

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

Requesting Department: Utilities Dept / Water Production

Vendor Name: HUDSON PUMP & EQUIPMENT

Address: 3524 CRAFTSMAN BLVD, LAKELAND, FL 33803

Phone: 863-665-7867 Contact: Roger Burna E-Mail: rburna@tencarva.com

Price: \$250,000.00

Description of item to be procured: Xylem Goulds Vertical Turbine Pump and necessary parts and repairs for Xylem Goulds high pressure pumps, and replacement Xylem Goulds submersible pumps for production wells.

- 1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: Hudson Pump & Equipment, a division of Tencarva Machinery Company, is the sole source provider of a specialized range of pumps in Florida.

- 2.) Market Research. Describe other, similar sources or products available in the market, if any, and why they are not acceptable: Any alternative quotes received from other suppliers for the necessary equipment will include a mark-up of the Hudson Pump price, as they are the only Xylem Goulds authorized vendor. Delays and increased cost are incurred when intermediary vendors are involved. Due to the exclusive vendor authorization of Hudson Pump & Equipment by Xylem, they provide the best pricing and shortest lead times.

- 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: The purchase of Xylem Goulds pumps is a direct replacement intended to be used in any of the city locations that currently use these pumps. If we were to retrofit the entire process in the future, it would be considered to expand the possibility of using another manufacturer and retrofitting all locations. At this time, it is beneficial to use like equipment.

Department Director's Signature:  Date: 1/9/25

Approval: Procurement Manager  Date: 4/3/2025
(not to exceed \$50,000.00)

Approval: City Manager  Date: 4/8/25
(not to exceed \$100,000.00)

Council authorization required if exceeding \$100,000.00 Resolution 78-25
Council Approved 4/2/2025

Revised 1/6/2020- Per Ordinance #52-19, Article VII: Purchase and Sale of Real and Personal Property. Adopted 12/02/2019

Section 2-144 (c)(2)(a)



December 11, 2024

Subject: 2024 Municipal Market Representation - State of Florida

To Whom It May Concern,

This letter serves as official notice that Hudson Pump & Equipment, A Division of Tencarva Machinery Company, located at 3524 Craftsman Boulevard in Lakeland, FL, is the Municipal Representative and Repair/Service Facility for Xylem Inc. / Goulds Water Technology Brand, as manufactured by Xylem Texas Turbine Operations (TTO) in Lubbock, TX.

Hudson Pump & Equipment also represents Xylem Inc. / G&L Pumps A-C Series Brand, as manufactured by Xylem Inc. in Morton Grove, IL. This representation is on an exclusive basis for the Municipal Utility Market in the state of Florida.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Davis".

Matthew Davis
Market Development Manager
Xylem Inc. - Applied Water Systems