

Single/Sole Source Justification

Vendor: Commercial Energy Specialists, Inc.
Commodity/Service: Purchase of BECS, Yaskawa, and ChlorKing Equipment, Maintenance & Repairs
 Estimated expenditure for the current term of contract or annually
 whichever is greater, for the above Commodity/Service: \$ 90,000.00 Requests over \$50,000, after review Procurement
will send to County Manager for Authorization

Initial the entry below that applies to the proposed purchase.

 SINGLE SOURCE REQUEST is for: licensed, patented goods/services, the original manufacturer, for existing equipment, software, or is required from this source to permit standardization.

SKL SOLE SOURCE REQUEST is for: the only qualified supplier possessing the unique and singular available capability to meet the requirements of the department. Please obtain and include a letter from manufacturer regarding the product or service.

*** Single & Sole sources are required to be publicly posted by Procurement for a minimum of 15 days prior to approval. ***

In all cases, negotiations have been performed in order for the County to receive the best value.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this single/sole source justification be authorized as a single source for the service or material.

<u>John Kelso</u>	<u>239-834-4349</u>		<u>8/23/23</u>
Requisitioned by:	Telephone Extension	Signature: Department Director/Designee	Date
<u>Parks & Recreation</u>		<u>Mack Young</u>	
Department		Department Director/Designee (PRINT OR TYPE)	

Single/Sole Source No.		(PROCUREMENT MANAGEMENT DIVISION USE ONLY)		Received Date
		<u>SS230630JBD</u>		<u>08-28-2023</u>
Posted Date	From	To	(15 days) www.lee.gov/procurement and/or www.demandstar.com	
	<u>09-21-2023</u>	<u>10-11-2023</u>		
<input type="checkbox"/> Approved	<input type="checkbox"/> Disapproved	Signature of Procurement Director/Designee		Date
Reason for disapproval				

Single/Sole Source OVER \$50,000 Require County Manager or Designee Approval				
<input type="checkbox"/> Approved	<input type="checkbox"/> Disapproved	Signature of County Manager/Designee		Date
Presented to Commission:		Commission Response:		

Amount	\$ 90,000.00	Vendor:	Commercial Energy Specialists, Inc.
1. Detailed Description of services and/or items: Describe the product/service you are requesting and its function.			
<p>Purchase of diagnostic, support, service, repair, parts, and replacement of BECS controllers, Yaskawa variable frequency drives (VFD), ChlorKing NEXGEN on-site salt generators and SENTRY ultraviolet systems to maintain Lee County Parks and Recreation pools. The salt generator system maintains the correct chlorine levels in the pool thus saving the County money by using less liquid chlorine. The BECS controllers are compatible with the ChlorKing and Yaskawa equipment currently in use and are designed for commercial pool applications. Lee County Parks and Recreation has 12 BECS controllers, 5 Yaskawa VFDs, and 5 ChlorKing NEXGEN salt generators at aquatic facilities throughout the County.</p>			
2. Justification for Single/Sole Source/Special Circumstances: Explain why this vendor is the only source from which to obtain this product or service.			
<p>Commercial Energy Specialists, Inc. is the sole source for BECS Technology in Florida and the Caribbean and the exclusive retailer for the sale and service of Yaskawa and ChlorKing equipment in Florida. The ChlorKing 25.0 lbs NEXGEN on-site salt generator has been proven to keep up with the demand of Lee County commercial pools. While other manufactures offer 16.0 lbs equipment, they could not adequately chlorinate the pools currently maintained by Lee County Parks and Recreation. Lee County Parks and Recreation would like to keep the same product for the chlorination of all of the salt systems under its control as ChlorKing products continue to keep up with water quality requirements.</p>			
3. Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.			
<p>At this time, there are no other authorized or certified companies that can perform warranty or service work authorized by BECS or Yaskawa. These manufactures do not deal directly with the consumer but direct customers to contact Commercial Energy Specialists, Inc. An Internet search was conducted on 8/1/23 for companies that provide commercial salt generators capable of installing equipment for chlorination similar for ChlorKing. Companies such as Pentair and Hayward offer similar systems but they cannot connect to BECS controllers currently in use and their models (6 lbs and 16 lbs) are not equivalent to the 25 lbs offered by ChlorKing.</p>			
<p>If required by the Procurement Management Director, attach a letter from vendor declaring sole source.</p>			
<p>Funding Source: <u>MSTU and General Fund</u></p> <p style="text-align: center;">Identify if State, Federal, or other outside County Funding</p>			

YASKAWA AMERICA INC.
2121 Norman Drive South
Waukegan, IL 60085
1-800-927-5292

March 8th, 2023

To: Whom it may concern

From: Justice Johnson

Subject: Commercial Energy Specialists, Inc. – Recreational & Entertainment Water Industry Authorization

This memo is intended to state that CES – Commercial Energy Specialists, Inc. (based in Jupiter, FL) is Yaskawa's channel exclusively focused on sales and service for the recreational and entertainment water industry authorization.

CES – Commercial Energy Specialists, Inc. is our only authorized provider serving the recreational and entertainment water industry with complete solutions using Precision Control PFD & PFDx Drives and Motor Control product lines. CES is also certified as our authorized service provider providing start up and repair & replacement services.

Please feel free to contact me if I can be of any further assistance in this matter.

9-20-2023 spoke to Scott Matthews @ Yaskawa
products are manufactured by Yaskawa but
are CES Intellectual Property



April 10th, 2023

Sole source supplier

To whom it may concern,

This letter serves to confirm that ChlorKing Inc. is the manufacturer and patent holder of the ChlorKing saline chlorination systems, NEXGEN on-site chlorine generators and SENTRY ultraviolet light systems and accessories.

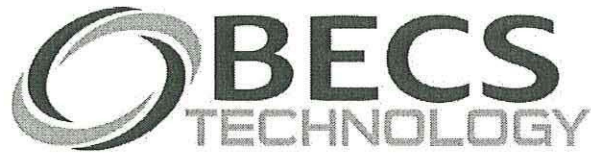
ChlorKing Inc. has appointed Commercial Energy Specialists out of Jupiter, Florida, as the sole distributor for our products in the State of Florida.

Please contact CES at 561-744-1557 for information on ordering our products.

Sincerely,

A handwritten signature in black ink, appearing to read "S. Pearce", written over a horizontal line.

Steven J. Pearce
President



January 12, 2023

To whom it may concern,

Please be advised that Commercial Energy Specialists, Inc., 952 Jupiter Park Lane, Jupiter, FL 33458 is BECS Technology, Inc.'s sole source for sales, service and warranty administration, in the Florida and Caribbean region. This relationship for support of the BECSys Controller line and related products has been in effect since September 1, 2005.

The BECSys Controller line includes the BECSys7 filtration/equipment room controller as well as the BECSys5, BECSys3 and BECSys2 water chemistry controllers. All BECSys controllers have a broad set of standard and optional sensors, communications modules, software monitoring platforms and supportive products.

CES technicians have been factory trained on the proper installation, maintenance and service of the entire BECSys product line.

We have chosen CES because of their expertise in all commercial pool markets, and feel they are the best company to represent BECS and our products. If you have any further questions regarding this matter please feel free to call.

Best regards,

Brett D Steinbrueck

Brett D. Steinbrueck
President

cc: CES