

514-0039



# CITY OF ORLANDO

## REQUEST FOR A SOLE SOURCE PROCUREMENT

**NOTE:** This form is to be used for items that are available from only one source and there are no alternates. Forward to the Procurement and Contracts Division sixty (60) days prior to actual need.

Date Submitted: MAR 31, 2014 Requesting Division/Department: Fleet & Facilities Division/ Fleet Management

Contact Person: Daryl Greenlee Telephone Number: 3065

Commodity / Service Request: Service and repair to maintain the support of the Autocar ACX Hydraulic Hybrid Refuse trucks, as Kenworth of Central Florida is the only authorized warranty repair facility for the Parker/Runwise E3 hybrid systems currently in Solid Waste Program

Describe the commodity or service and its function: \_\_\_\_\_

\*\*\*\*\*  
Cost of Commodity or Service: \$ 250,000.00

Vendor Name: Kenworth of Central Florida Contact Name: Steve Straka

Address: \_\_\_\_\_ City/State/Zip: \_\_\_\_\_

Contact Phone Number: 407-425-3170 Contact E-Mail Address: Steve.straka@kwcf.net

\*\*\*\*\*  
Initial below:

This purchase is clearly and legitimately limited to a Sole Source because the commodity or service is:

Item(s) are available from only one source and there are no alternates: \_\_\_\_\_

SS 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.  
☒ Vendor documentation attached.  
☐ The item to be purchased is the only item compatible with existing equipment owned by the City.  
☐ Vendor documentation attached.

☒ The vendor is the sole provider of the goods or services which have unique characteristics essential to the needs of the program to perform the intended function and no other goods or service will be suitable for use by the City.

☒ Vendor documentation attached.

**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): \_\_\_\_\_

☐ 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): \_\_\_\_\_

☒ State why this is the only source for the required commodity or service (attach additional pages as necessary): Service and repair to maintain the support of the Autocar ACX Hydraulic Hybrid Refuse trucks, as Kenworth of Central Florida is the only authorized warranty repair facility for the Parker/Runwise E3 hybrid systems currently in Solid Waste Program

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

Requester's Signature

Date

Office Head/Department Director's Signature

Date

**For Procurement Use Only**

Date Received in Procurement: 4/3/14 Procurement Division Tracking Number: S14-0039

Requesting Division/Department: Fleet Mgmt. Div.

Commodity / Service Request: Repair and Parts for Kenworth and Autocar/Parker Trucks

Procurement Staff Reviewer: Lee Donate

Verified that this request is the only source. Yes ☒ No ☐

Is Council Approval Required? Yes ☒ No ☐

Was this Procurement Posted on the Internet? Yes ☒ No ☐

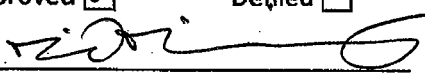
Comments: Kenworth of Central Florida is the only vendor identified as a manufacturer authorized dealer for repair/parts/warranty repairs for Kenworth and Autocar/Parker Trucks in the Central Florida area. A notice of sole source procurement was posted publicly for 7 days with no objections.

Procurement Staff Reviewer Signature

Date

Approved ☒

Denied ☐

  
Chief Procurement Officer

04.07.14  
Date

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**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 or services.



Kenworth Truck Company  
P.O. Box 1000  
Kirkland, Washington 98083-1000  
(425) 828-5000

A DIVISION OF **PACCAR**

April 2, 2014

Mr. Rob Sutton  
President  
Kenworth of Central Florida, Inc.  
1800 N. Orange Blossom Trail  
Orlando, FL 32854

Dear Rob:

This letter will serve as a confirmation that you are the sole and exclusive Kenworth Dealer in the Orlando area market as of April 2, 2014. This covers the counties of Brevard, Citrus, Hernando, Lake, Levy, Marion, Orange, Osceola, Seminole, Sumter and Volusia.

If you or the local municipality have any further questions, please contact me at 205-332-1443.

Best Regards,

Gregory B. Poole  
Region Dealer Development Manager - Southeast

Cc: Mike Gordon, Service Manager – Kenworth of Central Florida



April 17, 2014

Mike Gordon  
Service Manager  
Kenworth of Central Florida  
1800 North Orange Blossom Trail  
Orlando, FL 32804

Re: City of Orlando Request for Verification

Dear Mr. Gordon,

This letter will confirm that Kenworth of Central Florida is an active Autocar ACX Xpeditor Distributor in good standing as of today's date, based on its ACX Distributor Agreement with Autocar, LLC dated November 15, 2002.

Thank you for representing Autocar.

Sincerely,

Aida Tanaka  
Vice President, Distributor Development  
Autocar, LLC  
(847) 780-0236  
atanaka@autocartruck.com



A GVW Holdings Company

P.O. BOX 310  
350 DEERFIELD ROAD  
UNION CITY, IN 47390  
TEL 765-964-6060  
FAX 765-964-6050

November 15, 2002

Robert E. Sutton, Jr.  
Kenworth of Central Florida  
1800 Orange Blossom Trail  
Orlando, FL 32804

Dear Robert:

Enclosed please find an original fully executed copy of the Agreement between Autocar, LLC ("Autocar") and Kenworth of Central Florida.

Thank you for your cooperation. We are very excited to have you as an Autocar dealer!

If you have any questions or comments regarding your contract, please feel free to contact us anytime, at (765) 964-2132.

**Your Autocar Dealer Code is: 4103W**

**Your Autocar Parts Code is: 94103**

Very truly yours,

Denise Kiple  
Manager of Contract Administration  
Autocar, LLC

Appendix A  
Dealership AOR by County Definition

County	State	Country/Region	Territory
Citrus	Florida	United States	TAMPA Kenworth of Cent Florida
Hernando	Florida	United States	TAMPA Kenworth of Cent Florida
Sumter	Florida	United States	TAMPA Kenworth of Cent Florida
Pasco	Florida	United States	TAMPA Kenworth of Cent Florida
Hillsborough	Florida	United States	TAMPA Kenworth of Cent Florida
Pinellas	Florida	United States	TAMPA Kenworth of Cent Florida
Manatee	Florida	United States	TAMPA Kenworth of Cent Florida
Sarasota	Florida	United States	TAMPA Kenworth of Cent Florida
Hardee	Florida	United States	TAMPA Kenworth of Cent Florida
DeSoto	Florida	United States	TAMPA Kenworth of Cent Florida
Volusia	Florida	United States	ORLANDO Kenworth of Cent Florida ←
Lake	Florida	United States	ORLANDO Kenworth of Cent Florida ←
Seminole	Florida	United States	ORLANDO Kenworth of Cent Florida ←
Orange	Florida	United States	ORLANDO Kenworth of Cent Florida ←
Polk	Florida	United States	ORLANDO Kenworth of Cent Florida ←
Brevard	Florida	United States	ORLANDO Kenworth of Cent Florida ←
Osceola	Florida	United States	ORLANDO Kenworth of Cent Florida ←



Parker Hannifin Corporation  
Hydraulics Group  
Hybrid Drive Systems Division  
3885 Gateway Boulevard  
Columbus, OH 43228-9698  
Office (614) 275-2400

March 21, 2014

To whom it may concern,

Kenworth of Central Florida is currently the sole provider of parts and service in Central Florida for the Parker RunWise Advanced Series Hybrid Drive System equipped on the Autocar E3 chassis.

Respectfully,

Mark McGrew  
Sales Manager  
Parker Hannifin Corporation  
Hybrid Drive Systems Division  
3885 Gateway Blvd  
Columbus OH, 43228  
Cell: (508) 918-6352