

Single/Sole Source Justification

Vendor: Classic Controls, Inc.
Commodity/Service: Yokogawa Products
 Estimated expenditure for the current term of contract or annually
 whichever is greater, for the above Commodity/Service: \$ 200,000 Requests over \$50,000, after review Procurement
will send to County Manager for Authorization

Initial the entry below that applies to the proposed purchase.


L.C. 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.

*** 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.

Leah Chin 239-533-5674  02/16/24
 Requisitioned by: Telephone Signature: Department
 Extension Director/Designee Date

Utilities Rich Kolk
 Department Department Director/Designee (PRINT OR TYPE)

(PROCUREMENT MANAGEMENT DIVISION USE ONLY)			
Single/Sole Source No.	<u>SS240218JBD</u>		Received Date <u>02-16-2024</u>
Posted Date	From <u>02-21-2024</u>	To <u>03-12-2024</u>	(15 days) www.leegov.com/procurement and/or www.demandstar.com
<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	\$ 200,000	Vendor:	Classic Controls, Inc.
1. Detailed Description of services and/or items: Describe the product/service you are requesting and its function.			
<p>Manufactures flow, Guage PS, PH, DO, differential PSI, digital controls, signal isolators, displays and DCS controls.</p> <p>Classic Controls, Inc. will supply, provide technical support, and/or service, of Yokogawa parts, equipment, and materials.</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>Classic Controls, Inc. is the only provider in Florida for Yokogawa products. Lee County Utilities has over 90% of this manufacturer's products throughout our water/waste water system. These products are a very important part of our compliance process and necessary for plant operations.</p>			
3. Efforts to Identify Other Vendors: Describe steps taken to make this determination, vendors contacted, etc.			
<p>Classic Controls, Inc. is the exclusive sale representative for Florida for Yokogawa as per the attached Single Source letter we obtained from the manufacturer. Additionally, there were no objections during the prior advertising period to suggest an alternative vendor could supply the Yokogawa equipment within this Single Source request.</p>			
<p>If required by the Procurement Management Director, attach a letter from vendor declaring sole source.</p>			
<p>Funding Source: <u>Utilities CIP, Operating</u></p> <p style="text-align: center;">Identify if State, Federal, or other outside County Funding</p>			

Yokogawa Corporation of America

2 Dart Road
Newnan, GA 30265-1094

Phone: 770-254-0400
Fax: 770-254-0928
www.yokogawa.com/us/



YOKOGAWA

December 13, 2023

To Whom It May Concern:

Classic Controls Inc., located in Lakeland, FL is the exclusive sales representative for Yokogawa Corporation of America Measurement and Control Products, for the state of Florida (excluding the panhandle). They are authorized by Yokogawa Corporation of America to quote, service, provide technical support, and handle order entry on our behalf exclusively for the territory listed above.

Yokogawa is committed to providing you with the highest level of customer satisfaction possible. If for any reason you have questions or comments, feel free to contact me. Thank you for the opportunity to be a partner in your business and we look forward to serving you.

Sincerely,

Michael Keller
Field Instrument Sales Manager
(404) 626-7551
Michael.Keller@yokogawa.com

Expenditure numbers from Classic		
	Yokogawa	Flexim
May 23 to Feb 13, 2024 (9 month period)	\$ 148,000.00	\$ 103,000.00
Monthly avg	\$ 16,444.44	
Annual Estimate	\$ 197,333.33	
Budget Request	\$ 200,000.00	

email: dmeyer@leegov.com

web: www.leegov.com/utilities

Connect With Us On Social Media



From: Rafael Lemus <rlemus@classiccontrols.com>

Sent: Tuesday, February 13, 2024 8:03 AM

To: Chin, Leah <LChin@leegov.com>

Cc: Meyer, Douglas <DMeyer@leegov.com>

Subject: RE: Yokogawa and Flexim

Caution: This email originated from an external source. Be cautious of attachments and links, and do not provide login information. Report suspicious activity to the Service Desk: service@leegov.com or 533-HELP.

Leah/Doug,

Just got the answer about Flexim

From May 2023-Present you ordered \$103,000 worth of Flexim products and services. Let me know if you need anything else. As always, thank you for your business.

Regards,



Rafael Lemus

Classic Controls, Inc. | 12148 NW 53rd Street | Coral Springs, FL, 33076

P: 863-644-3642 | M: 561-389-3500 | E: rlemus@classiccontrols.com

Visit our website: www.classiccontrols.com

Please send all orders to orders@classiccontrols.com

From: Rafael Lemus

Sent: Tuesday, February 13, 2024 7:54 AM

To: 'Chin, Leah' <LChin@leegov.com>

Cc: 'Meyer, Douglas' <DMeyer@leegov.com>

Subject: RE: Yokogawa and Flexim

Leah,

Good morning. I received a request from Doug directly also. I hope to have you the number for Flexim soon. I gave Doug the number for Yokogawa from May 2023 to present. It was just under \$150,000 (\$148K). It would be more if you want me to go back to February of 2023. Is that what you are requesting or is May 2023-present enough? Please advise.

Regards,



Rafael Lemus

Classic Controls, Inc. | 12148 NW 53rd Street | Coral Springs, FL, 33076
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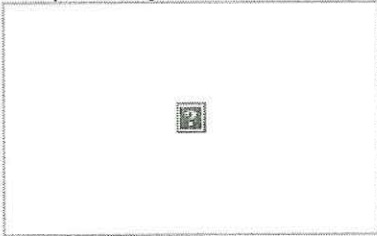
Please send all orders to orders@classiccontrols.com

From: Chin, Leah <LChin@leegov.com>
Sent: Monday, February 12, 2024 6:08 AM
To: Rafael Lemus <rlemus@classiccontrols.com>
Subject: Yokogawa and Flexim

Good morning, Rafael. I am working with Doug Meyer to obtain information regarding Yokogawa and Flexim products we have purchased.

Is it possible for you to send a breakdown of how much we have spent on each brand for that past 12 months?

Respectfully,



Leah Chin | Utilities Program Manager
Lee County Utilities
7401 College Pkwy., Fort Myers, FL 33907
desk: (239) 533-5674
mobile: (239) 218-8814
email: lchin@leegov.com
web: www.leegov.com/utilities

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Under Florida law, email addresses are public records. If you do not want your email address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing.