

# FIN - SOLE SOURCE

Status  
MANAGER

**Requesting Department: \***  
UTILITIES

**Submitted By:**  
Mary Ellen Johnstone

**Date Created**  
10/15/2025

**Vendor Name:**  
TENCARVA MACHINE DBA HUDSON PUMP & EQUIPMENT

**Address:**  
3524 CRAFTSMAN BLVD, LAKELAND, FL 33803

**E-mail:**  
RBURNA@TENCARVA.COM

**Phone:**  
8636657867

**Price**  
\$810,000.00

**Account String \***  
MULTI ACCOUNTS SEE ATTACHED

## Description

THREE YEAR SINGLE SOURCE WITH HUDSON PUMP TO PURCHASE XYLEM GOULDS VERTICAL TURBINE PUMP, NECESSARY PARTS AND REPAIRS FOR XYLEM GOULDS HIGH PRESSURE PUMPS, AND REPLACEMENT XYLEM GOULDS SUBMERSIBLE PUMPS FOR PRODUCTION WELLS. FY26 THRU FY28

### 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. We will continue to stay informed of advancements in emerging and available components, processes, and equipment capable of meeting the needs of Utilities and the community.

### Attachments (4)

FIN - ATTACHMENTS - SOLE SOURCE

- THREE YEAR SINGLE SOURCE WITH HUDSOM PUMP TO PURCHASE XYLEM GOULDS VERTICAL TURBINE PUMP, NECESSARY PARTS AND REPAIRS FOR XYLEM GOULDS HIGH PRESSURE PUMPS, AND REPLACEMENT XYLEM GOULDS SUBMERSIBLE PUMPS FOR PRODUCTION WELLS. FY26 THRU FY28

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**Approval: Budget**

Jennifer Waters

**Date**

10/20/202  
5 9:04:08  
AM

**Approval: Procurement Buyer**

Andrew Byrnes

**Date**

10/20/202  
5 9:09:38  
AM

**Approval: Director**

Jeff Pearson

**Date:**

10/20/202  
5

**Approval: Procurement Manager**

Wanda Roop

(not to exceed  
\$50,000.00)

**Date**

10/20/202  
5

**Approval: City Manager**

Connie Barron

(not to exceed  
\$100,000.00) without  
Council Approval

**Date**

11/18/202  
5

### Procurement Staff

**Procurement Staff  
Assigned**

ABYRNES

**Council Agenda  
Date**

10/08/2025

**Council Action  
APPROVED**

**Resolution #  
292-25**

**Purchase Order #**

**Procurement Comments:**

Resolution 292-25 COUNCIL APPROVED 10/8/2025 FY26 \$260,000, FY27 \$270,000, FY28 \$280,000 SECTION 2-144(c)(2)(a)

Council authorization required if exceeding \$100,000.00