

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

Requesting Department: Public Works - Fleet Services

Vendor Name: South Florida Emergency Vehicles, LLC

Address: 4655 Cummins Ct., Ft. Myers, FL 33905

Phone: 239-267-5300 E-Mail: service@sflev.com

Price: \$ 99,000 (Approved 10/07/2024) add \$200,000 = \$299,000

Account: 516-30511-534120-30 (Outside Services) Fund: Fleet ISF

Description of item to be procured:

Repairs, maintenance, parts and inspections of Sutphen Fire Apparatus

1.) Uniqueness of vendor's item/service.

This vendor is the only authorized distribution source for providing Sutphen Fire Apparatus, authentic replacement parts, and performing warranty work on Sutphen Fire Trucks in 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:

Fleet Services confirmed that South Florida Emergency is the only authorized dealer repair/facility in the State of Florida.

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 vendors who are authorized to repair Sutphen branded fire equipment in Florida.

Fleet Manager's Signature: AG FORBES Date: 01/14/2024

APB Public Works Director's Signature: [Signature] Date: 1/15/25

Approval: Procurement Manager Wanda Roop (not to exceed \$50,000.00) Date: 2/21/25

Approval: City Manager Coonie Barron (not to exceed \$100,000.00) Date: 2/27/25

Council authorization required if exceeding \$100,000.00 Resolution 57-25 on 2/19/25



FAMILY OWNED
SINCE 1890

August 23, 2024

Cape Coral Fire Dept.
1115 SE 9th Ave
Cape Coral, FL. 33990

RE: Factory Authorized Sales, Parts and Service in Florida.

Dear Cape Coral Fire Dept.

This letter is to advise you that South Florida Emergency Vehicles is the only authorized distribution source for providing Sutphen Fire Apparatus, authentic replacement parts, and performing warranty work on your Sutphen Fire Trucks for the State of Florida.

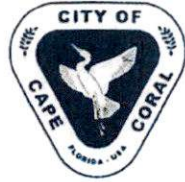
Furthermore, South Florida Emergency Vehicles has the only factory trained technicians qualified to carry out service repairs to ensure warranties remain intact for the State.

If you have any questions or concerns, please let me know.

Best Regards,

Justin Howell
Sales Territory Manager (Southeast Territory)

Sutphen Corporation
PO Box 158 • Amlin, OH 43002-0158
6450 Eiterman Road • Dublin, OH 43016-8711
Tel 614 889-1005 • Toll Free 800 848-5860 • Fax 614 889-0874
www.sutphen.com • Sutphen@sutphencorp.com



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

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

DATE: January 14, 2025

SUBJECT: Purchase over \$100,000 - SOUTH FLORIDA EMERGENCY-
Vendor #2665

BACKGROUND:

South Florida Emergency offers repair services for fire emergency equipment, which includes preventative maintenance, general repairs, body repairs, annual aerial service, and pump testing for fire apparatus. They are the exclusive vendor for Sutphen fire equipment.

Fleet Services has issued a purchase order for the fiscal year 2025 with a budget of \$99,000. So far this year, the total cost for services provided by South Florida Emergency has reached \$77,100, with eight months remaining until the next fiscal year. Additionally, Asset 27647 requires repairs estimated at \$30,952 due to issues with the fuel pump/transfer case and rusted frame rails.

RECOMMENDATION:

Fleet recommends an increase of \$200,000 to the purchase order, raising the total to \$299,000. This critical funding is essential for addressing emergency equipment repairs and inspections effectively. With 18 pieces of Sutphen-branded equipment valued at over \$14,268,324, it is imperative to maintain our fleet's operational readiness to ensure the city's efficiency and safety. We also strongly request this funding for FY 2026 to sustain our commitment to excellence.

FUNDING AVAILABILITY:

516-30511-534120 (Outside Services)

Funding is available through Fleet's Internal Service Fund-Fleet Operations. These costs are then billed to the individual departments that own the asset.

MW/DG:af

Attachments:

South FL Emergency Sole Source Form FY 2025
Sutphen Sole Source Letter FY 2025
South FL Emergency Quote 20241161

c: AJ Forbes, Fleet Manager *AJF*
Alicia Pearce Smith, Business Manager *APS*
Milagros Rosario, Senior Buyer



City of Cape Coral
 PO Box 150027
 Cape Coral, FL 33915-0027
 (239) 574-0831

Purchase Order

Fiscal Year 2025

Page 1 of 1

Bill To
 City of Cape Coral
 ATTN: Fleet Repairs Operations
 P.O. Box 150027
 Cape Coral, FL 33915

Ship To
 CITY OF CAPE CORAL
 FLEET OPERATIONS
 2503 SE 17TH AVE
 CAPE CORAL, FL 33904

Purchase Order Number **25500684**
 Purchase Order Date **10/29/2024**
 Department **Fleet Repairs Operattons**
 Required By **09/30/2025**
 Payment Terms **30 Days**

Vendor
 SOUTH FLORIDA EMERGENCY VEHICLES LLC
 DBA: SOUTH FLORIDA EMERGENCY VEHICLES LLC
 4655 CUMMINS COURT
 FORT MYERS, FL 33905

NOTE: All Invoices must indicate a valid City of Cape Coral Purchase Order Number for payment to be processed.

VENDOR PHONE NUMBER	VENDOR FAX NUMBER	VENDOR NUMBER	REQUISITION NUMBER	BUYER NAME	DELIVERY REFERENCE
239-267-5300		2665	25000546	Milagros Rosario	

NOTES

OPEN PO FOR SUTPHEN BRANDED EQUIPMENT
 VENDOR# 2665
 ACCT: 516.30511.534120 FLEET OPS/Outside Services
 FUND: FLEET ISF
 SOLE SOURCE VENDOR FOR SUTPHEN EQUIPMENT
 CONTACT: Vickie Alan 574-0764

ITEM #	DESCRIPTION	QUANTITY	UOM	UNIT PRICE	EXTENDED PRICE
1	OPEN PO FOR SUTPHEN BRANDED EQUIPMENT REPAIRS GL #: 516-30511-534120-30-51-519030-000-000-	1.0000	EACH	\$99,000.0000	\$99,000.00

State Sales Tax Exemption Certificate No. 85-8012589883C-5. It is imperative in every case the Manufacture's Federal Excise Tax be shown on your invoice set out separately and deducted from the Gross price. Exempting statutes Sec. 1002.33(185) (c) Florida Statutes (2006).

ACCEPTANCE AND MODIFICATION OF AGREEMENT: This Purchase Order (P.O.) becomes a binding contract, subject to the terms and conditions hereof, when accepted by delivery of acknowledgement to Purchaser or by delivery of materials in whole or part in. Any addition to, modification of or deletion from this P.O. to be valid, must be in writing and signed by the Purchaser's authorized representative. The Legal Conditions that apply to this Purchase Order are found on the City's website. All purchases FOB Destination unless noted otherwise in the body of the Purchase Order.

Total Ext. Price **\$99,000.00**
 Purchase Order Total **\$99,000.00**

WRAP
 Procurement Manager