

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

Requesting Department: Utilities Dept / Water Production Divisions

Vendor Name: Fluid Control Specialties, Inc.

Address: 111 Maritime Dr, Sanford, FL 32771

Phone: 407-302-5611 Contact: Lyndsey Anderson E-Mail: LAanderson@fc-spec.com
Or Contact: Rich Geibert

Price: FY25-\$99,000, FY26-\$125,000, FY27-\$130,000, FY28-\$140,000 and FY29-\$150,000 for a
Grand Total of \$644,000 over a Five-year period.

Description of item to be procured: DeZurik Valves, Rotork Actuators, Parts & Repairs

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

Fluid Control Specialties Inc. is the sole source supplier for the State of Florida for equipment purchase and repair services for Rotork and DeZurik brand parts and equipment. Presently, all major motor operated valves in the North RO Plant utilize this brand of actuator and valve. The staff have extensive training and understanding of this specific equipment that has a large installation base throughout the plant. This includes installation, removal, and operation of the equipment, along with troubleshooting knowledge and understanding of the communication protocols in place with the existing automated control system. Using a different brand of actuator or valve may require re-training of staff, re-engineering, programming changes, modified torque specifications, and extensive piping changes or retrofitting.

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

It would not be cost effective to switch to another type of actuator or valves as they would not be compatible with the existing piping arrangement, industrial control system, automated controls, or communication protocols. This would result in additional cost and time needed to integrate a different manufacturer's brand of equipment into the existing installed systems for a future project.

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 Wanda Roop 7/24/25
(not to exceed \$50,000.00)

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

Council authorization required if exceeding \$100,000.00

*Resolution 180-25
Approved 7/23/25*

Section 2-144 (c)(2)(a) & (c)(2)(b)



December 20, 2024

Attn: To whom it may concern

Subject: Sole Source Representative 2025

To whom it may concern,

Rotork Controls, Inc. is the sole manufacturer of Rotork products and associated equipment, of which includes K-Tork pneumatic actuators. Fluid Control Specialties, Inc. located in Sanford, Florida is the sole and exclusive Municipal representative for Rotork actuators within the state of Florida, including all counties east of Rt. 231. Counties excluded are Escambia, Santa Rosa, Okaloosa, Walton, Holmes, Washington, Bay, Jackson, Calhoun, and Gulf.

No other representative can sell products; provide OEM replacement parts, maintenance, repair services, field services and technical support for Rotork Controls, Inc. within the state of Florida excluding the counties identified above.

Your contact for Fluid Control Specialties, Inc. is:

Robert Whritenour
111 Maritime Drive
Sanford, Florida 32771
Office: 407.302.5611
Fax: 407.302.5612
Email: robert.whritenour@fc-spec.com

If you have questions regarding this issue, please contact me at (239) 231-9286.

Sincerely,

Clayton Martin

Area Sales Manager - Water & Power - Florida

Mobile: 1 (813) 727-5256

email: clayton.martin@rotork.com | web: www.rotork.com

Rotork Controls, Inc.
675 Mile Crossing Blvd.
Rochester, New York
14624

tel: +1 585 613 3300
fax: +1 585 247 2308
www.rotork.com

April 22, 2025

Subject: DeZURIK Distribution

To whom it may concern,

This letter is to certify that Fluid Control Specialties, Inc. is the sole authorized manufacturer's representative of all DeZURIK, Inc. products including DeZURIK, APCO, Hilton, Willamette, Red Valve, Tideflex, and RKL products for the municipal market in the following territories:

Florida: Counties of Alachua, Baker, Bradford, Brevard, Broward, Charlotte, Citrus, Clay, Collier, Columbia, DeSoto, Dixie, Duval, Flagler, Franklin, Gadsden, Gilchrist, Glades, Hamilton, Hardee, Hendry, Hernando, Highlands, Hillsborough, Indian River, Jefferson, Lafayette, Lake, Lee, Leon, Levy, Liberty, Madison, Manatee, Marion, Martin, Miami-Dade, Monroe, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Putnam, Sarasota, Seminole, St. Johns, St. Lucie, Sumter, Suwannee, Taylor, Union, Volusia, Wakulla

Further questions or concerns should be directed to your local DeZURIK representative.

Regards,



Municipal Sales Operation Manager