

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

Requesting Department: ~~Public Works Traffic Operations~~

Vendor Name: TransCor Supply

Address: 5402-B Pioneer Park Blvd. Tampa, FL 33634

Phone: 813-882-3168 E-Mail: sales@fltranscor.com

Price: \$33,000.00

Description of item to be procured:
360SP Self-Propelled Thermoplastic Applicator

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

TransCor Supply has been the exclusive distributor of Trantex equipment in Florida since 1986 and is the sole source for Trantex thermoplastic equipment in Florida. The Trantex 360SP has an estimated life expectancy of 5-7 years. It will be used to implement thermoplastic pavement markings including stop bars, crosswalks, lane lines, skips, arrows and word messages.

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

Research has not located another thermoplastic applicator that offer the same options as the Trantex 360SP. The 360SP has interchangeable large material tanks, preset radius steering system and is Self Propelled unlike other thermo applicators. The 360SP also has a lifespan of 5-7 years.

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:

Staff will continue to research thermoplastic applicators to insure a more competitive purchase process.

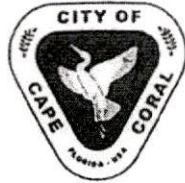
A PS Department Director's Signature: 
Matthew Williams (Apr 7, 2025 14:42 EDT)

Date: 02/04/25

Approval: Procurement Manager  (not to exceed \$50,000.00) Date: 4/16/2025

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

Council authorization required if exceeding \$100,000.00



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

FROM: Matt Williams, P.E, CFM, Public Works Director *MW*
Bryan VandeWalker, Interim Transportation Manager *BV*

DATE: December 9, 2024

SUBJECT: Purchase of 360SP Self-Propelled Thermoplastic Applicator

BACKGROUND:

The Public Works Traffic Operations Division is seeking to replace Thermoplastic Applicators, assets #25317 and #28630, which have reached their life expectancy. These applicators are used to implement thermoplastic pavement markings, including stop bars, crosswalk markings, lane lines, skips, arrows, and word messages. This purchase was not initially budgeted due to irregular usage patterns and difficulty in accurately determining the true lifecycle of the applicators. The unexpected variability in usage has made it challenging to predict replacement needs. However, the Trantex Thermoplastic Applicators currently in use have demonstrated their reliability. The new Trantex 360SP Self-Propelled Thermoplastic Applicator has an estimated life expectancy of 5 to 7 years, therefore, its replacement will be included in the Asset Management Plan (AMP) for Fiscal Year 2030.

Recommendation:

Staff recommends TransCor Supply as the sole source for the Trantex 360SP Self-Propelled Thermoplastic Applicator, at a total cost of \$33,000.00.

FUNDING SOURCE:

A transfer from the Traffic Operations/Roads, Curb, Gutter Maintenance, account #001-30025-553101 to the Traffic Operations/Capital Equipment account #001-30025-564101 will be arranged to facilitate this purchase. Account #001-30025-553101 has consistently shown a surplus at the end of recent fiscal years, ensuring the availability of funds for this expenditure, and allowing the transfer of necessary funds without impacting other budgeted projects.

MW/BV:it

Attachment: Sole Source Purchase Request Form
TranTex Letter
TransCor Supply Quote

c: Alicia Pearce Smith, Public Works Business Manager *CE for APS 12/10/24*



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October 17, 2024

To Whom It May Concern:

Trantex, Inc., a manufacturer of pavement marking equipment since 1984, works exclusively through and relies on local distributors to sell and service our equipment. We feel this provides the best service for the users of our equipment.

Transcor Supply, Inc., has been the exclusive distributor of Trantex equipment in Florida since 1986 and is the sole source for Trantex thermoplastic equipment in Florida.

Transcor Supply, Inc., offers complete service and maintenance for all Trantex equipment through its multiple locations in Florida.

Thank you for your interest in Trantex equipment. Please feel free to contact me directly if you have any questions or concerns.

Very truly yours,

H. Steven Nelson
CEO and Owner
snelson@trantexinc.com



Quote

Transcor Supply
6683 Stuart Ave.
Jacksonville, FL 32254
United States
P: (904) 783-3302

Quote Number: QTE0015099

Quote Date: 11/21/24

Prepared By: kdzina

Sales Rep: KQZINA

BILL TO:

CAPE CORAL, CITY OF
ATTN: (ORDERING DEPT.)
P.O. BOX 150027
(PHYSICAL ADDRESS) - 2549 SE 17TH AVE
CAPE CORAL, FL

SHIP TO:

Laurie Taylor
CAPE CORAL, CITY OF
2549 SE 17TH AVE
CAPE CORAL, FL 33904

Notes:

Table with 4 columns: Customer P.O., Ship VIA, Terms, Shipping Terms. Values include DROPSHIP, NET30, and DS Destination.

Table with 6 columns: Item Number, Ordered, Unit, Price, Extended Price. Row 1: 90900-ITEM QUOTE, 1, EA, \$33,000.00, \$33,000.00

360SPT - HEAVY DUTY SEL-PROPELLED APPLICATOR 360LB KETTLE W/ THERMOSTAT - BARE UNIT, NO DIE

Laurie Taylor, Associate Project Manager
Traffic Eng
Tel: 4836 (574-0836)
ltaylor@capecoral.gov

LEAD TIME TBD AT TIME OF ORDER,
ESTIMATED ARO 90 DAYS

PRICE DELIVERED, FOB - KD

Quotations are valid for 30 days from the date of quotation.

Summary table with 2 columns: Description, Amount. Rows include Net Order (\$33,000.00), Discount (0%), Less Discount (\$0.00), Freight (\$0.00), Sales Tax (\$0.00), and Order Total (\$33,000.00).

Signature: _____

Printed Name: _____

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