

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

Requesting Department: Utilities Dept./Water Reclamation

Vendor Name: Fluid Control Specialties, Inc.

Address: 111 Maritime Drive Sanford, Florida 32771

Phone: 407-302-5611 **E-Mail:** Robert.whritenour@fc-spec.com

Price: \$ 13,550.00

Description of item to be procured: Service to 19 of our motorized valves including but not limited to replacement knobs, LCD displays, and name plates.


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

Rotork Controls, Inc. is the sole manufacturer of Rotork products and associated equipment. 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.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: There are a few other companies that provide motorized actuators. We currently have nineteen of them in our facility. Each one is unique and must be serviced by themselves.

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, reliability, and ease of repair if and when necessary.

Department Director's Signature:  Acting for Jeff Pearson

Approval: Procurement Manager  5/8/2025
(not to exceed \$50,000.00)

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

Council authorization required if exceeding \$100,000.00



December 20, 2025

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

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