

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

Requesting Department: Utilities Dept./Water Production & Water Reclamation

Vendor Name: TriNova Inc.

Address: 2401 Drane Field Rd, Lakeland, FL 33811

Phone: 800-881-1487 E-Mail: FLSales@trinovainc.com

Price: \$510,000 for FY2025, \$475,000 for FY2026, and \$480,00 for FY2027
(Not to exceed budgetary limits)

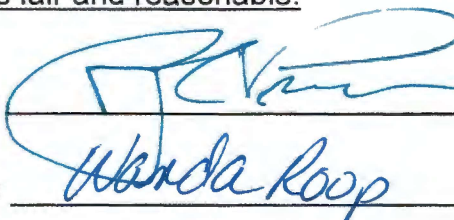
Description of item to be procured: Endress+Hauser Flowmeters, Level Products, OEM repair parts, transmitters, pressure relief valves, gauges, software, annual equipment calibration repairs and maintenance. Prominent Fluid Control Chemical metering pumps.

1.) Uniqueness of vendor's item/service. How is this vendor the only vendor uniquely qualified to provide the product or service: Trinova Inc. is the sole supplier of the afore mentioned equipment 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: Other products may offer similar specifications but are not direct replacements and are not acceptable due to the compatibility with the existing chemical systems piping configuration, foundation and/or base plate height and pattern, electrical control panel/system and interfacing electronic telemetry in service. Other factors include: the critical replacement time given to maintain plant process, cost of spare parts for different makes/models of equipment for the same system and the substantial cost for any changes to our equipment/systems requiring engineers, contractors, and possible approval from DEP.

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, components, and equipment that have the capability to meet the needs of the Utilities Department; however, we feel at this time it is in our best interest to use only these brands of equipment. Based on staffs' experience on purchasing this type of equipment, we believe that pricing is fair and reasonable.

Department Director's Signature: _____


Wanda Roop 12/5/24

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

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

Council authorization required if exceeding \$100,000.00

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

September 16th, 2024

City of Cape Coral
Robert Schreiber, Elec/Inst Super WtrProSP
1015 Cultural Park Boulevard Cape Coral, Florida 33990
Tel: 239 (242-3422)
rschreib@capecoral.gov

Subject: Sole Source Representative

Endress+Hauser, is the sole manufacturer of its products. TriNova Inc is the sole or exclusive representative for Endress+Hauser within the state of Florida for the purchase of new products, OEM repair parts, repairs and maintenance.

No other representative can sell products, repair/replacement parts, provide factory maintenance, repair/replacement services, provide field services or offer technical support for Endress+Hauser.

The Florida Sales Team can be reached at:

TriNova Inc
2401 Drane Field Road
Lakeland, FL 33811
Tel: 863-682-4500
Fax: 863-687-0077
Email: flsales@trinovainc.com

Best regards
Chad Green



Regional Sales Manager | Gulf Region

Endress+Hauser USA

Endress+Hauser Inc. | 4485 Laughlin Drive South | Mobile, AL 36693 | United States
Mobile: +1 205 908 5828
chad.green@endress.com | www.us.endress.com

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Robert Schreiber, Elec/Inst Super WtrProSP
1015 Cultural Park Boulevard Cape Coral, Florida 33990
Tel: 239 (242-3422)
rschreib@capecoral.gov

Dear Robert,

ProMinent Fluid Controls, Inc has appointed TriNova, Inc – Florida, as our authorized single source representative for the municipal market. TriNova Inc represents ProMinent Fluid Controls as a direct sales and service agent to local, county and state governments and sales to contractors and/or system integrators on municipal projects for the state of Florida, excluding the panhandle. To properly support ProMinent customers, TriNova personnel receive exclusive yearly factory training to keep up with the latest technologies.

TriNova Inc – Florida corporate office is as follows:

TriNova Inc
2401 Drane Field Road
Lakeland, FL 33811

Tel: 863-682-4500
Fax: 863-687-0077
Email: flsales@trinovainc.com

Very truly yours,
PROMINENT FLUID CONTROLS, INC



Chad Kloft
Regional Sales Manager