



City of Ocala

Request for Sole Source Procurement

This form **MUST** be used for commodities or services that are available from only one source and there are no alternates. Forward to bids@ocalafl.org sixty (60) days prior to actual need.

Date Submitted: 04/16/2024 Requesting Division/Department: OUS Warehouse

Contact Person: Mary Ann St. Laurent Telephone Number: 352-351-6705

Commodity/Service: Inventory Items

Describe the commodity or service and its function: Relosers, brakets, and controllers.

Cost of Commodity or Service: \$ 116,410.00

Vendor Name: Gresco Contact Name: Steve Moss

Address: 6421 CR 219 City/State/Zip: Wildwood, Florida 34785

Contact Phone Number: 352-748-9550 Contact E-Mail Address: stephen.moss@gresco.cvom

This purchase is clearly and legitimately limited to a Sole Source because the commodity or service is: _____
Items are agency items from Eaton/Cooper and can only be purchased through Gresco.

Item(s) are available from only one source and there are no alternates (*initials required*): MS
Initials

Attach vendor documentation* certifying that the vendor is the only source for the commodities or services in question or holds the production, copyrights, trademark, and/or patent to the item.

Check the following statement(s) that apply:

- ☒ The vendor holds the exclusive distribution rights for the item in question.
- ☐ The commodity to be purchased is the only item compatible with existing equipment owned by the City.
- ☐ The vendor is the sole provider of the commodities or services which have unique characteristics essential to the needs of the City to perform the intended function and no other goods or service will be suitable for use by the City.

**Note: Certifying documentation must be attached to this form or it will be rejected.*

What steps were taken to verify that these features are not available elsewhere?

- ☒ Other brands/manufacturers were examined (please list names, phone numbers, and explain why they are not suitable for use by the City. Attach additional pages as necessary): Standardization approved in 2021
- ☒ Other vendors were contacted (please list names, phone numbers and explain why those contacted would not meet the needs of the City. Attach additional pages as necessary): Being agency items pricing provide was the same to all vendors.
A coin toss would be performed to determine award. Anixter (407-204-7304) used to be able to provide services, once bought out by Wesco they lost the privilege.
- ☒ State why this is the only source for the required commodity or service (attach additional pages as necessary): Gresco maintains the trained personnel that meets the standardized company's requirements to bid and quote the items.

I hereby certify that to the best of my knowledge, this request is a sole source and the information provided herein is accurate and truthful.

Mary A St. Laurent Digitally signed by Mary A St. Laurent
Date: 2024.03.27 10:27:52 -04'00'

Requester's Signature

Date

Requesting Director's Signature

Date

For Procurement Use Only

Sole Source Number (if applicable): SSP-223

Date Listing Posted: 04/18/24

This request appears to be sole source.

☒ Yes

☐ No

If, no. Is this a standardization?

☐ Yes

☒ No

Is Council approval required?

☒ Yes

☐ No

Was this Procurement posted on the Internet?*

☒ Yes

☐ No

*this requirement is for sole sources

Comments/Justification:

If Protested successfully, Vendor who provides similar goods/services: NA

Date Sole Source Terminated: NA


Procurement Staff Reviewer Signature

Date

5/17/2024

Approved ☒

Denied ☐


Chief Procurement & Contracting Officer

Date

5-17-24

NOTE: Section 838.22 Florida Statutes, it is unlawful (**second degree felony**) for a public servant with corrupt intent to obtain a benefit for any person (company) or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole-source contract for commodities (goods) or services.



Powering Business Worldwide

Ocala Electric Utility
1805 NE 30th Avenue; Bldg 700
Ocala, FL 34470

April, 4, 2024
RE: Eaton Nova Triple Single Recloser
Dear Valued Customer:

GRESKO Utility Supply is now the sole source distributor in your territory for Eaton's engineered products. This includes the following products that the OEU currently purchases...

Eaton NOVA Triple Single Recloser – Ocala Stock # E03100630
Eaton Form 6 Control – Ocala Stock # E03061630
Eaton Recloser Hanger kits – Ocala Stock # E03120630
Eaton Hydraulic Reclosers – Ocala Stock # E03080070 & # E03080140

GRESKO employees an Eaton Certified Technical expert for support, training, and troubleshooting all Eaton Utility products, including Eaton Reclosers.

Electric Sales Associates is the local agency responsible for all Eaton Utility T&D products for your account. If you have any questions, please feel free to reach out to our local representative, contact listed below.

Electric Sales Assoc. Contact
Joey McDonald
352.461.4970
joeym@electricsalesinc.com

Best Regards,

Clarke Clingenpeel

Regional Vice President
Southeast Region Utility Sales

Cooper Power Systems
by The Eaton logo, featuring the word "EATON" in a bold, blue, sans-serif font. The letter "A" is stylized with a dot in the center.

From: [City of Ocala - Contracting Officer](#)
To: [Mary Ann St. Laurent](#); [Michelle Brooker](#); [Patricia Lewis](#); [Shayatta J. Roberts](#); [Daphne Robinson](#); [Ashley Presley](#)
Subject: Your policy exception has been approved.
Date: Tuesday, April 16, 2024 3:05:31 PM

Your policy exception has been **approved**.

Approval Comments: drobinson@ocalafl.org

Please note, the standardization of Eaton brand reclosure equipment that was granted by Tiffany Kimball on June 24, 2021, related specifically to "Eaton Nova Triple Single Reclosures" and not to the related equipment. For the sake of clarity moving forward, please allow THIS approval to stand as the Procurement and Contracting Officer's formal approval of the standardization of the following Eaton brand products: (1) Eaton NOVA Triple Single Recloser – Ocala Stock # E03100630; (2) Eaton Form 6 Control – Ocala Stock # E03061630 (3) Eaton Recloser Hanger Kits – Ocala Stock # E03120630; and (4) Eaton Hydraulic Reclosers – Ocala Stock # E03080070 & # E03080140. This standardization is approved for a period of 5 years from today's date and has been granted for the following reasons: (1) Electric Engineering has indicated that the City experienced poor device communication and programming support from alternative control units and related parts; and (2) the Eaton brand control unit has been utilized without difficulty in the OEU system since 2021. PLEASE PREPARE A SOLE SOURCE POSTING TO VERIFY THAT GRESCO UTILITY SUPPLY IS THE SOLE SOURCE PROVIDER FOR THE FOREGOING PRODUCTS. ONCE COMPLETE WITHOUT PROTEST, THE DEPARTMENT MAY MOVE FORWARD WITH THE PROCUREMENT. IF THERE ARE ALTERNATIVE DISTRIBUTORS, PLEASE PROCURE FROM THE DISTRIBUTOR THAT AFFORDS THE CITY BEST VALUE. PLEASE ATTACH A COPY OF THIS APPROVAL TO THE MUNIS CONTRACT.



Procurement/Contract/P-Card Exception

Select exception type:

Procurement

Reason for procurement exception:

Standardization

Back in 2021 Tiffany Kimball approved standardization of the Eaton triple single reclosure. I am submitting this request for a more formal approval. Once received I will place a request for a sole source under contract 240463. Below is Electric initial justification and Tiffany's response.

“The NOVA-STs triple single reclosers we get from

Enter a brief description of your exception request:

Cooper are sole sourced because of the complexity of the control unit and brand specific form factors of the recloser itself. The recloser is controlled by a programmable control unit that is specifically customized to our needs from the manufacture down to the number of data, control, communication, and power pins that connect the NOVA-STS recloser to the control unit. You can think of it as the recloser and control unit both need to speak the same language to understand each other. Also, the mounting basket that Cooper makes for their reclosers are specific to the physical dimensions of only their reclosers. Each company makes a different size mounting rack for their reclosers so there is no universal mounting rack.

In recent years, due to poor device communication and programming support for Cooper control units, other companies have started manufacturing control units that know how to communicate with Cooper reclosers and offer superior programming and customer support. Frank has been looking into demoing some of these different control units from other companies because of these issues we are having with the Cooper control."

Please see the attached that my buyer found about Eaton products. They are made in the US, which is great. These parts are approved as a single-source standardization.

Attach all documents related to the exception that can assist the Contracting Officer's decision.

[Gresco Florida Tech Rep Authorization letter.pdf](#)
[TK Approval.pdf](#)
[What products are made in what plants.pdf](#)

Department

(WHS) WAREHOUSE

Requestor Name

MARY ANN ST. LAURENT

Requestor Email

mstlaurent@ocalafl.gov

Phone number

(352) 351-6705

Courtesy Copy Email 1

mbrooks@ocalafl.gov

Courtesy Copy Email 2

CLynch@Ocalafl.gov

Who authorized requesting this exception?

MARY ANN ST. LAURENT