



City of North Port
FINANCE DEPARTMENT/PURCHASING DIVISION
4970 CITY HALL BLVD
NORTH PORT, FLORIDA 34286
Office: 941.429.7170
Fax: 941.429.7173
Email: purchasing@northportfl.gov



NOTICE OF INTENT TO AWARD A SOLE/SINGLE SOURCE PROCUREMENT

Sole/Single Source No: SS NO. 26-06

Date Posted: October 6, 2025

Written Response Due Date: October 13, 2025

This is not a formal solicitation and there are no submissions required. The proposed contract action is for product or services for which the City intends to negotiate and award with only one contractor/vendor under the authority of and in accordance with Florida State Statute 287.057(5)(c). Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement. Responses will not be considered as proposals, bids, or quotes.

- **DESCRIPTION OF SERVICE/PRODUCT: Repair and maintenance of MAKO Breathing Air Compressors**
- **AMOUNT** (This is an acquisition with an estimated value of): **\$157,000**
- **VENDOR: CHANNEL INNOVATIONS CORPORATION**

Interested firms or individuals may identify their interest and capability to respond to the requirement by submitting in writing their name, address, point of contact, telephone number, e-mail, and a statement regarding capability to provide the specified procurement per the attached specifications. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within seven (7) calendar days after the date of publication of this synopsis will be reviewed by the City. A determination by the Procurement Manager not to compete this proposed action based on the responses to this notice is solely within the discretion and approval of the Procurement Manager and City Manager.

All sole/single source purchases exceeding the formal threshold indicated in the policies and procedures manual will require Commission Approval.

All responses must be in writing and returned to **ATTENTION: PURCHASING**, City of North Port, 4970 City Hall Boulevard, Suite 337, North Port, Florida, 34286 or by: Fax 941-429-7173, or by e-mail purchasing@northportfl.gov. Note the number of the Sole Source Information inquiry on documentation.

Information regarding this Intent may be viewed and downloaded from DemandStar's website at www.demandstar.com. Links to DemandStar are also available from the City website at www.northportfl.gov. This Notice of Intent is posted on the City FTP site at <https://northportfl.gov/filesshare>. If you have any questions, concerns, or problems accessing this request using the link, please contact Michael White, Contract Administrator I, at 941.429.7174. Request for additional information or clarification regarding the specifications must be sent via facsimile to 941.429.7173 or via email to purchasing@northportfl.gov. No verbal requests will be honored.



Procurement Request

City of North Port

Request

Request Type *

Sole/Single Source/Standardization

Capital? (?) No Yes**PRR-EX (?)** Yes**FY ***

2026

Type code ***Preparer**

Kristina Smith

Pre-Director Approver(s) (?)

	Name
1	Deanna Marshall

Department *

FIRE

Division(s)**Commission Meeting? *** Yes No**Commission Override (?)** Yes No**Purchase****Payment Method *** Visa Purchase Purchase Order**Purchase Type *** Single Purchase (current FY)
 Blanket Purchase (current FY)**Purchase SubType *** None Change Order
 Amendment**Description ***

FY26 Blanket for Fire Rescue breathing air compressors are tested to ensure the production of safe air for breathing purposes. They undergo a semi-annual prevention maintenance servicing and occasional repairs for detective parts.
Also quote to move Cascade system from station 81 to 84.

*Section 2-407 of the City of North Port Procurement Code provides guidelines for determining if good(s) or service(s) is/are a sole/single source. **All Sole/Single source requests will be posted on DemandStar & the City's Purchasing site for seven (7) business days.***

Exemption Explanation (?) *

All of the breathing air compressors and filling stations are Mako brand. Channel Innovations is the only sole service center for Mako in Sarasota County.

Steps taken to verify these goods and/or services are not available elsewhere (?) *

All of the breathing air compressors and filling stations are Mako brand. Channel Innovations is the only sole service center for Mako in Sarasota County.

Other vendors that were contacted (?) *

All of the breathing air compressors and filling stations are Mako brand. Channel Innovations is the only sole service center for Mako in Sarasota County.

Grant? * Yes No**Technology Related? (?) *** Yes Renewal No**Exemption****Reason ***

Attach documentation from the manufacturer certifying the vendor selected is the only distributor/dealer/contractor for the products or services in question and/or holds the production, unique capability, copyrights, trademark, and/or patent to the item, and check the following applicable statement(s):

 Patent, copyright or unique design restrictions. (Sole Source) Proprietary rights in technical data and/or product formulations (e.g. cleaning compounds, lubricating oils, paint, etc.), which can only be determined through extensive laboratory analysis and examination. (Sole Source)

- Only producer, such as utility supplier or construction material supplier, that will meet the specialized needs of the department or perform the intended function. (Sole Source)

- Direct replacement parts, equipment or supplies that must be compatible with original equipment already installed but available only from the original equipment manufacturer. Most manufacturers have more than one dealer or distributor for their products. When this is the case, competition between dealers and/or distributors may be possible, eliminating the "sole or single source" restriction. (Single Source)

- When tests and/or demonstrations of equipment, supplies, part, etc. under actual operating conditions reveal superior quality, performance, design or other characteristics in a brand product(s), which is available from only one source. Testing must be performed as often as practical. (Single Source)

- Purchases for a brand product are to be made from one selected supplier, even though there are other suppliers that provide similar products. Options, such as pricing, availability, servicing, have been vetted and a supplier has been chosen that best meets the City's needs. (Single Source)

- Maintenance, repair services or warranty which require specialized test equipment, procedures, and technical expertise available only from the original equipment manufacturer or authorized/licensed dealer/field service representative. (Single Source)

- The part(s)/equipment are required to permit standardization and operating efficiencies within the organization and the parts and equipment are only available through a sole or single source. If competition is available, the parts and equipment must be competed. For brand-specific items, quotes should still be obtained. (Standardization)

- Other: None or some of the above apply. Provide detailed justification below.

Explanation *

All of the breathing air compressors and filling stations are Mako brand. Channel Innovations is the only sole service center for Mako in Sarasota County.

Original Purchase (?) *

10/01/2014

Standardization cannot be on the first purchase.

Supporting backup *

Click the Preview icon or right click link and select open in new tab or window to avoid downloading.

Channel Innovations Sole Source Letter - 7_23_2025.pdf

179.26KB

DemandStar
For Purchasing Division

Date Posted

Sole/Single Source Number Effective Date Expiration Date

Purchase Details

Line Items

Item #	Description *	Unit of Measure	Quantity *	Unit Price *	Subtotal
1	Blanket Annual Maintenance for breathing air compressors	\$\$	12,800.00	\$1.00	\$12,800.00
2	Move Cascade from St 81 to St 84	\$\$	2,900.00	\$1.00	\$2,900.00

Shipping (?) * **Total Charges**
\$0.00 \$15,700.00

Accounts (?)

	Dept *	Account # (?) *	Project #	Amount *
1		110-2222-522.46-03		\$15,700.00

Total Payments
\$15,700.00

Comments to Budget (?)

Backup Attachments



Click the Preview icon or right click link and select Open link in new tab or window to avoid downloading.

Additional Backup

Related NavLine Req, price sheet, quote, drawings, specifications, risk waiver, etc.

Channel Innovations FY 26.pdf	119.46KB
Quote_QUO-CIC360_1755536486564.pdf	380.37KB

Vendor Details

Vendor Information (?)



Except for Emergency purchases, vendor MUST already be setup as a vendor in NavLine.

Vendor Name *

CHANNEL INNOVATIONS CORPORATION

Vendor Number *

1694

Contact

Vendor Email

JLOWE@CHANNEL-INNOVATIONS.COM

Remittance Address

8855 EAST BROAD STREET, REYNOLDSBURG, OH 43068

Phone

352-694-7006

Vendor Documentation Current (?) *

Yes No

Risk Documentation Current (?) *

Yes No Waiver Attached

YTD Expenses (?)

Department Inclusive (?) *

\$0.00

City Inclusive (?) *

Highest Approver (?) *

FD and CM will be skipped on the back end, as needed.



Date: July 23, 2025

To: Whom It May Concern

Re: MAKO Authorized Distributor Information

Thank you for your interest in MAKO Compressors. Please be advised that **Channel Innovations Corporation** of Ocala, Florida is the **only** authorized distributor sanctioned by us to represent our MAKO breathing air products in the municipal fire and safety markets in the following Florida counties:

Madison	Taylor	Hamilton	Suwannee	Lafayette	Dixie
Columbia	Gilchrist	Levy	Baker	Union	Alachua
Marion	Nassau	Duval	Clay	St. Johns	Putnam
Flagler	Citrus	Sumter	Lake	Seminole	Orange
Hernando	Pasco	Hillsboroug h	Pinellas	Polk	Manatee
Hardee	Highlands	Sarasota	Desoto	Charlotte	Glades
Lee	Hendry	Collier	Volusia	Osceola	Brevard
Okeechob ee	Indian River	St. Lucie	Martin	Palm Beach	Broward
Bradford					

As an authorized MAKO distributor, **Channel Innovations Corp.**, is the **only** approved company for new unit sales, OEM spare parts, warranty / service for any MAKO breathing air product located within the above Florida counties. In addition, as an authorized distributor **Channel Innovations Corp.** is required to maintain MAKO certification(s) for service and warranty within their assigned area. Furthermore **Channel Innovations Corp.** service technician(s) are required to renew their service certifications every five years to keep abreast of current product and maintenance procedures. If you have any questions please do not hesitate to contact us.

Sincerely,
Eddie Lacefield

Eddie Lacefield

Territory Sales Manager, Mako Products

Cell No.: (484)719-3255

Website: www.makocompressors.com



PMB422
3101 SW 34th Ave #905
Ocala, FL 34474-7447
352-694-7006
352-694-7226 (fax)
info@channel-innovations.com

January 15, 2025

Mr. Rod Nelson
City of North Port Fire Rescue

Subject: Budgetary Semi-Annual Service and Air Test Program Quotation 2025-2026

Quote #: 101Q6553V

At the time of the semi-annual maintenance, Channel Innovations personnel will perform the following services for the four compressor systems:

- (1) Lubricant Change
- (2) Oil Filter Change
- (3) Purification Cartridge Replacement
- (4) Oil Pressure Check
- (5) Adjustment Of Drive Belt If Necessary
- (6) Inspection Of Interstage Pressure Gauges & Safety Valves
- (7) Inspection Of Hoses, Air Lines, & Storage Vessels For Hydro-Static Test Dates
- (8) Quarterly Air Analysis
- (9) Inspection Of Auto-Drain & Adjustment Of Final Shutdown If Necessary

In addition to the above outlined semi-annual services CIC personnel will also perform the following services on an annual basis:

- (10) Replacement Of Final Separator & Purifier O-Ring & Back Up Rings as needed
- (11) Replacement of Final Separator Sintered Element as needed
- (12) Air Intake Element Replacement
- (13) Annual Inspection, Cleaning, & Replacement Of Separator Element as needed

All of the above outlined replaceable components & labor are provided with the program. Air testing will also be performed by CIC personnel on a quarterly basis.

The total budgetary number for Air Testing and Semi-Annual Service for all four systems for the complete year would be \$9,205.00. Breakdown of this is below:

Station 81 would run approximately \$1,450.00 for service and \$595.00 for air testing per year.
Station 82 would run approximately \$1,675.00 for service and \$595.00 for air testing per year.
Station 83 would run approximately \$1,600.00 for service and \$595.00 for air testing per year.
Station 86 would run approximately \$2,100.00 for service and \$595.00 for air testing per year.

Since we are in the area working on four of your compressor systems in one trip, we work with North Port Fire and Rescue on the labor charges. Normally our labor charges would be higher but we have adjusted them for you guys (reflected in the pricing).

New Air Trailer:

You guys have a new cascade air trailer. I am not sure if they will want to have a quarterly air testing program on this trailer or not. If so, then the cost would be \$595.00 for the year.

Please let me know so that we can put it on the schedule.

Additional repairs:

The quote above does not cover additional repairs needed outside of routine service and air testing.

I would recommend budgeting at least \$3,000.00 above the routine service and air testing.

Services other than those included with this maintenance agreement can be provided upon request at \$145.00 per hour plus parts.

Please advise if further information is needed.

Regards,

Jason Lowe
Channel Innovations

Quote

Page 1 of 2

 Channel Innovations
 2685 SE 58th Avenue
 Ocala FL 34480
 United States

Requested By: Rod Nelson
Title:
Email: rnelson@northportfl.gov
Phone:
Date 08/18/2025
Quote # QUO-CIC360
Customer ID 85395606-81

Expires 10/17/2025
Terms Net 30

Shipping Method
FOB
Est Delivery Time
Bill To

 North Port Fire & Rescue District
 Accounts Payable
 4980 City Center Blvd
 North Port FL 34286
 United States

Ship To

 Rod Nelson
 North Port Fire & Rescue District #81
 4980 City Center Blvd
 Northport FL 34286
 United States

Sales Rep: Danny Long
Sales Rep Email: dlong@channel-innovations.com
Sales Rep Phone: (352) 877-2480

A 3% CREDIT CARD CONVENIENCE FEE WILL BE ADDED TO ALL ORDERS AT TIME OF FULFILLMENT FOR ALL CREDIT CARD TRANSACTIONS EXCEEDING \$1,200.00. A WIRE FEE OF \$45.00 WILL BE ADDED TO ALL ORDERS PAID BY WIRE.

NOTE: Customers are responsible for the wiring to or into an electrical compressor and to the electrical supply. Warranty is as proposed.

Item	Quantity	Description	Rate	Amount	Tax Rate
Miscellaneous Item	20	Rod, Here is the quote for moving the compressor from Station 81 to Station 84. This is a budgetary quote. This is for 1 trip from Ocala for the move and then 1 trip from Ocala to do install and start up. If moving and install can be done in the same day, then the only return call is to do start up. This can be done by our tech in the area, so the charges will be less. Please let me know if any more info is needed. Thanks so much and be safe.	145.00	2,900.00	

Quote

 Channel Innovations
 2685 SE 58th Avenue
 Ocala FL 34480
 United States

Page 2 of 2

Date 08/18/2025
Quote # QUO-CIC360
Customer ID 85395606-81

Item	Quantity	Description	Rate	Amount	Tax Rate

Total \$2,900.00

PAYMENT TERMS: INVOICES ARE SUBJECT TO LATE CHARGES AT THE RATE OF 1.5% PER MONTH (ANNUAL 18%).

ALL PARTS RETURNS OR EXCHANGES MUST BE COMPLETED WITHIN 45 DAYS FROM INVOICE DATE. ALL RETURNS REQUIRE A RETURN MERCHANDISE AUTHORIZATION. ALL RETURNS ARE SUBJECT TO A 15% RESTOCKING FEE.

SHIPPING CHARGES WILL BE ADDED WHEN ORDERS ARE FULFILLED.

NOTE: PAYMENTS BY CREDIT CARD WILL INCUR A CONVENIENCE FEE TOTALING 3.0% OF THE INVOICE TOTAL ON ALL TRANSACTIONS EXCEEDING \$1,200.00.

Quote Approved By: _____ (Print Name)

Approved By Signature: _____

Approved Date: _____



QUO-CIC360