

# CITY OF CAPE CORAL

## REQUEST FOR SOLE SOURCE OR SINGLE SOURCE PURCHASE

Requesting Department: Public Works – Fleet Services

Vendor Name: Matheny Motor Truck Co. d/b/a Matheny Fire & Emergency

Address: 725 SW 46<sup>th</sup> Ave, Ocala, FL 34474

Phone: 352-629-6305 E-Mail: John Patfield, Operations Manager

Price: \$ 49,999 Account: 516-30511-534120-30 (Outside Services) Fund: Fleet ISF

Description of item to be procured:

E-One branded fire truck equipment repairs and maintenance.

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

Matheny Fire is the sole source supplier of E-One parts and service for the State of Florida.

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

There are no other vendors in the area that are authorized to complete the repairs or supply parts for the City of Cape Coral's E-One fire equipment. South Florida Emergency only services Sutphen branded fire equipment.

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:

Fleet Services will continue to research other vendors who can repair and maintain E-One branded fire equipment to ensure that the City of Cape Coral receives the best value.

Fleet Manager's Signature: AGFORBES Date: 10 March 2025

Assistant Public Works Director's Signature: D.G. Damon Grant (Mar 11, 2025 09:41 EDT) Date: \_\_\_\_\_

Approval: Procurement Manager Wanda Roop (not to exceed \$50,000.00) Date: 3/18/2025

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

Council authorization required if exceeding \$100,000.00



December 2, 2024

RE: Matheny Fire and Emergency

To Whom It May Concern:

Please accept this letter as confirmation that Matheny Fire and Emergency located at 725 SW 46<sup>th</sup> Ave, Ocala, FL 34474 is the authorized dealer and sole source provider for apparatus sales, parts, and service for REV's E-ONE, Spartan ER, and Ferrara brands.

Thank you in advance for your review and consideration. Should you have any additional questions or needs, please contact me at your convenience.

Best regards,

A handwritten signature in cursive script that reads 'Philip J. Gerace'.

Philip J. Gerace  
Director of Dealer Development  
REV Fire Group  
352.427.9579 [philip.gerace@revgroup.com](mailto:philip.gerace@revgroup.com)





May 1, 2024

RE: Matheny Fire and Emergency

To Whom it May Concern:

On May 1, 2024, Matheny Fire and Emergency purchased the REV facility in Ocala Florida known as REV RTC at 725 SW 46<sup>th</sup> Ave, Ocala, Florida 34474.

Matheny Fire and Emergency is now the REV Fire Group dealer in Florida for the E-ONE, Ferrara, and Spartan ER fire apparatus brands.

In addition, Matheny Fire and Emergency will continue to represent both the Wheeled Coach and Road Rescue ambulance brands.

Matheny Fire and Emergency is now providing Florida departments with sales, warranty, service, and parts support for these five brands.

Contact information is as follows:

Matheny Fire and Emergency  
725 SW 46<sup>th</sup> Avenue  
Ocala FL 34474  
352 639-6305 / 800 524-6072  
Dee Daniels, Director of Sales  
[ddaniels@mathenyfire.com](mailto:ddaniels@mathenyfire.com)

Should you have any questions or need additional information, please contact Dee Daniels, listed above.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Larry A. Daniels, Jr.' with a checkmark at the end.

Larry A. Daniels, Jr.  
Sr. Director, Global Sales

LAD

cc:





TO: Crystal Feast, Interim Financial Director  
Wanda Roop, Procurement Manager

FROM: Matt Williams, P.E., CFM, Public Works Director  
Damon Grant, Assistant Public Works Director

  
Matthew Williams (Mar 11, 2025 09:51 EDT)

  
Damon Grant (Mar 11, 2025 09:41 EDT)

DATE: March 06, 2025

SUBJECT: Matheny Fire & Emergency– Vendor# 5280  
Sole Source for E-ONE Fire Equipment  
Purchase Order #25501870 Change Order #1

**BACKGROUND:**

Matheny Fire & Emergency is a dealer of fire trucks, ambulances, and other equipment in Ocala, Florida. They are a sole source vendor for service, maintenance, and parts for E-ONE fire apparatus. In May 2024, Matheny Fire purchased Hall-Mark, the REV RTC facility in Ocala. This facility has serviced the City's E-ONE equipment for over a decade.

**RECOMMENDATION:**

An estimate for the repair of an E-ONE ladder truck, asset #22049, has been obtained for \$14,500, and an additional estimate for asset #23147 is forthcoming. Fleet Services recommends increasing the existing purchase order #25501870 with Matheny Fire from \$4,999 up to \$49,999. This adjustment will ensure adequate funds are available to cover all necessary repairs for the E-ONE fire apparatus through fiscal year 2025.

**FUND AVAILABILITY:**

Fund: 516-30511-534120 (Outside Services).

Amount: \$49,999

Funding is available through Fleet's Internal Service Fund.

DG/va

Attachments: Matheny Sole Source Form  
E-ONE Sole Source Letter

c: AJ Forbes, Fleet Manager   
Alicia Pearce Smith, Public Works Business Manager  
Milagros Rosario, Senior Buyer

  
Alicia Pearce (Mar 11, 2025 08:28 EDT)



E-ONE PARTS AND SERVICES IN FL X



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AI Overview

[Learn more](#) ⋮

For E-ONE parts and services in Florida, you can contact the E-ONE headquarters in Ocala at (352) 237-1122 or email [info@e-one.com](mailto:info@e-one.com), or use their online parts ordering system. [🔗](#)

Here's a more detailed breakdown:

- **E-ONE Headquarters:** E-ONE is headquartered in Ocala, Florida, with facilities in Ocala and Hamburg, New York. [🔗](#)
- **Contact Information:**
  - **Phone:** (352) 237-1122 [🔗](#)
  - **Email:** [info@e-one.com](mailto:info@e-one.com) [🔗](#)
  - **Address:** 1601 SW 37th Avenue, Ocala, FL 34474 [🔗](#)
- **Online Parts Ordering:** E-ONE offers an exclusive online parts ordering system for instant access to parts information, availability, pricing, and shipping, including expedited service. [🔗](#)
- **Customer Service:** E-ONE provides customer service for parts, service, warranty, training, and manuals. [🔗](#)
- **Dealers:** You can also contact E-ONE dealers for parts and service. [🔗](#)
- **F.J. Nugent Co.** is an authorized E/One Distributor for Florida, offering complete units, parts, repair, and service. [🔗](#)
- **Mathany Fire & Emergency:** is another dealer for E-One in Florida. [🔗](#)
- **Vogelpohl Fire Equipment:** is another dealer for E-One in Florida. [🔗](#)

US & CANADA DEALER SEARCH - E-ONE

Apr 6, 2021 — Phone: 204-633-2700. FAX: 204-694-0026. Dealer Since: July 01, 2011. Visit KEEWATIN TRUCK SERVICE. Mark Schmitt – North...

E-ONE



### world-wide dealer network - E-ONE

Oct 24, 2024 — 1601 SW 37th Avenue. Ocala, FL 34474. Phone: (352) 237-1122. E-mail: zschultz@revfiregroup.com.

E-ONE



### CONTACT US - E-ONE

Jun 26, 2021 — 1601 SW 37th Avenue. Ocala, FL 34474. info@e-one.com. (352) 237-1122. Fax (352) 237-1151.

E-ONE



Show all

Generative AI is experimental.



E-ONE

https://e-one.com › contact-us

## CONTACT US

Jun 26, 2021 — E-ONE (Ocala) **1601 SW 37th Avenue Ocala, FL 34474** info@e-one.com (352) 237-1122 Fax (352) 237-1151



E-ONE

https://e-one.com › worldwide-dealer-network

## world-wide dealer network

Oct 24, 2024 — With 40 dedicated dealers and 55 full-**service** dealership locations throughout North America, 73 mobile **service** units, plus two **E-ONE service** locations.



E-ONE

https://e-one.com

## E-ONE: Fire Truck Manufacturer & Emergency Vehicles

Jul 18, 2022 — **E-ONE** is the global full-spectrum manufacturer of pumpers, tankers, aerial ladders and platforms, rescues, industrials and ARFFs.

Dealers · World-wide dealer network · New deliveries · Stock units



FJ Nugent

<https://nugentco.com> › e-one-systems

## E/One Systems | FJ Nugent Co.

**FJ Nugent is an authorized E/One Distributor for Florida.** We offer complete units, parts, repair and exceptional service.



E-ONE

<https://e-one.com> › customer-service

## E-ONE Emergency Vehicle Parts and Service

Nov 28, 2022 — Whether you need technical support, training information or warranty support, **E-ONE has a full staff to support your apparatus** after the sale.

Missing: ~~FLORIDA~~ | Show results with: **FLORIDA**



E-ONE

<https://e-one.com> › e-one-expands-ocala-facilities

## E-ONE EXPANDS OCALA FACILITIES

Apr 3, 2021 — At its Ocala, FL headquarters, E-ONE **manufactures the chassis, cab, body, and aerial devices** for the following: Aerial ladders and platforms ...

### People also ask :

What does E-ONE do? ▼

Where is the E-ONE factory? ▼

Who owns E-ONE fire trucks? ▼

How to regen an E-ONE fire truck? ▼

[Feedback](#)



Greenwood Emergency Vehicles

<https://www.greenwoodev.com> › e-one-fire-apparatus

## E-One Fire Apparatus

**Headquartered in Ocala, Florida,** E-One is the industry leader in product innovations, new technologies and exceeding customer expectations. E-One manufactures ...



E-ONE

<https://e-one.com> › [us-canada-dealer-search](#) ⋮

## US & CANADA DEALER SEARCH

Apr 6, 2021 — ADVANTECH **SERVICE & PARTS**. Address: 5609 Gundy Drive PO Box 556 ... **Florida**: 725 SW 46th Ave. Ocala, FL, 34474. Phone: 877-378-2781. Email ...



Facebook · E-ONE Fire Trucks (Official Site)

66.9K+ followers ⋮

## Profile for E-ONE Fire Trucks (Official Site)

**E-ONE Fire Trucks (Official Site)**, Ocala, Florida. 60109 likes · 283 talking about this ·

1094 were here. Welcome to E-ONE, Inc.'s Official Facebook site!

4.7 (31)

Missing: **PARTS** | Show results with: **PARTS**



Vogelpohl Fire Equipment

<https://vogelpohlfire.com> › [about](#) › [our-suppliers](#) › [e-one](#) ⋮

## E-ONE

Being a single source manufacturer, with **world-class facilities in Ocala, Florida**, and Hamburg, New York, E-One provides world-class service, competitive ...

## Places :



### E-ONE Inc. Production Plant 4, Aerial

4.7 (39) · Manufacturer

Ocala, FL

[Open now](#)

"The best aerials in the business, bar none."



[Directions](#)

### E-ONE

3.5 (24) · Fire department equipment supplier

Ocala, FL · (352) 237-1122

[Open](#) · Closes 5 PM



[Website](#)



[Directions](#)

"Good to work with and very knowledgeable."

### South Florida Emergency Vehicles, LLC

4.7 (10) · Fire department equipment supplier

Fort Myers, FL · (239) 267-5300

Open · Closes 5:30 PM

"Very helpful"



Website



Directions

More places >

### People also search for :

E one parts and services in florida **phone number**

E one parts and services in florida **address**

E one parts and services in florida **locations**

e-one parts **catalog**

**Used** e one parts and services in florida

e-one **fire truck** parts

E one parts and services in florida **near me**

E One in **production**

1 2 3 4 5 6 7 8 9 10 Next

33990, Cape Coral, FL - Based on your past activity - Update location

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## Milagros (Millie) Rosario

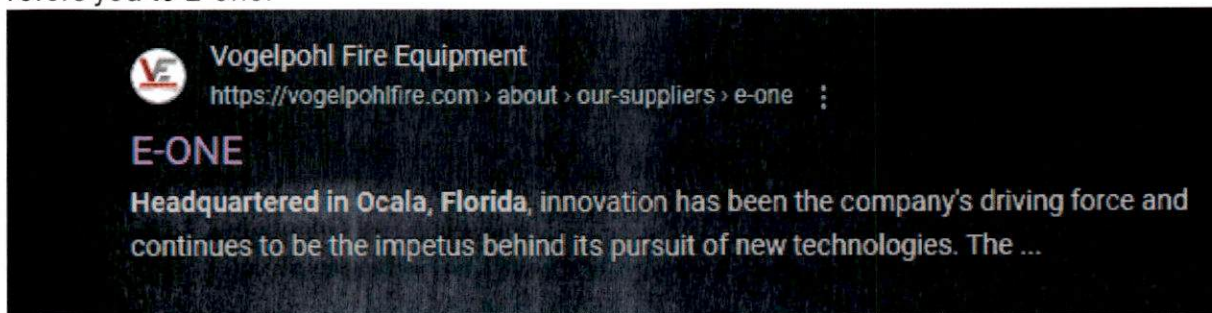
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**From:** AJ Forbes  
**Sent:** Tuesday, March 18, 2025 10:28 AM  
**To:** Milagros (Millie) Rosario  
**Cc:** Vickie Alan  
**Subject:** RE: MATHENY FIRE SOLE SOURCE FY25 - signed.pdf for execution

Good morning, Millie,

I realize you can type in Google, and information comes up. But does not mean it is true or correct. If you look at the first company for Dealer F.J Nugent Co., this does not have anything to do with fire trucks. It does pump but not fire apparatuses. <https://nugentco.com/products/>.

The second one on your sheet vogelpohl fire equipment is in Kentucky. When you ask for them in florida it refers you to E-one.



Thank you  
AJ



**AJ Forbes, Fleet Manager**

PUBLIC WORKS  
1015 Cultural Park Boulevard Cape Coral, Florida 33990  
Tel: 239-242-3560 (3560)  
[ajforbes@capecoral.gov](mailto:ajforbes@capecoral.gov)

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**From:** Vickie Alan <valan@capecoral.gov>  
**Sent:** Tuesday, March 18, 2025 9:47 AM  
**To:** AJ Forbes <ajforbes@capecoral.gov>  
**Cc:** Milagros (Millie) Rosario <mrosario@capecoral.gov>  
**Subject:** FW: MATHENY FIRE SOLE SOURCE FY25 - signed.pdf for execution  
**Importance:** High

Not really liking the tone of this email.



**Vickie Alan, Accounts Coordinator**

PUBLIC WORKS  
1015 Cultural Park Boulevard Cape Coral, Florida 33990  
Tel: 239-574-0764 (4764)  
[valan@capecoral.gov](mailto:valan@capecoral.gov)

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**From:** Milagros (Millie) Rosario <[mrosario@capecoral.gov](mailto:mrosario@capecoral.gov)>  
**Sent:** Tuesday, March 18, 2025 9:15 AM  
**To:** Vickie Alan <[valan@capecoral.gov](mailto:valan@capecoral.gov)>  
**Subject:** RE: MATHENY FIRE SOLE SOURCE FY25 - signed.pdf for execution

Vickie,

E-One is located in Ocala and according to the attached the City can obtain parts and services directly from the manufacturer.

In addition, Matheny Motor is NOT the only vendor in the area who is authorized, with this said, obtain quotes in lieu of this sole source form.



**Milagros (Millie) Rosario, Senior Buyer**

FINANCIAL SERVICES DEPARTMENT  
1015 Cultural Park Boulevard Cape Coral, Florida 33990  
Tel: 239-242-3667  
[mrosario@capecoral.gov](mailto:mrosario@capecoral.gov)

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**From:** Vickie Alan <[valan@capecoral.gov](mailto:valan@capecoral.gov)>  
**Sent:** Tuesday, March 18, 2025 8:57 AM  
**To:** Milagros (Millie) Rosario <[mrosario@capecoral.gov](mailto:mrosario@capecoral.gov)>  
**Subject:** FW: MATHENY FIRE SOLE SOURCE FY25 - signed.pdf for execution  
**Importance:** High

What's the status?



**Vickie Alan, Accounts Coordinator**

PUBLIC WORKS  
1015 Cultural Park Boulevard Cape Coral, Florida 33990  
Tel: 239-574-0764 (4764)  
[valan@capecoral.gov](mailto:valan@capecoral.gov)

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**From:** Vickie Alan  
**Sent:** Tuesday, March 11, 2025 10:17 AM  
**To:** Milagros (Millie) Rosario <[mrosario@capecoral.gov](mailto:mrosario@capecoral.gov)>  
**Subject:** MATHENY FIRE SOLE SOURCE FY25 - signed.pdf for execution

Millie:

Once completed, forward back to me so that we may enter a change order.

Thx  
V.