

**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](mailto: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: 9/26/24

Approval: Procurement Manager \_\_\_\_\_ Date: \_\_\_\_\_  
(not to exceed \$50,000.00)

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

Council authorization required if exceeding \$100,000.00



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

A handwritten signature in blue ink that reads 'Julie Dawson'.

Julie Dawson  
National Sales Manager

2024

Turbidity

Prices subject to change without notice

2024

**MTOL+ Online Turbidimeter**

List Price

28052	MTOL+ IR 0-100 AUTO CLN	\$ 3,452.25
28053	MTOL+ WL 0-100 AUTO CLN	\$ 3,452.25

**MTOL+ Accessories & Options**

50125	FLOW THRU ASSY,MICRO 200/M-TOL	\$ 292.50
21396S	LAMP ASSY I/R MTOL	\$ 106.00
21555R	DESICCANT REFILL FOR MTOL/M200	\$ 61.50
24082S	LAMP ASSY WT/LT MTOL	\$ 130.75
20106	STILLING CHAMBER	\$ 680.50
24166S	CUVETTE AUTO CLN TOL3 & 4	\$ 262.50
21062	KIT TUBING,VALVE,FTGS M200TOL	\$ 243.75
H-39950	CAL KIT.02,1,10 NTU MTOL LR	\$ 343.75
39953	CAL KIT.02,10,100 NTU TOL3 H/P	\$ 343.75
39957	CALKIT 02,10,1000 M100/TOL H/P	\$ 343.75
24306S	PRESSURE REGULATOR MTOL	\$ 256.25
28157	KIT MTOL+ EASY MOUNT ADAPTER PLATE	\$ 103.75
28168S	O-RING & SEAL KIT	\$ 17.75
50036	CUVETTE FLOW THRU 28MM 3/PK	\$ 74.25
50122S	SPANNER WRENCH	\$ 56.75
20779S	CORD POWER SET OF 2 120/240V	\$ 134.00
24017S	REPLACEMENT JCT BOX POWER SUPL	\$ 856.25
02853	ELECTRONIC SERVICE MODULE MTOL+ WL	\$ 1,862.75
02852	ELECTRONIC SERVICE MODULE MTOL+ IR	\$ 1,862.75
29240S	KEYPAD KIT	\$ 99.75

**M100+ Lab Turbidimeter**

List Price

28060	M100+ WL LAB TURBIDIMETER 0-4000	\$ 2,276.75
28061	M100+ IR LAB TURBIDIMETER 0-4000	\$ 2,276.75

**M100+ Accessories & Options**

List Price

39940	ProCal Calibration Kit (0-4000 NTU), W/L	\$ 343.75
39941	ProCal Calibration Kit (0-4000 NTU), IR	\$ 343.75
24082S	REPLACEMENT LAMP ASSEMBLY, W/L	\$ 130.75
21396S	REPLACEMENT LAMP ASSEMBLY, IR	\$ 106.00
19972	LAMP MD FOR MICRO 100/1000 WL	\$ 128.00
21062	KIT TUBING,VALVE,FTGS M200TOL	\$ 243.75
50051	CUVETTE SAMPLE 28MM 3/PK	\$ 107.25
50052	CUVETTE SAMPLE 28MM 10/PK	\$ 279.75
50040	Kit, Formazin Stock Solution	\$ 511.50

**Large volume cal standards (1000, 100, 10, 4, 1, .02)**

53070	STD, 1000 NTU 1LT HF PRIMARY	\$ 167.75
53090	STD, .02 NTU 125ML HF PRIMARY	\$ 125.75
53030	STD, .02 NTU 1LT HF PRIMARY	\$ 97.25
53040	STD, 4 NTU 1LT HF PRIMARY	\$ 154.50
H-53120	STD, 0.5 NTU 125ML HF PRIMARY	\$ 47.25
H-53130	STD, 1.0 NTU 125ML HF PRIMARY	\$ 132.75
53140	STD, 1000 NTU 125ML HF PRIMARY	\$ 125.75
53380	STD, 0.1 NTU 125ML HF PRIMARY	\$ 129.50
H-53420	STD, 5.0 NTU 125ML HF PRIMARY	\$ 47.25
53000	CAL STD, 10 NTU 1LT HF PRIMARY	\$ 167.75
53030	STD, .02 NTU 1LT HF PRIMARY	\$ 97.25
53040	STD, 4 NTU 1LT HF PRIMARY	\$ 154.50
53050	STD, 100 NTU 1LT HF PRIMARY	\$ 167.75
53060	STD, 20 NTU 1LT HF PRIMARY	\$ 154.50
53070	STD, 1000 NTU 1LT HF PRIMARY	\$ 167.75
53080	STD, 1.0 NTU 1LT HF PRIMARY	\$ 176.25
53170	STD, 0.5 NTU 1LT HF PRIMARY	\$ 176.25
53180	STD, 5.0 NTU 1LT HF PRIMARY	\$ 154.50
53240	STD, .02 NTU 500ML HF PRIMARY	\$ 85.75
53250	STD, 2.0 NTU 500ML HF PRIMARY	\$ 146.00
53260	STD, 10 NTU 500ML HF PRIMARY	\$ 146.00
53280	STD, 50 NTU 1 LITER HF PRIMARY	\$ 90.75
53290	STD, 0.02 NTU 1GL HF PRIMARY	\$ 121.25
53300	STD, 10 NTU 1GL HF PRIMARY	\$ 295.00
53310	STD, 100 NTU 1GL HF PRIMARY	\$ 297.75
53340	STD, 1000 NTU 500ML HF PRIM	\$ 79.50
53370	STD, 20 NTU 1GL HF PRIMARY	\$ 223.00
53390	STD, 100 NTU 500ML HF PRIM	\$ 66.25
53400	STD, 1.0 NTU 500ML HF PRIM	\$ 65.00
39938	CAL STD.10000NTU WL HF PRO CAL	\$ 335.25
39939	CAL STD.10000NTU IR HF PRO CAL	\$ 335.25
53410	CAL STANDARD 4000 NTU PRO CAL	\$ 68.25
39824	CAL STD 100 NTU, 125ML HF PRIMARY	\$ 119.75
39825	CAL STD 10 NTU, 125ML HF PRIMARY	\$ 119.75

#### Handhelds

20000	39845+M-TPW PORTABLE TURB W	\$ 1,262.50
20008	39845+M-TPI PORTABLE TURB	\$ 1,262.50

#### Handheld accessories and standards

19856	CUVETTE MICROTPI 3 PK	\$ 67.75
39845	CAL SET POCKET TPI/TPW HF POL	\$ 343.75

#### Other NTU Parts

02056	ELECTRONIC MDL TOL3 IR	\$ 2,107.50
02063	ELECTRONIC MDL TOL4 W/L	\$ 2,754.50
04060	ELECTRONIC MDL TOL 5 W/L	\$ 1,523.50

50122S	SPANNER WRENCH	\$	56.75
19981	CUVETTE STAND	\$	86.75
20779S	CORD POWER SET OF 2 120/240V	\$	134.00
21201S	TUBING,BLK TYG R3400 50FT ROLL	\$	192.00
22423S	LAMP MODULE IR M100	\$	195.50
24165S	FLOW THRU ASSY NYLON TOL/ACCUV	\$	287.75
24306S	PRESSURE REGULATOR MTOL	\$	256.25
24017S	REPLACEMENT JCT BOX POWER SUPL	\$	856.25
24547S	LAMP MD FOR MICRO 1000 IR	\$	201.50
28332S	DETECTOR ASSY LAMP TOL REPLACE	\$	34.25

**Chlorine** Prices subject to change without notice

<b>Online Chlorine Instrument</b>		<b>2024</b>
20040	CLX CHLORINE ONLINE	\$ 4,648.00
<b>28002</b>	<b>CLX V2 CHLORINE ONLINE</b>	<b>\$ 4,648.00</b>
<b>Online CL Accessories</b>		
09944	DESICCANT CARTRIDGE ASSY CLX	\$ 91.25
09950	KIT TUBING/CUVETTE CLX NEW	\$ 192.00
24975S	INTAKE ASSY CLX REPLACEMENT HF	\$ 518.50
25017S	CHECK VALVE REPLACEMENT KIT	\$ 258.25
25018S	REPLACEMENT CUVETTE CLX	\$ 55.25
25096	KIT,TUBE & CHK VAL (Flush kit)	\$ 22.25
25279	OPTION, POWER OFF DRAIN CLX	\$ 273.50
09951	KIT REAG. 30 DAY FREE JAW CLX	\$ 71.75
09952	KIT REAG. 30 DAY TOTAL JAW CLX	\$ 74.75
24985S	Optical Block	\$ 1,292.75
24320S	Regulator	\$ 91.25
29196S	Solenoid-Diaphragm Intake	\$ 108.00
29197S	Solenoid-Diaphragm Drain	\$ 108.00
10488	CHLORINE STD. 2.0 PPM 1 LITER	\$ 205.75
09945	KIT ZERO CAL CLX 240VOLT 50CPS	\$ 390.00
09946	KIT ZERO CAL CLX 120VOLT 60CPS	\$ 390.00
09947	KIT REAGENT FREE CLX 30 DAY	\$ 78.50
09948	KIT REAGENT TOTAL CLX 30 DAY	\$ 83.25
71807	Label case Buffer	\$ 1.50
71808	Label case Indicator	\$ 1.50
24978S	1/4" PTC Tube fitting, Inlet water	\$ 13.75
28169S	Internal tubing kit	\$ 69.00
28170S	O-Ring kit	\$ 11.00
28414S	SOLENOID ASSY, DRAIN	\$ 394.50
24420S	Manual	\$ 50.50
24429S	PCB/CHASSIS ASSY CLX	\$ 2,003.25
24985S	OPTICAL BLOCK ASSY CLX REPL HF	\$ 1,292.75
24955S	PUMP ASSY CLX REPLACEMENT	\$ 554.75
28413S	SOLENOID ASSY, WATER INTAKE	\$ 394.50
24560	FERRITE, DIODE CABLE CLX	\$ 6.50
110230S	PCB/CHASSIS ASSY CLX v2	\$ 2,003.25
<b>Hach Reagents</b>		
09951H	KIT REG. 30 DAY HACH JAW FREE	\$ 68.00
09952H	KIT REG. 30 DAY HACH JAW TOTAL	\$ 70.75
<b>Handhelds</b>		
10472	POCKET PHOT FREE CL C/W CASE	\$ 651.75
10473	POCKET PHOT TOTAL CL C/W CASE	\$ 651.75
10474	POCKET PHOT CL DIOXIDE W/CASE	\$ 569.25
10478	POCKET PHOTOMETER CL C/W CASE	\$ 569.25

10482	POCKET PHOT TOTAL ALKALINITY	\$	582.00
10485	POCKET PHOT 0-20PPM	\$	674.75
10431	CUVETTES, DISP (100) W/ CAPS	\$	43.75
10451A	CHLORINE REF STD. 2.0 PPM	\$	87.50
10465	1.0 PPM CL2 PHOTOMETER 118 ML	\$	89.25
10462	4.0 PPM CL2 PHOTOMETER 118 ML	\$	89.25

Powder pops & Dispensers

10300	DPD PP 5ML FREE/200 TESTS	\$	75.73
10301	DPD PP 5ML FREE/1000 TESTS	\$	305.59
10303	DPD PP 5ML TOTAL/200 TESTS	\$	75.73
10304	DPD PP 5ML TOTAL/1000 TESTS	\$	305.59
10306	DPD PP 10ML FREE/200 TESTS	\$	75.73
10307	DPD PP 10ML FREE/1000 TESTS	\$	305.59
10309	DPD PP 10ML TOTAL/200 TESTS	\$	75.73
10310	DPD PP 10ML TOTAL/1000 TESTS	\$	305.59
10312	DPD PP 25ML FREE/200 TESTS	\$	75.73
10313	DPD PP 25ML FREE/1000 TESTS	\$	305.59
10315	DPD PP 25ML TOTAL/200 TESTS	\$	75.73
10316	DPD PP 25ML TOTAL/1000 TESTS	\$	305.59
10439A	PPD 10ML FREE 2X200 TABLET	\$	113.25
10444A	PPD 10ML TOTAL 2X200 TABLET	\$	113.25
10445A	PPD2 5ML FREE 2X200 REPL 10445	\$	96.25
10446A	PPD-2 5ML 2X200 TEST DPD TOTAL	\$	96.25
10447A	PPD2 10ML FREE 2X200 REPL10447	\$	113.25
10448A	PPD2 10ML TOT 2X200 REPL 10448	\$	113.25
10500	PPD-2 5ML X100 TEST DPD FREE	\$	25.50
10500C	PPD-2 5ML X1000 TEST DPD FREE	\$	212.25
10502	PPD-2 5ML X100 TEST DPD TOTAL	\$	25.50
10502C	PPD-2 5ML X1000 TEST DPD TOTAL	\$	212.25
10504	PPD-2 10ML X100 TEST DPD FREE	\$	32.00
10504C	PPD-2 10ML X1000 TEST DPD FREE	\$	247.75
10504T	PPD-2 10MLX100 TABLET DPD FREE	\$	32.00
10505T	PPD-2 10MLX1000 TABLET DPD FRE	\$	247.75
10506	PPD-2 10ML X100 TEST DPD TOTAL	\$	32.00
10506C	PPD-2 10MLX1000 TEST DPD TOTAL	\$	247.75
10506T	PPD-2 10MLX100 TABLET DPD TOTL	\$	32.00
10507T	PPD-2 10M1X1000 TABLET TOT	\$	247.75
10517	PPD-2 25ML X100 TEST DPD FREE	\$	32.00
10518	PPD-2 25ML X100 TEST DPD TOTAL	\$	32.00
10519	PPD-2 25ML X1000 TEST DPD FREE	\$	247.75
10520	PPD-2 25MLX1000 TEST DPD TOTAL	\$	247.75
10508	PPD2 5MLX200 TOTAL CL 0-20PPM	\$	59.75

st strips (bottle of 50 strips)

09940	MICRO CHECK FREE TEST STRIPS	\$	29.00
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09941

MICRO CHECK TOTAL TEST STRIPS

\$

29.00