

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

Requesting Department: Utilities / Water Reclamation 05/22/2025

Vendor Name: H2Solutions (Rob Tracy)

Address: 3043 Drane Field Dr., Bldg 1, Lakeland, Florida 33811

Phone: (863) 588-0117 E-Mail: dramsey@h2solutions.org

Price: \$21,186.27 ^{WROP} ~~(Not to exceed budgetary limits)~~

Description of item to be procured:

(2) Blue-White MD3 chemical metering pumps and parts for Everest Water Reclamation Plant and (1) M4 Blue-White FLEXO Peristaltic Metering Pump.

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

H2Solutions is the exclusive Municipal representative for Blue-White Industries Pro-Series M Peristaltic and diaphragm metering pumps and OEM replacement and repair parts.

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 utilizes Blue-White Industries Pro-Series M Peristaltic and diaphragm metering pumps for their Sodium Hypochlorite delivery system. The Everest facility utilizes 7 M-4 pumps and 2 M-3 Pumps. Other products are available on the market that would work in place of Blue-White Industries products and will be looked at when the time comes to rehab or improve the Sodium Hypochlorite metering system at the Everest facility. For the time being due to piping dimensions and layout, it is more cost effective to continue to utilize Blue-White Industries products and parts.

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: 6/3/25

Approval: Procurement Manager:  (not to exceed \$50,000) Date: 6/5/2025

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

Council authorization required if exceeding \$100,000.00



5300 Business Dr., Huntington Beach, CA 92649
Phone: 714-893-8529 Fax: 714-894-9492
Email: sales@blue-white.com

May 6th, 2025

RE: Sole Source Letter

To Whom it May Concern-

H2sOlation is the exclusive Municipal Representative for Blue-White Industries Pro-Series peristaltic and diaphragm metering pumps, flow meters to include MS-6, and pre-engineered chemical feed skids.

H2sOlation has been granted sole exclusivity for the promotion and sale of the Pro-Series municipal product line in the state of Florida, excluding the Florida Panhandle.

Respectfully,

Blake R. Shaver

Blake R. Shaver

SE Regional Sales Manager
Blue-White
