

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

Requesting Department: Utilities Dept. / Water Production

Vendor Name: LAZENBY & ASSOCIATES, INC.

Address: 1219 CLEBURNE DRIVE, FORT MYERS FL 33919

Phone: (239) 292-1924 Contact: Bill Lazenby E-Mail: BILL@LAZENBY.NET

Price: \$65,000 for FY2025, \$70,000 for FY2026 and \$75,000 for FY2027

Description of item to be procured: HF Scientific MCX Monochloramine analyzer, CLX chlorine analyzer, MTOL+ turbidimeter, M100 turbidimeter, AccUView LED and Pocket Photometer as well as other instrumentation and associated reagents including parts. JAW DPD and CLX analyzer for competitive devices with bottles appropriate for those devices. See attached lists for pricing.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: Lazenby & Associates, Inc. is the exclusive representative for HF Scientific, Inc. who are the sole manufacturer and sole source supplier for the State of Florida, for the above-mentioned equipment.

2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: Lazenby & Associates are the exclusive representative for HF Scientific for the State of Florida, and results in a "best value" for pricing from other vendors that order through HF Scientific charging us a marked-up cost and freight charges.

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 research companies, and equipment that have the capability of meeting our departmental needs. however, we feel at this time it is in our best interest to use only these brands of equipment. Research would include cost, specifications, and reliability.

Department Director's Signature:  Date: 9/20/24

Approval: Procurement Manager  Date: 12/19/24
(not to exceed \$50,000.00)

Approval: City Manager  Date: 12/20/24
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00
2-144 (c)(2)(b)



August 1, 2024

City of Cape Coral
Attn: Mary Ellen Johnstone
1015 Cultural Park Blvd
Cape Coral, FL 33990

Subject: SOLE SOURCE SUPPLIER – THREE YEAR RENEWAL

HF scientific, inc., a division of Watts, is the manufacturer and sole source supplier of the HF scientific MCX Monochloramine analyzer, CLX chlorine analyzer, MTOL+ turbidimeter, M100+ turbidimeter, AccUView LED and the Pocket Photometer for Chlorine as well as other instrumentation and associated reagents including standards and spare parts.

HF scientific also is the sole manufacturer of the JAW DPD reagent packaged for both the HF scientific CLX analyzer and for competitive devices with bottles appropriate for the competitive device. HF scientific's exclusive manufacturer's representative for the state of Florida is:




Contact: Bill Lazenby
1219 Cleburne Drive
Fort Myers, FL 33919
PH: (239) 567-9199
Cell Phone: (239) 292-1924
email: mail@lazenby.net
www.lazenby.net

In addition to providing products, Lazenby & Associates, Inc. has experienced, factory trained personnel who can provide on-site calibration service, training, startup and basic field maintenance for HF scientific, inc. instrumentation.

2024 pricing is attached for review. Generally pricing is updated annually, with an effective date of January 1. While pricing is not determined three years in advance. Price increases (as a general guideline only) should not exceed 10% per year for the next three years and are often less than 10%. If there are extraordinary circumstances, we would have to address them when they arise.

We appreciate your interest in HF scientific, inc. manufactured equipment.

Sincerely,
HF scientific



Julie Dawson
National Sales Manager