanical, electrical and instrumentation engineers from our engineering centers support the Howden field service group.

Purchase orders should be addressed to:

Howden USA Company
2475 George Urban Blvd.
Depew, NY 14043

Should you have any problems or additional needs, please do not hesitate to contact us at www.howden.cloud/quote.



Jim Trace
Environmental Sales Director

d: 765 827 9200
m: 913 609 0829
e: Jim.trace@howden.com

From: Calvin Kelly
Direct Tel: +14173805699
Email: Calvin.Kelly@howden.com
Your Sales Contact: Ricardo Alzate - Ricardo.Alzate@howden.com

To: Dominic Spears **Date:** 05/20/2024
Company: Everest Water Reclamation - Cape Coral, FL **Page No:** Page 1 of 4
Ref: Everest Water Reclamation - Cape Coral, FL
Quote No: HUSASNS.AFM.000221/D
Regarding: SITE# 311 JOB# 3294T CAPE CORAL EVEREST PLANT KA10SV-GK200 SN 7345 & 7346

Thank you for your enquiry submitted to Howden Aftermarket.
 We are happy to present below quotation for Howden Service & Supervision:

!!! Please carefully review PAYMENT & DELIVERY TERMS that apply to this proposal.
 As we look forward to receiving and shipping your order, agreement on terms is important to secure quick and timely processing of your order.

Line	Part No.	Product Description	Delivery time	Qty	Unit Price USD	Total Item USD
1		CLASS I SERVICES ON (2) BLOWERS (1) WITH BEARING CHANGE QUOTE INCLUDES ESTIMATED TIME, EXPENSES, MATERIAL & TOOLBOX FRIEGHT FOR CLASS I SERIVCES ON (2) BLOWERS QUOTE ALSO INCLUDES ESTIMATED EXPENSES FOR (3) CLASS I SERVICES AT S319 - CAPE CORAL SW. (2) 10-hour Travel Days (8) 10-hour Work Day(s) (Mon-Fri) (1) 8-hour Work Day(s) (Sat) (1) 8-hour Standby Day(s) (Sun)	0 Week(s)	1.00	37,800.00	37,800.00
2		BLOWER SERVICE PARTS, LISTED BELOW Contact: Dominic Spears 239-677-1691 dspears@capecoral.net				16,660.60
					Total	54,460.60

Aftermarket Proposal

Web www.chartindustries.com

From: Jessica Forbus
Direct Tel: 4173805756
Email: Jessica.Forbus@howden.com
Your Sales Contact: Ricardo Alzate - Ricardo.Alzate@howden.com

To: Mike Vizza **Date:** 05/20/2024
Company: BARNEYS PUMPS INC **Page No:** Page 1 of 4
Ref: Everest Water Reclamation - Cape Coral, FL
Quote No: HUSAJAF.AFM.001035/D
Regarding: QUO S311 Cape Coral Everest Class I Parts

Thank you for your enquiry submitted to Howden Aftermarket.
 We are happy to present below quoted parts, prices and estimated delivery schedules:

!!! Please carefully review PAYMENT & DELIVERY TERMS that apply to this proposal.
 As we look forward to receiving and shipping your order, agreement on terms is important to secure quick and timely processing of your order.

Line	Part No.	Product Description	Delivery time	Qty	Unit Price USD	Total Item USD
1	89412860	O-ring Drv.Item D119	10 Week(s)	2.00	160.60	321.20
2	89027262UZ	O-ring Drv.Item D241	10 Week(s)	2.00	8.80	17.60
3	N17V3020	O-ring Drv.Item H110	10 Week(s)	4.00	17.60	70.40
4	N17L57350	O-ring Drv.Item H503	10 Week(s)	2.00	107.80	215.60
5	N17V3110	O-ring Drv.Item T246	10 Week(s)	2.00	23.10	46.20
6	00080344869UZ	O-ring Drv.Item T248	10 Week(s)	4.00	50.60	202.40

7	00080344869UZ	O-ring Drw.Item T280	10 Week(s)	4.00	50.60	202.40
8	N61T05030UZ	Hexagon socket head cap screw Drw.Item D118	10 Week(s)	34.00	4.40	149.60
9	GK200T0028	Bearing SKF 7211 Drw.Item T208	10 Week(s)	2.00	2,274.80	4,549.60
10	GK200T0028	Bearing SKF 7211 Drw.Item T210	10 Week(s)	4.00	2,274.80	9,099.20
11	300031	Cleaning Kit A	3 Week(s)	1.00	1,786.40	1,786.40
					Total	16,660.60

Any estimates of delivery dates are based on our current backlog of orders and may therefore differ from the achievable delivery dates at the time of the actual order being placed. Howden will seek to consolidate shipments as much as possible.

We ask that you clearly state on your Purchase order, if and when partial delivery is desired.

APPROVED AS TO FORM.
 By: [Signature]
 City Attorney's Office
 Date: 8-2-2011

From: Calvin Kelly
Direct Tel: +14173805699
Email: Calvin.Kelly@howden.com
Your Sales Contact: Ricardo Alzate - Ricardo.Alzate@howden.com

To:	Joe Holowell	Date:	05/20/2024
Company:	Cape Coral - Southwest Water Reclamation	Page No:	Page 1 of 4
Ref:	Cape Coral - Southwest Water Reclamation		
Quote No:	HUSASNS.AFM.000220/D		
Regarding:	SITE# 319 JOB# 3607T CAPE CORAL SW PLANT KA10SV-GK200 SN 7428-7430		

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Line	Part No.	Product Description	Delivery time	Qty	Unit Price USD	Total Item USD
1		THREE (3) CLASS I SERVICES. TWO (2) WITH BEARING CHANGE Quote includes estimated Time and Material for (3) Class I services. (2) of those Class I's with bearing changes. Travel costs have been deferred to HUSASNS.AFM.000221 for Cape Coral Everest, per the customer. (10) 10 HOUR WORK DAYS (MON-FRI) (2) 8 HOUR WORK DAYS (SAT) (2) 8 HR STANDBY DAYS (SUN)	0 Week(s)	1.00	39,000.00	39,000.00
2		SERVICE PARTS, LISTED BELOW Contact: Mike Vizza 954-718-2950 vizzam@barneyspumps.com				24,097.70
					Total	63,097.70

Aftermarket Proposal

Web: www.chartindustries.com

From: Jessica Forbus
Direct Tel: 4173805756
Email: Jessica.Forbus@howden.com
Your Sales Contact: Ricardo Alzate - Ricardo.Alzate@howden.com

To:	Dominic Spears	Date:	05/20/2024
Company:	Cape Coral - Southwest Water Reclamation	Page No:	Page 1 of 4
Ref:	Cape Coral - Southwest Water Reclamation		
Quote No:	HUSAJAF.AFM.001034/D		
Regarding:	QUO S319 Cape Coral SW Class I Parts		

Thank you for your enquiry submitted to Howden Aftermarket.

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Line	Part No.	Product Description	Delivery time	Qty	Unit Price USD	Total Item USD
1	89412860	O-ring Drw.Item D119	10 Week(s)	3.00	160.60	481.80
2	89027262UZ	O-ring Drw.Item D241	10 Week(s)	3.00	8.80	26.40
3	N17V3020	O-ring Drw.Item H110	10 Week(s)	6.00	17.60	105.60
4	N17L57350	O-ring Drw.Item H503	10 Week(s)	3.00	107.80	323.40
5	N17V3110	O-ring Drw.Item T246	10 Week(s)	3.00	23.10	69.30
6	00080344869UZ	O-ring Drw.Item T248	10 Week(s)	6.00	50.60	303.60

7	00080344869UZ	O-ring Drw.Item T280	10 Week(s)	6.00	50.60	303.60
8	N61T05030UZ	Hexagon socket head cap screw Drw.Item D118	10 Week(s)	51.00	4.40	224.40
9	GK200T0028	Bearing SKF 7211 Drw.Item T208	10 Week(s)	3.00	2,274.80	6,824.40
10	GK200T0028	Bearing SKF 7211 Drw.Item T210	10 Week(s)	6.00	2,274.80	13,648.80
11	300031	Cleaning Kit A	3 Week(s)	1.00	1,786.40	1,786.40
					Total	24,097.70

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