

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

Requesting Department: Utilities: Water Production

Vendor Name: The New York Blower Company
c/o PERO Engineering & Sales Co.

Address: 748 Broadway Ste. 202, Dunedin, FL 34698

Phone: 727-723-7376 Contact: Joe Seitz E-Mail: jseitz@peroengineering.com

Price: \$82,596.00

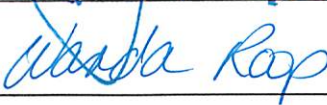
Description of item to be procured: Purchase of (4) Backward inclined SWSI size 30 ACF blowers, for South RO Plant 2. Water Production staff will do the installation. (See attached quote).

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: PERO Engineering & Sales Co, is the sole provider of the blowers for this region as specified by the manufacturer The New York Blower Co.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: There are other manufacturers of blowers. To use another brand of blower, there would have to be modifications in the configuration of the blowers. This would add cost, take more time, and the blowers would not be interchangeable if a blower failed, and a spare needed to be put in place.

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 further research on companies, components, processes, and equipment capable of meeting the needs of Utilities and the community. Research factors include, but are not limited to cost, specifications of existing equipment and processes, and reliability.

Department Director's Signature: 

Approval: Procurement Manager  8/6/2024
(not to exceed \$50,000.00)

Approval: City Manager  8/8/24
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00

Single Source (c)(2)(b)



THE NEW YORK BLOWER COMPANY

7660 Quincy Street • Willowbrook, IL 60527-5530 • Ph: 630-794-5743 • Fx: 630-794-5776 • Email: tmmitchell@nyb.com

April 11, 2024

City of Cape Coral
RO Plant North
1200 Kismet Pkwy West
Cape Coral, FL 33915

Re: NYB Cape Coral Representation

To Whom it may concern,

This letter confirms that Pero Engineering and Sales Co, Inc is the exclusive nyb authorized sales representative for the Cape Coral, FL area.

Please contact Pero Engineering and Sales Co, Inc for new products, spare parts, and service to existing New York Blower products.

We appreciate your interest in the New York Blower Company.

Regards,

A handwritten signature in black ink, appearing to read 'Tim Mitchell'. The signature is written in a cursive, slightly slanted style.

Tim Mitchell
Sales Service Manager
The New York Blower Company
tmmitchell@nyb.com
Office: (630) 794-5743

cc: Pero Engineering and Sales Co, Inc
748 Broadway
Suite 202
Dunedin, FL 34698
nyb@peroengineering.com
Phone 727-723-7376

MEMBER OF AMCA—THE AIR MOVEMENT AND CONTROL ASSOCIATION