

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

Requesting Department: Utilities / Water Reclamation 11/21/2023

Vendor Name: Southeast Pump Specialist, Inc. (Dominic Spears)

Address: 1864 Tobacco Rd, Augusta GA 30906

Phone: (706) 772-2030 E-Mail: lukes@sepump.net

Price: \$40,000.00

Description of item to be procured:
Chesterton Mechanical Seal, Mechanical Packing, and Chesterton OEM Products.

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

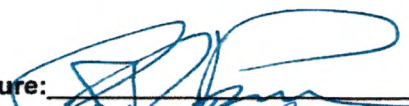
Southeast Pump Specialist, Inc. is the exclusive distributor of Chesterton Mechanical Seals, Mechanical Packing, and Chesterton OEM Products. Their assigned territory includes the state of Georgia and Florida.

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

The Utilities Water Reclamation Division currently stock Chesterton seal, repair parts, and technical products. While other seals and products are available on the market that would work in place of the Chesterton products it would not be cost effective at this time to stock another brand.

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: 11/22/23

Approval: Procurement Manager:  (not to exceed \$50,000) Date: 12/6/23

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

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

→ The City 2WRF utilize Chesterton Seals

March 9, 2023

To Whom It May Concern,

Please be advised that Southeast Pump Specialist, Inc. is the exclusive distributor of Chesterton Mechanical Seal, Mechanical Packing and EPS Products and an authorized distributor of Chesterton IL MRO and ARC Products. Southeast Pump Specialists assigned territory includes the State of Georgia and the State of Florida, with the exception of the following counties: Escambia, Santa Rosa, Okaloosa, Walton, Holmes, Washington, Jackson, Bay, Calhoun and Gulf. Also included in the territory are the US and British Virgin Islands, the islands of Turks and Caicos, and the Bahamas.

You should be advised that Southeast Pump Specialist, Inc. understand that they maintain complete inventory of Chesterton Products so that they can service you promptly and from stock. Southeast Pump Specialist, Inc. also employs full-time knowledgeable Chesterton Specialists who are trained in the technical aspects of our business and in troubleshooting.

All applicable Chesterton warranties and guarantees are extended to all customers purchasing Chesterton products from Southeast Pump Specialist, Inc.

Southeast Pump Specialist, Inc. has our full factory support. Please advise them of your requirements for Chesterton Products.

Very truly yours,

AW CHESTERTON COMPANY



Jeff Jolin
Global Distribution and Corporate Contracts Manager

MEMORANDUM

**CITY OF CAPE CORAL
UTILITIES DEPARTMENT**

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

FROM: Jeff Pearson, Utilities Director

DATE: November 22, 2023

SUBJECT: Sole Source Request to Southeast Pump Specialist, Inc.

Water Reclamation is requesting to purchase from Southeast Pump Specialist (SEP), inc. Chesterton Mechanical Seals and original equipment manufacturer (OEM) parts. Purchases from the sole source vendor, Southeast Pump Specialist, Inc. shall be in an amount not to exceed \$40,000.00.

Chesterton has an exclusive agreement with Southeast Pump Specialist, inc. as their sole source representative for the state of Florida. This agreement covers the sale and repair of all Chesterton proprietary equipment, including mechanical seals, mechanical packing and SEP products.

The City's two (2) Water Reclamation Facilities both utilize Chesterton Mechanical Seals and OEM parts as a critical part of their respective process's.

The Water Reclamation Division currently stocks Chesterton Seals and OEM repair parts for maintenance purposes. To switch to another manufacturer's seal at this time would prove to be very costly.

Funds have been budgeted in Fiscal Year 2024 and are available in the following Divisions:

- 36015 – Water Reclamation – Everest WRF.
- 36016 – Water Reclamation – Southwest WRF.

JP/jf (Sole Source Request to Southeast Pump Specialist, inc.)

C: Jeff Walter, Water Reclamation Manger

Dominic Spears, Maintenance Supervisor



Parts Quote

#EST-021981

11/14/2023

Southeast Pump Specialist Inc
1864 Tobacco Rd.
Augusta GA 30906
United States

Bill To

City of Cape Coral
Attn: Finance-Account Payable
P.O. Box 150027
Cape Coral, FL 33915-0027
United States

Ship To

City of Cape Coral
1740 Everest Pkwy
Cape Coral FL 33904
United States

TOTAL

\$18,433.80

Expires: 12/14/2023

Expires 12/14/2023	Quoted By Luke Swanson	Payment Terms 2% 10 Net 30	Sales Rep Michael Barnhard	Customer Contact	Shipping Terms
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Qty	Item	Customer Part #	Exp. Ship Date	Rate	Amount
2	2090113 2090113 Chesterton 442C 1.6875 SA CR/ CB S FKM			\$1,974.00	\$3,948.00
2	2090119 2090119 442C -15.5, 1.9375 in. SA CR/CB S FKM			\$2,047.00	\$4,094.00
1	2090121 2090121 Chesterton 442C 2.000 SA CR/ CB S FKM			\$2,057.00	\$2,057.00
2	2090125 2090125 Chesterton 442C 2.1875 (-17.5) SA CR/CB S FKM			\$2,185.00	\$4,370.00
1	2090137 2090137 Chesterton 442C 2.750 SA CR/ CB S FKM			\$3,132.00	\$3,132.00
48	000802 000802 Chesterton 800 GE Tape 1/2 x 540 Qty 12/box			\$14.85	\$712.80
1	Freight Freight Charges			\$120.00	\$120.00

DISCLAIMER

OEM part numbers are for reference only and no way indicate that we are supplying OEM parts or in any way represent the OEM. SEP Standard Terms and Conditions available upon request. Please call me if you have any questions regarding this quotation.

Phone #
706-772-2030

Fax #
706-772-2037

Website
www.sepump.net



EST-021981



Parts Quote

#EST-021981

11/14/2023

Subtotal	\$18,433.80
Tax Total (%)	\$0.00
Total	\$18,433.80

Customer Remarks

Lead Time: Approximately 2 weeks
 Freight Quoted for Quantities Quoted

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