



Lee County
SOUTHWEST FLORIDA

INTEROFFICE MEMORANDUM

FROM
PUBLIC WORKS
UTILITIES

ATTACHMENT 2

03 DEC 24 AM 9:58

Date: December 22, 2003

TO: Chris Jeffcoat
Purchasing

From: Rick Diaz, P.E.
Director

**SUBJECT: CLASSIC CONTROLS WAIVER W-030164
REQUEST FOR RENEWAL
SOLE SOURCE PROVIDER FOR
YOKOGAWA PRODUCTS**

Chris, our current waiver with Classic Controls expires on January 7, 2004; therefore, I am hereby requesting permission to do another waiver with Classic Controls as a sole source for the purchase of Yokogawa products and waiving of the bidding process. The reasons for sole-sourcing Classic Controls for Yokogawa products are as follows:

1. Classic Controls is the only source for Yokogawa products in the State of Florida.
2. Classic Controls has performed as our representative of Yokogawa for over 10 years.
3. Classic Controls support for Yokogawa products has always been professional.
4. Lee County Utilities has used Yokogawa products for over 10 years with great success.
5. Lee County Utilities uses Yokogawa products in over 80% of the facilities.

This sole sourcing will be for purchasing of Yokogawa products, servicing of Yokogawa products and programming services by Classic Controls for our Yokogawa DCS CS 1000 system, which is located at our Fort Myers Beach Wastewater Plant.

Costs that may occur throughout the year are as follows:

1. New Yokogawa products each year that may run up to \$500,000
2. Repairs and programming each year may run up to \$100,000

Attached is the sole source justification letter for Classic Controls from Yokogawa. The funding account strings will be made available at an ongoing basis as needed by individual Treatment Plants and Sections within Lee County Utilities. Those areas are as follows:

Wastewater Collection Section, Water Distribution Section, Instrumentation/Electrical Maintenance Section, Bartow WTP, College Parkway WTP, Corkscrew WTP, Fiesta Village WWTP, Fort Myers Beach WWTP, Gateway WWTP, Green Meadows WTP, Highpoint WWTP, Olga WTP, Pine Island WWTP, Pinewoods RO WTP, San Carlos WWTP, Three Oaks WWTP, Waterway Estates WTP, Waterway Estates WWTP, as well as various CIP projects.

Thank you for your time and consideration in this matter. If you have any questions, or need additional information, please feel free to contact me.

RD/kam
Attachment



Lee County
SOUTHWEST FLORIDA

**INTEROFFICE MEMORANDUM
FROM
PUBLIC WORKS
UTILITIES**

Date: December 22, 2003

To: Rick Diaz, P.E.

From: Doug Meyer *DM*
Electrical Systems Mgr.

**SUBJECT: CLASSIC CONTROLS WAIVER #W-030164
REQUEST FOR RENEWAL
SOLE SOURCE PROVIDER FOR
YOKOGAWA PRODUCTS**

Classic Controls has been a partner with Lee County Utilities for over 10 years with great success. As a representative for Yokogawa products, they have always supported LCU without hesitation. Lee County Utilities has found through the years that Yokogawa makes a superior product and delivers excellent service and support. This determination is a result that comes through much research in using other products.

I have attached a price list of the products that Classic Controls supplies for Lee County Utilities. You will find in the attached letter from Classic Controls that they will honor these prices for one year from the date of their letter. I have also included a quote from Classic Controls dated May of 2002 for your review. You will see that there has been some slight cost increases and some price reductions of which mainly are Manufacturer increases.

I have also attached a quote from another vendor that we feel is very close to the same quality of Yokogawa products. There are many products that LCU uses in the instrumentation field that Yokogawa does not manufacture and these are supplied through other vendors. Classic Controls' prices have always been very competitive with manufacturers of equal products. With all the regulations that LCU must follow and the safety issues of the citizens of Lee County, a product that can be depended upon must be used. The Yokogawa products have proven their dependability and require very little maintenance other than yearly calibrations.

DM/kam
Attachments