

**CITY OF CAPE CORAL  
REQUEST FOR SOLE SOURCE/SINGLE SOURCE PURCHASE**

Requesting Department: Utilities / Water Reclamation 04/16/2025

Vendor Name: Garden Denver Nash LLC (Dominic Spears)

Address: 200 Simko Blvd, Charleroi, PA 15022

Phone: (724) 239-1607 E-Mail: bonnie.walker@irco.com

Price: \$14,038.18

Description of item to be procured:  
Service of two (2) Lamson blowers for the Everest Water Reclamation Facility Aeration Basins.

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

Garden Denver Nash LLC is the sole manufacturer of its Lamson product lines. This includes new products, OEM repair/replacement parts, maintenance, repairs, and field service.

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, Everest Facility, have Lamson Blowers installed for process control aeration. As Garden Denver Nash LLC, is the sole factory-authorized service center for this equipment there are no other sources for the service of this equipment. The facility would have to purchase and install different compressors to utilize other vendors which is not financially feasible at this time.

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:  Date: 4/22/25

Approval: Procurement Manager:  (not to exceed \$50,000) Date: 4/28/25

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

Council authorization required if exceeding \$100,000.00

Revised 1/6/20 - Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property, Adopted 12/02/2019



Gardner Denver Nash LLC  
Engineered Products Group  
CF Blower Division

September 11, 2024

Cape Coral  
Utilities  
1015 Cultural Park Boulevard  
Cape Coral, FL 33990

Attn: Mr. Dominic Spears

RE: Hoffman/Lamson/Invincible Products

Dear Dominic,

This letter is to advise Cape Coral that Gardner Denver Nash LLC is the sole manufacturer of its Hoffman, Lamson and Invincible product lines. This includes new products, OEM repair/replacement parts, maintenance and repairs, field services and technical support which are the only compatible parts and services for existing equipment used to facilitate the flow of fluid handling throughout the potable water and wastewater systems, utility wide, as required by Water Utilities.

No other representative can sell Hoffman, Lamson and Invincible products, repair/replacement parts, maintenance, repair/replacement services, field services and technical support for Gardner Denver Nash LLC, within the state of Florida.

If you have any questions, or need further assistance, please do not hesitate to contact me.

Regards,

Bonnie Walker  
Inside Sales Representative  
Gardner Denver Nash  
Hoffman & Lamson Products  
200 Simko Blvd.  
Charleroi, PA 15022  
Phone: 724-239-1607  
Fax: 724-239-1502  
bonnie.walker@irco.com