

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

Requesting Department: Utilities Dept./Water Reclamation

Vendor Name: Tencarva/Hudson Pump & Equipment

Address: 3524 Craftsman Blvd, Lakeland, FL 33803

Phone: 863-665-7867 E-Mail: grsales@gormanrupp.com

Price: \$229,821.20

Description of item to be procured: Four (4) Gorman Rupp Diesel Pumps, one (1) fuel sending unit and one (1) portable control panel, and one (1) Seepex Pump

1.) **Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service:** Tencarva/Hudson Pump & Equipment is the exclusive, sole-source vendor for Gorman Rupp Pumps and supplier of replacement and repair parts and also the exclusive representative for SEEPEX, Inc within the state of Florida for the purchase of Environmental, Plant Level Aftermarket parts, pumps, and chemical skids. This excludes the counties west of the Aplachicola River, Engineered Systems, and Contractor Bids.No other representative can sell products, repair/replacement parts, and technical support in the Environmental Aftermarket for SEEPEX, Inc. in Florida

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 utilizes Gorman Rupp Pumps and OEM parts citywide for use in and as backup pumps for lift stations as well as transfer of canal water from one system to another. Other products are available on the marketplace but due to current design, dimensions, and layout, it is more cost effective to utilize Gorman Rupp Pump for this application at the Everest Water Reclamation Facility. The BioSolids Division utilizes 3 of the Seepex pumps to control polymer dosage to the decanter centrifuge. The BioSolids Division wishes to maintain uniformity among the chemical dosage equipment.

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: 

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

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

Council authorization required if exceeding \$100,000.00

Resolution 276-24
approved 9/4/24



January 3, 2024

To: Whom It May Concern:

Subject: **Sole Source Gorman-Rupp Municipal Engineered Systems Wastewater Sales Representation - Calendar Year 2024**

The Gorman-Rupp Company is a world leader in the production of pumps and package systems for a diversified market. Our marketing strategy has been to establish a network of factory authorized distributorships trained to apply equipment unique to specific hydraulic markets. Some examples of these markets areas are construction, petroleum, industrial, fire and municipal wastewater. Our representatives are specialists and very knowledgeable within their market area and dedicated to helping you select and maintain the proper equipment for your application.

Please be advised that Hudson Pump & Equipment is our sole source distributor for wastewater equipment, parts and repair for the territory defined below:

Florida: The State of Florida, excluding the panhandle counties of: Escambia, Santa Rosa, Okaloosa, Walton, Holmes, Jackson, Washington, Bay, Calhoun, Liberty and Gulf.

Hudson Pump & Equipment is responsible for supplying all Gorman-Rupp pumps and Gorman-Rupp parts used in municipal sewage lift stations or treatment plants, including individual units installed in the municipal collection systems.

Hudson Pump & Equipment
3524 Craftsman Blvd.
Lakeland, FL 33803
Phone: (863) 665-7867
Fax: (863) 666-5649

We thank you for your interest in Gorman-Rupp products and look forward to working with you in any upcoming projects.

Kind Regards,

A handwritten signature in blue ink, appearing to read 'Vince Baldasare', is written over a faint, larger version of the signature.

Vince Baldasare, Sales Manager
Engineered System Sales

VB:dd

THE GORMAN-RUPP COMPANY • MANSFIELD DIVISION

P.O. Box 1217 • Mansfield, Ohio 44901-1217 • Tel: 419-755-1011 • Fax: 419-755-1251 • Email: grsales@gormanrupp.com • www.GRpumps.com



Sales Quotation

Quotation Number: T113376	Quotation Date: 06/18/2024	Sales Engineer: SCOTT CHISHOLM
Revision No: 2	Date Printed: 06/20/2024	Phone: (C) (863) 940-5711 (O) 863-665-7867
Customer Number: 107522		schisholm@tencarva.com
Customer RFQ	Order Contact: CATHY JACKSON	Branch: FL LAKELAND

Document Address:
 CITY OF CAPE CORAL
 ATTN ACCOUNTS PAYABLE
 PO BOX 150027
 CAPE CORAL FL 33915-0027

Delivery Address:
 CITY OF CAPE CORAL
 SW WATER RECLAMATION
 2090 SW 32ND ST
 CAPE CORAL FL 33914

Payment Terms: Net 30	Customer Contact: TIM FESTA
Terms of Delivery: FOB SHIPPING POINT PREPAID & ALLOW	Customer Phone:
Ship Via: BEST WAY FREIGHT ALLOWED	Customer Email: TFESTA@CAPECORA.GOV

18-20 WEEK LEAD TIME

Pos	Part No / Description	QTY	Unit	Sell Price	Ext. Sell Price
2	GORMAN RUPP PKG . PAV3B60C-3TNV80F FT4 SS 3X3 YANMAR DIESEL ENGINE DRIVEN PRIMING ASSISTED CENTRIFUGAL PUMP W/AUTOSTART, EBL WHEEL KIT, BATTERY, CONTROL PANEL CONTROLS AND FUEL TRANSDUCER	4	EA	55,500.00	222,000.00

Sub Total: 222,000.00

Gross Total: 222,000.00

LAKELAND ADDRESS
 HUDSON PUMP
 3524 CRAFTSMAN BLVD
 LAKELAND, FL 33803
 PHONE (863)665-7867
 FAX (863)666-5649
 CREDIT@TENCARVA.COM
 WWW.HUDSONPUMP.COM

REMIT TO BY MAIL/ONLINE:
 TENCARVA MACHINERY
 PO BOX 409897
 ATLANTA, GA 30384
 WWW.TENCARVA.COM

REMIT BY ACH
 RECEIVING BANK: BANK OF AMERICA, N.A
 ABA/ROUTING #: 053000186
 ACCOUNT #: 000021-208-186

EMAIL FOR REMITTANCE: PAYMENTS@TENCARVA.COM



Sales Quotation

Quotation Number: T120719	Quotation Date: 08/05/2024	Sales Engineer: SCOTT CHISHOLM
Revision No: 1	Date Printed: 08/05/2024	Phone: (C) (863) 940-5711 (O) 863-665-7867
Customer Number: 107522		schisholm@tencarva.com
Customer RFQ	Order Contact: MISSY McLAUGHLIN-RANEY	Branch: FL LAKELAND

Document Address:
 CITY OF CAPE CORAL
 ATTN ACCOUNTS PAYABLE
 PO BOX 150027
 CAPE CORAL FL 33915-0027

Delivery Address:
 CITY OF CAPE CORAL
 WATER RECLAMATION SW PLANT
 2104 SW 32ND ST
 CAPE CORAL FL 33914

Payment Terms: Net 30	Customer Contact: BRAD TRAUTMAN
Terms of Delivery: FOB SHIPPING POINT PREPAID & ALLOW	Customer Phone:
Ship Via: BEST WAY FREIGHT ALLOWED	Customer Email: btrautma@capecoral.gov

FREIGHT IS INCLUDED

QUOTE VALID FOR 20 DAYS

Pos	Part No / Description	QTY	Unit	Sell Price	Ext. Sell Price
1	SEEPEX PUMP . MD 006-12 METERING PUMP REPLACEMENT FOR #875784	1	EA	5,230.00	5,230.00

Sub Total: 5,230.00

Gross Total: 5,230.00

LAKELAND ADDRESS:
 HUDSON PUMP
 3524 CRAFTSMAN BLVD
 LAKELAND, FL 33803
 PHONE (863)665-7867
 FAX (863)666-5649
 CREDIT@TENCARVA.COM
 WWW.HUDSONPUMP.COM

REMIT TO BY MAIL/ONLINE:
 TENCARVA MACHINERY
 PO BOX 409897
 ATLANTA, GA 30384
 WWW.TENCARVA.COM

REMIT BY ACH:
 RECEIVING BANK: BANK OF AMERICA, N.A.
 ABA/ROUTING #: 053000196
 ACCOUNT #: 000021-208-186
 EMAIL FOR REMITTANCE: PAYMENTS@TENCARVA.COM



Sales Quotation

Quotation Number: T116278	Quotation Date: 07/10/2024	Sales Engineer: SCOTT CHISHOLM
Revision No: 1	Date Printed: 07/10/2024	Phone: (C) (863) 940-5711 (O) 863-665-7867
Customer Number: 107522		schisholm@tencarva.com
Customer RFQ	Order Contact: CATHY JACKSON	Branch: FL LAKELAND

Document Address:
 CITY OF CAPE CORAL
 ATTN ACCOUNTS PAYABLE
 PO BOX 150027
 CAPE CORAL FL 33915-0027

Delivery Address:
 CITY OF CAPE CORAL
 WATER RECLAMATION EVEREST PLT
 1740 EVERST PARKWAY
 CAPE CORAL FL 33904

Payment Terms: Net 30	Customer Contact: MIKE MURPHY
Terms of Delivery: FOB SHIPPING POINT PREPAID & ALLOW	Customer Phone: 239-462-7762
Ship Via: BEST WAY FREIGHT ALLOWED	Customer Email: MMURPHY@CAPECORAL.NET

3 WEEK LEAD TIME

Pos	Part No / Description	QTY	Unit	Sell Price	Ext. Sell Price
1	48122-939 FUEL SENDING UNIT	1	EA	526.86	526.86
2	29284-178 CONTROL PANEL CONTROL	1	EA	2,064.34	2,064.34

Sub Total: 2,591.20

Gross Total: 2,591.20

LAKELAND ADDRESS:
 HUDSON PUMP
 3524 CRAFTSMAN BLVD
 LAKELAND, FL 33803
 PHONE (863)665-7867
 FAX (863)666-5649
 CREDIT@TENCARVA.COM
 WWW.HUDSONPUMP.COM

REMIT TO BY MAIL/ONLINE:
 TENCARVA MACHINERY
 PO BOX 409897
 ATLANTA, GA 30384
 WWW.TENCARVA.COM

REMIT BY ACH:
 RECEIVING BANK: BANK OF AMERICA, N.A.
 ABA/ROUTING # 053000196
 ACCOUNT #: 000021-208-186
 EMAIL FOR REMITTANCE: PAYMENTS@TENCARVA.COM