

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

Requesting Department: Utilities Dept./Water Reclamation/ Water Production/UCD

Vendor Name: R.C. BEACH & ASSOCIATES, INC.

Address: 625 GRAND CENTRAL ST, CLEARWATER, FL 33756

Phone: (727) 216-3240 CONTACT: WILLIAM R. BEACH

Price: \$72,328.00

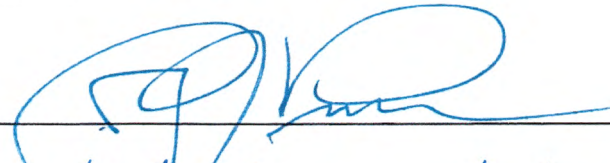
Description of item to be procured: Purchase of 2 Patterson Pumps – Model 8X6-MI for Palm Tree Booster Station.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: R.C. Beach & Associates, Inc. are the sole proprietary Sales and Service Agents for Patterson Pump Company for the State of Florida as specified by the manufacturer.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: None.

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: The pumps we are looking to purchase are direct replacements for our Palm Tree Booster Station. Any other brand pump would require re-piping of the pump station and replacement of the pump pedestal, which would not be cost effective.

Department Director's Signature: \_\_\_\_\_



Approval: Procurement Manager \_\_\_\_\_  
(not to exceed \$50,000.00)

*Wanda Koops* 3/11/24

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



Council authorization required if exceeding \$100,000.00

*See attached memo for further explanation - titled "Ech A"*



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Date: March 7, 2024

TO: Whom it may concern

SUBJECT: Market Representation

TERRITORY: Florida (Southern and Western)

PRODUCT: MUNICIPAL WATER AND WASTEWATER PUMPS

This letter is to confirm the following company and their agents are the sole proprietary Sales and Service Agents for Patterson Pump Company in the above referenced territory for pumps and pump parts sales in the Municipal Water and Wastewater Market.

**PATTERSON REPRESENTATIVE:**

**RC Beach and Associates**

625 Grand Central Street  
Clearwater, FL 33756

And such other offices RC Beach and Associates may deem appropriate to utilize in serving our Municipal Water and Wastewater Customers.

Please contact me at Patterson Pump Company if there are any questions concerning this representative organization and their responsibilities.

JT Ferebee  
Custom Pump Regional Sales Manager  
Patterson Pump Company  
706-297-2837 Direct  
[jt.ferebee@pattersonpumps.com](mailto:jt.ferebee@pattersonpumps.com)

cc Brooke Stonecypher, National Sales Manager  
cc Mike Ellers, Service-Parts Sales Manager

Patterson Pump Company. A Gorman-Rupp Company  
P.O. Box 790. 2129 Ayersville Road. Toccoa, Georgia 30577  
Phone: (706) 886-2101



# R.C. Beach & Assoc. Inc.

## Pumping & Process Equipment

March 07, 2024

Mr. Mike Kayatta  
City of Cape Coral  
2090 SW 32<sup>nd</sup> Street  
Cape Coral Florida 33914

Subject: Patterson proposal  
Re: Pump End Only Original Serial No. C037502

Dear Mr. Kayatta,

We are please to offer the following Patterson replacement pump end only for your consideration.

Two (2) each Patterson Pump Model 8X6 MI cast iron bronze fitted construction to pump 1500 GPM to a discharge head of 172 FT when operating at 1790 RPM.

Pump designed to be hydraulically and dimensionally the same as C037502. The materials shall be as provided on the original serial number C037502.

No spare, No base, No coupling, No motor included with this proposal. Freight is included in price. No testing included. Pump will have hydrostatic test.

Price Net FOB factory freight allowed to jobsite is \$37,164.00 each or \$72,328.00 for lot of two (2) Pump ends only as above described.

No Florida state sales or use tax included should it apply.

Estimated delivery 18 to 20 after accepted order at the factory. Please update your proposal every 30 days. This proposal valid for 30 days from above date.

Warranty on these units is standard 12/18 from date of delivery.

Once again thank you for the opportunity to offer Patterson Pumps for your consideration.

Very truly yours,

William R. Beach  
R.C. Beach & Assoc., Inc.  
Representing  
Patterson Pump Co.

PUMPING AND PROCESS EQUIPMENT  
625 Grand Central St. - Clearwater, Fla 33756  
Ph: 727-216-3240 Visit us at RCBeach.com

MEMORANDUM

CITY OF CAPE CORAL  
UTILITIES DEPARTMENT

"Exhibit A"

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

FROM: Jeff Pearson, Utilities Director

DATE: March 8, 2024

SUBJECT: FY 2024 - Sole source purchase for R.C. Beach & Associates, Inc.

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The Utilities Water Production Division is requesting a sole source approval in the amount of \$72,328.00 with R.C. Beach & Associates, Inc., to purchase 2 Patterson pumps for the Palm Tree Booster Station. We purchased 2 pumps last year to replace 2 of the 4 pumps, and the pumps took more than 8 months to deliver. These pumps were installed back in 2000 and are used to increase pressure at critical times of high demand each day. We are requesting the purchase of 2 more pumps, for the last 2 replacements.

R.C. Beach & Associates, Inc., is the sole proprietary Sales and Service Agents for Patterson Pump Company for the State of Florida. A copy of the sole source letter is attached for reference.

Budgeted funds from Capital Equipment Line #58 (Replace Well Pumps and Accessories – budgeted for \$35,230) utilizing \$35,230.

Non-budgeted funds from Capital Equipment Line #57 (Replace Well Motors w/Leads – budgeted for \$57,130) utilizing \$37,098 to cover the remaining balance for pumps, leaving a balance of \$20,032.

JP/mej: Memo FY24 Sole Source – Patterson pumps

Attachments: Sole Source, Memo, Quote, Vendor letter

C: Gustave Dowd, Water Production Manager  
Mike Kayatta, SRO - Maintenance Supervisor  
Gina Lanzilotta, Senior Buyer