

CITY OF CAPE CORAL

REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: UTILITIES: WATER RECLAMATION

Vendor Name: Xylem Water Solutions USA, 5771 Country Lakes Dr. Ft. Myers, FL 33905
Tom Evans Environmental, Inc 3200 Flightline Drive, Suite 302, Lakeland, FL 33811
Power & Pumps, Inc 803 N Myrtle Ave. Jacksonville, FL 32204

Based on annual appropriation

Phone: (239) 693-5226-Xylem E-Mail: _____
(305) 588-6761 Tom Evans te@tomevans.com
(904) 356-5881 Power & Pumps rdenucci@powerandpumps.com

Price: \$875,000 (in FY24), \$850,000 (in FY25), and \$950,000 (in FY26) for a combined three year total of \$2,675,000 to be allocated between all three vendors as meets the needs of the Division

Description of item to be procured: Single source purchase and repair of Flygt, Ebara and Shinmaywa pumps for Fiscal Years 2024 through 2026 with the flexibility to select from the three vendors Xylem Water Solution USA, Inc, Toms Evans Environmental, Inc, and Power and Pumps, Inc in the purchase and repairs as required by the Division's needs.

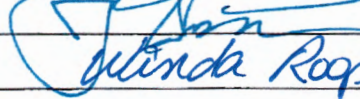
1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service

- Xylem Water Solution USA, Inc is the only authorized vendor for Flygt products and is the only authorized service repair and warranty organization in the State of Florida, east of the Apalachicola River
- Tom Evans Environmental Inc is the only authorized municipal distributor for Ebara Fluid handling in Southwest Florida
- Power and Pumps Inc is the exclusive distributor for ShinMaywa products for this region

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: Flygt, Ebara and ShinMaywa pumps are the only three (3) manufacturers specified within the City of Cape Coral Utility Extension Standards. ShinMaywa brand pumps have been previously installed in the City Lift Stations with proven product reliability, service, and warranty.

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 perform continuing, 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 Glenda Roop 2/20/24
(not to exceed \$50,000.00)

Approval: City Manager Louise Barron 2/21/24
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00

Resolution # 26-24 approved on 1/24/24



Chris Stewart
Branch Manager

**Xylem Water Solutions, U.S.A., Inc. Flygt
Products**

5771 Country Lakes Drive

Ft. Myers, FL 33905

Tel 239-693-5226

Fax 239-693-1485

Date: August 30th, 2023

To: City of Cape Coral

Attn: Procurement Division

From: Christopher Stewart

Subject: FLYGT PRODUCTS – SALES & SERVICE

Please be advised that Xylem Water Solutions U.S.A, Inc. is the only authorized vendor for Flygt Products and is the only authorized service repair and warranty organization in the State of Florida; (East of the Apalachicola River). Our staff is properly trained to provide you with original equipment spare parts and repair & warranty service.

Xylem Water Solutions U.S.A, Inc. (formerly ITT Water & Wastewater) is the sole sales point for Florida from one of our facilities in Apopka, Jupiter (formerly West Palm) or Ft. Myers.

FLYGT products are manufactured in our facility in Southern Sweden and distributed by our directed offices in Florida listed above. The 4901 Mix Flush Valve FLYGT P/N 5565101 is a proprietary FLYGT product.

Thank you for your interest in FLYGT Products. Please feel free to contact me if you have any questions regarding distribution or any other matters

Sincerely,

Xylem Water Solutions U.S.A, Inc.

Christopher Stewart

Christopher Stewart





ShinMaywa (America), Ltd.
10737 Gateway West Suite 240
El Paso, TX 79935

October 4, 2023

Reference: Sole Source

To Whom It May Concern:

ShinMaywa (America), Ltd. is proud to work with Power & Pumps, Inc. of Jacksonville, FL as one of our distributors for our line of CNWX, CNX, and CNXH submersible non-clog pumps.

Until further notice, Power & Pumps, Inc. is the Exclusive Distributor for ShinMaywa (America), Ltd. products for the municipal market in these counties in Florida - Alachua, Baker, Bradford, Brevard, Broward, Charlotte, Citrus, Clay, Collier, Columbia, Dade, Desoto, Dixie, Duval, Flagler, Gilchrist, Glades, Hamilton, Hardee, Hernando, Hendry, Highlands, Hillsborough, Indian River, Jefferson, Lafayette, Lake, Lee, Leon, Levy, Madison, Manatee, Marion, Martin, Monroe, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Putnam, St. John, St. Lucie, Sarasota, Seminole, Sumter, Suwannee, Taylor, Union, Volusia, and Wakula.

All orders for new and replacement pumps & parts should be placed directly through Power & Pumps, Inc.

Power & Pumps, Inc. is also the ShinMaywa (America), Ltd. Authorized Service Center (ASC) for the counties in Florida referenced above. As our ASC, Power & Pumps, Inc. provides warranty service and standard repairs.

ShinMaywa (America), Ltd. offers a unique line of submersible non-clog pumps for the municipal market. Please contact Power & Pumps, Inc. if there are any questions about our line of pumps.

Sincerely,

Andrew W. Herndon
Andrew W. Herndon
Sales Manager
ShinMaywa (America), Ltd.



EBARA Pumps Americas Corporation

Corporate Headquarters
1651 Cedar Line Drive, Rock Hill, South Carolina 29730 USA
Tel: (803) 327-5005 Fax: (803) 327-5097 www.pumpsebara.com

October 1, 2023

City of Cape Coral
Water Reclamation - Collections
1740 Everest Parkway
Cape Coral, FL 33904
Attn: Mr. Tim Festa

RE: Ebara Pump Distributor & Pricing Ebara Single Source Letter

Dear Mr. Festa;

This letter is written to confirm that the authorized single source distributor for Ebara Pumps Americas Corporation products in Southwest Florida for the Municipal Market is Tom Evans Environmental, Inc.

Tom Evans Environmental, Inc. is the only authorized distributor for Ebara Pumps Americas Corporation products including the stainless steel series pumps and parts along with our cast iron submersible pumps and parts and service in Southwest Florida (Including Cape Coral, FL) for the Municipal Market. Please contact their office for information on price and availability or technical assistance with Ebara Pumps Americas Corporation products. You may contact them by phone, fax, email or US mail at the address provided below:

Tom Evans Environmental, Inc.
3200 Flightline Drive, Suite 302
Lakeland, Florida 33811
305-588-6761 m

www.tomevans.com

Mr. Tom Evans
te@tomevans.com

Please do not hesitate to call my office if you have any questions or need further assistance.

Sincerely,

A handwritten signature in black ink that reads "Michael J. Kahren".

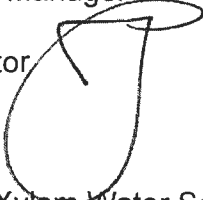
Michael J. Kahren
Southeast Regional Sales Manager
EBARA Pumps Americas Corporation
Standard Pump Division
1651 Cedar Line Dr
Rock Hill, SC 29730
Main: (803) 327-5005
Direct: (803) 325-9678
mkahren@pumpsebara.com

cc: File

MEMORANDUM

CITY OF CAPE CORAL
UTILITIES DEPARTMENT

TO: Michael Ilczyszyn, City Manager
Mark Mason, Finance Director
Wanda Roop, Procurement Manager

FROM: Jeff Pearson, Utilities Director 

DATE: November 9, 2023

SUBJECT: Open Purchase Orders for Xylem Water Solutions U.S.A., Power and Pumps & Tom Evans Environmental, Inc.

Water Reclamation is requesting approval of a three (3) year open purchase order (PO) based on projected spending, not to exceed budgetary limits as detailed below, for repairs and purchases of Flygt, ShinMaywa and Ebara submersible pumps required for the operation of the City's collections system sanitary lift stations, Water Reclamation Facilities lift stations, automatic backwash filters, and miscellaneous equipment. The projected combined total for Fiscal Year FY-2024 will be \$875,000.00 (\$577,000.00 for purchase of new pumps). The projected combined total for FY-2025 will be \$850,000.00 (\$550,000.00 for purchase of new pumps). The projected combined total for FY-2026 will be \$950,000.00 (\$600,000.00 for purchase of new pumps).

Total capital outlay for all lift station Flygt and Ebara pumps in service is approximately \$5.5 million dollars. Yearly estimates of the cost of pump repairs and replacement pumps needed for the subsequent fiscal year, based upon historical data, and planned City/Utility expansion projects, are determined and budgeted. An additional cost factor included in each year is spare parts inventory. There are multiple sizes of submersible pumps with different horsepower (hp) ratings, discharge sizes, impeller sizes, electrical phase (single phase or three phase), and electrical ratings (i.e., 208, 240, or 480 volt). Prices for these new lift station pumps range from \$4,745.00 to \$98,409.00 and have delivery lead times varying from one (1) week to three (3) months.

Xylem Water Solutions U.S.A., Inc. is the sole source authorized vendor to sell and provide repair services for Flygt brand pumps to the City of Cape Coral. Power and Pumps is the sole source authorized vendor to sell and provide repair services for ShinMaywa brand pumps to the City of Cape Coral. Tom EOvans Environmental, Inc. is Open Purchase Orders Xylem Water Solutions U.S.A. & Tom Evans Environmental, Inc.

November 9, 2023

Page Two

the sole source authorized vendor to sell and provide repair services for Ebara brand pumps to the City of Cape Coral.

Currently, the City has 317 active lift stations in operation, with more than 90% of them equipped with Flygt brand pump; the remainder of capital/small equipment sited pumps at or over \$5,000.00 are equipped with Ebara brand pumps.

The Utility Extension Program (UEP) for area North 1 West is currently in design; once completed, there will be 334 total active lift stations with a combination of Flygt, ShinMaywa, and Ebara pumps. Flygt, ShinMaywa, and Ebara pumps are the only three (3) pump manufacturers specified as an acceptable equivalent according to City of Cape Coral Utility Engineering Design Standards.

This request is to sole source purchase spare/replacement Flygt pumps and service for lift stations which have Flygt pumps currently installed, to use sole source purchase spare/replacement ShinMaywa pumps and service for lift stations which have ShinMaywa pumps currently installed, and to use sole source purchase spare/replacement Ebara pumps and service for lift stations which have Ebara pumps currently installed. This request includes sole source purchases for proprietary pump related accessories, wet well, and electrical panel parts and components from each authorized vendor.

Research and due diligence continue to be used to evaluate whether other pump manufacturers should be considered to create more competitive pricing without losing reliability and performance. Currently, the Utilities Department specifies only Flygt, ShinMaywa and Ebara pump manufacturers as acceptable equivalents to the current City of Cape Coral Utility Engineering Design Standards.

Maintaining uniformity of pumps within Water Reclamation has proven to be cost effective by minimizing the need for additional spare pumps and parts. Pump repairs and troubleshooting predominantly from one to three pump manufacturers facilitates less training required for lift station maintenance personnel. Having more than three manufacturers of pumps in the system would also create an increased amount of cost for spare/replacement parts inventory.

The request for purchase of new pumps and repair service on new and existing Flygt, ShinMaywa and Ebara pumps/replacement parts is critical to sustain the proper operation

Open Purchase Orders Xylem Water Solutions U.S.A. & Tom Evans Environmental, Inc.
November 9, 2023
Page Three

of the Collection System Lift Stations and Water Reclamation Facilities without failure. By maintaining reliable service of the collections/lift stations Water Reclamation helps protect the environment, health and welfare of the public, and avoid raw sewage/facility spills that could cause possible violations and penalties from the Florida Department of Environmental Protection (FDEP).

Water Reclamation has been using Flygt, ShinMaywa and Ebara pumps in City operated lift stations and at Water Reclamation Facilities for over 30 years with excellent historical reliability. The service and reliability of these pumps has provided dependable operation of the City of Cape Coral's gravity sewer lift stations and certain Water Reclamation process equipment components.

Funds are budgeted and available in the following Tyler Operating and Capital Accounts:

- #400.36014.546102 – Equipment Repair and Maintenance
- #400.36015.546102 – Equipment Repair and Maintenance
- #400.36016.546102 – Equipment Repair and Maintenance
- #400.36014.546101 – Capital Equipment
- #400.36015.546101 – Capital Equipment
- #400.36016.546101 – Capital Equipment

JP:ap (Open Purchase Orders for Xylem Water Solutions U.S.A., Power and Pumps and Tom Evans Environmental, Inc.)

C: Jeffrey Walter, Water Reclamation Manager
Timothy Festa, Utilities Maintenance Supervisor

RESOLUTION 26 - 24

A RESOLUTION OF THE CITY COUNCIL OF THE CITY OF CAPE CORAL, FLORIDA APPROVING THE SINGLE SOURCE PURCHASE AND REPAIR OF FLYGT, EBARA AND SHINMAYWA PUMPS, FOR FISCAL YEARS 2024 THROUGH 2026, FROM XYLEM WATER SOLUTION USA, INC., TOM EVANS ENVIRONMENTAL, INC., AND POWER AND PUMPS, INC.; AUTHORIZING THE CITY MANAGER OR THEIR DESIGNEE TO EXECUTE THE PURCHASE ORDERS AND ALL DOCUMENTS REQUIRED FOR THE SINGLE SOURCE PURCHASES AND REPAIRS; PROVIDING AN EFFECTIVE DATE.

WHEREAS, the Water Reclamation Facilities currently operate more than 317 active lift stations, more than ninety percent (90%) of the lift stations are equipped with Flygt brand pumps, and the remainder are equipped with Ebara and ShinMaywa brand pumps; and

WHEREAS, once the design of the North 1 Utilities Extension Project is complete, there will be 334 total active lift stations, with a combination of Flygt, Ebara, and ShinMaywa pumps that will be placed into services; and

WHEREAS, Xylem Water Solution USA, Inc. is the only authorized vendor for Flygt products and is the only authorized service repair and warranty organization in the State of Florida, east of the Apalachicola River; Tom Evans Environmental Inc. is the only authorized municipal distributor for Ebara Fluid handling in Southwest Florida; and Power and Pumps Inc. is the exclusive distributor for ShinMaywa products for this region; and

WHEREAS, the purchase and repairs for Fiscal Year 2024 is estimated at \$875,000, the purchase and repairs for Fiscal Year 2025 is estimated at \$850,000 and the purchase and repairs for Fiscal Year 2026 is estimated at \$950,000, for a combined total of \$2,675,000; and

WHEREAS, the Procurement Manager has determined that the contract and services can be categorized as a single source purchase as specified in Section 2-144(c)(2)(a), as it states there are multiple distributors of the item, however, the manufacturer may have designated exclusive territorial sales boundaries; and

WHEREAS, the Procurement Manager has determined that the contract and services can be categorized as a single source purchase as specified in Section 2-144(c)(2)(b), as it results in a "best value," in that research has shown that the use of another brand or service would not be reasonable and would cause undue hardship to the city, would cause the city to incur additional expense, or would require modification to a present system or process; and

WHEREAS, the City Manager recommends that the Mayor and City Council approve the single source purchase and repair of Flygt, Ebara, and ShinMaywa pumps, for Fiscal Years 2024 through 2026, from Xylem Water Solution USA, Inc., Tom Evans Environmental, Inc. and Power and Pumps, Inc., for a total amount of \$2,675,000.

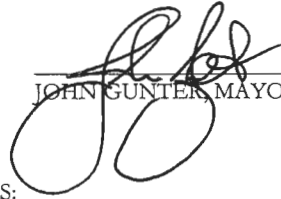
NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF CAPE CORAL, FLORIDA, AS FOLLOWS:

Section 1. The Mayor and City Council hereby approve the single source purchase and repair of Flygt, Ebara, and ShinMaywa pumps, for Fiscal Years 2024 through 2026m from Xylem Water Solution USA, Inc., Tom Evans Environmental, Inc. and Power and Pumps, Inc., for a total amount of \$2,675,000.

Section 2. The Mayor and City Council hereby authorize the City Manager of their designee to execute the purchase orders and any and all documents required for the single source purchases.

Section 3. This Resolution shall take effect immediately upon its adoption.

ADOPTED BY THE CITY COUNCIL OF THE CITY OF CAPE CORAL AT ITS REGULAR SESSION THIS 24th DAY OF January, 2024.



JOHN GUNTER, MAYOR

VOTE OF MAYOR AND COUNCILMEMBERS:


GUNTER
STEINKE
SHEPPARD
HAYDEN

aye
aye
aye
aye

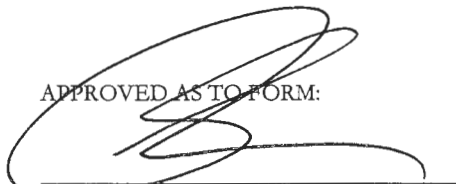
CARR
WELSH
LONG
COSDEN

aye
aye
aye
aye

ATTESTED TO AND FILED IN MY OFFICE THIS 31st DAY OF January, 2024.



KIMBERLY BRUNS
CITY CLERK

APPROVED AS TO FORM:


ALEKSANDR BOKSNER
CITY ATTORNEY



res/Single Source-Xylem Water Solutions USA