

Single/Sole Source Justification

Vendor: Harn R/O Systems, Inc.
Commodity/Service: Avista Technologies Vitec 3000 Scale Inhibitor
 Estimated expenditure for the current term of contract or annually
 whichever is greater, for the above Commodity/Service: \$ 425,000 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.


 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.

L.C.

*** 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>Leah Chin</u>	<u>239-533-5674</u>	<u></u>	<u>02/07/24</u>
Requisitioned by:	Telephone Extension	Signature: Department Director/Designee	Date
<u>Utilities</u>		Richard Kolk	
<u>Department</u>		Department Director/Designee (PRINT OR TYPE)	

(PROCUREMENT MANAGEMENT DIVISION USE ONLY)			
Single/Sole Source No.	<u>SS240204DSG</u>		Received Date <u>2/7/2024</u>
Posted Date	From <u>2/15/2024</u>	To <u>3/6/2024</u>	(15 days) www.lee.gov.com/procurement and/or www.demandstar.com
<input type="checkbox"/> Approved	<input type="checkbox"/> Disapproved	Signature of Procurement Director/Designee	Date
Reason for disapproval: _____			

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

Amount	\$ 425,000	Vendor:	Harn R/O Systems, Inc.
1. Detailed Description of services and/or items: Describe the product/service you are requesting and its function.			
Vitec 3000 is a scale inhibitor by Harn R/O Systems, Inc. use at the Green Meadows, North Lee County and Pinewoods Water Treatment Plants to protect reverse osmosis and nano-filtration membranes from scaling.			
2. Justification for Single/Sole Source/Special Circumstances: Explain why this vendor is the only source from which to obtain this product or service.			
Harn R/O Systems, Inc. is the sole distributor of Avista's Vitec 3000 antiscalant.			
3. Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.			
Pilot studies were performed on various antiscalants and Vitec 3000 was proven to perform the best. The use of the antiscalant has extended the useful life of all membranes at each facility.			
If required by the Procurement Management Director, attach a letter from vendor declaring sole source.			
Funding Source: <u>Various Operating Budgets</u>			
Identify if State, Federal, or other outside County Funding			



February 02, 2024

Harn RO Systems Inc.
310 Center Court
Venice, FL 34285

Dear Ron,

This letter will provide confirmation that Harn RO Systems Inc. is the sole sourced distributor of Avista's Vitec 3000 antiscalant along with the technical and analytical services program for Lee County, Florida.

The represented product lines would also include all specialty chemical formulations and chemistries sold under the following registered trade names: Vitec[®], AvistaClean[®], RoClean[®], RoCide[®], and RoQuest[®].

If you have any questions, please contact me.

Best regards,
Avista Technologies

A handwritten signature in black ink, appearing to read "KR", followed by a long horizontal line that ends in an arrowhead pointing to the right.

Ken Robinson
North America Application & Sales

Detailed Expenditure Report
12 MOS EXPENDITURES FOR 12/1/22 TO 11/30/23
HARN RO

Business Unit	Object Account	Business Unit Description	Address Number	Vendor	Description	GL Date	Actual Amount	Purchase Order	Invoice Date	Payment Number	Check Date	Name Remark	Print Message	Bld / Quote No.
DD5361948700	505290	LCU - Water Prod.,Pine Woods	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	12/21/2022	21,000.00	23331228	12/13/2022	03007697	12/28/2022	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5362748700	505290	LCU - Water Prod-Green Meadows	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	1/5/2023	21,000.00	23331228	12/20/2022	03008031	1/11/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5363148700	505290	LCU - Water Prod-North Lee	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	1/5/2023	21,000.00	23331228	12/20/2022	03008031	1/11/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5363148700	505290	LCU - Water Prod-North Lee	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	2/8/2023	21,000.00	23331228	1/30/2023	03009234	2/15/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5361948700	505290	LCU - Water Prod.,Pine Woods	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	3/3/2023	21,000.00	23331228	2/14/2023	03009988	3/8/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5362748700	505290	LCU - Water Prod-Green Meadows	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	4/6/2023	21,000.00	23331228	3/23/2023	03011477	4/12/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5363148700	505290	LCU - Water Prod-North Lee	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	4/20/2023	21,000.00	23331228	3/31/2023	03012224	4/26/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5361948700	505290	LCU - Water Prod.,Pine Woods	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	5/4/2023	21,000.00	23331228	4/24/2023	03012890	5/10/2023	ANTISCALANT	PAY & OPEN	SS220258MEL
DD5362748700	505290	LCU - Water Prod-Green Meadows	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	6/9/2023	21,000.00	23335115	5/31/2023	03014039	6/14/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5363148700	505290	LCU - Water Prod-North Lee	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	6/9/2023	21,000.00	23335115	5/31/2023	03014039	6/14/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5361948700	505290	LCU - Water Prod.,Pine Woods	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	7/21/2023	21,000.00	23335115	6/30/2023	03015663	7/26/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5363148700	505290	LCU - Water Prod-North Lee	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	8/10/2023	21,000.00	23335115	7/31/2023	03016580	8/16/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5362748700	505290	LCU - Water Prod-Green Meadows	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	8/23/2023	21,000.00	23335115	8/16/2023	03017149	9/1/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5361948700	505290	LCU - Water Prod.,Pine Woods	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	9/27/2023	21,000.00	23335115	9/19/2023	03018312	9/29/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5363148700	505290	LCU - Water Prod-North Lee	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	10/19/2023	21,000.00	24331133	10/10/2023	03019364	10/25/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5362748700	505290	LCU - Water Prod-Green Meadows	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	10/26/2023	21,512.00	24331133	10/17/2023	03019567	11/1/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
DD5361948700	505290	LCU - Water Prod.,Pine Woods	278722	HARN RO SYSTEMS INC	CHEMICAL - ANTISCALANT	11/9/2023	21,512.00	24331133	11/2/2023	03019984	11/15/2023	ANTISCALANT	PAY & OPEN	SS230242JBD
TOTAL							358,024.00							

18	AVG # OF TIMES ORDERED IN A YEAR
\$ 21,512.00	CURRENT AMOUNT FOR EACH ORDER
\$387,216.00	TOTAL EXPECTED FOR FY24
10%	Anticipated higher volume, Price Increases and / or shipping costs.
\$425,000	Budget Request