



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. 26-18

Date Posted: October 7, 2025

Written Response Due Date: October 14, 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: INSPECTION AND REPAIR OF HEAVY DUTY LIFTS**
- **AMOUNT** (This is an acquisition with an estimated value of): **\$10000**
- **VENDOR: ARI PHOENIX INC**

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**

Barbara Wolf

Pre-Director Approver(s) (?)

	Name
1	Garrett Woods
2	Chelsea Buell

Department *

PUBLIC WORKS

Division(s)

FLEET

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 ***

Perform annual SCPM 26-point safety certification on the City of North Port's ARI-Hetra heavy duty mobile automotive lifts. Perform the annual maintenance and repair any problems with the lifts to maintain safe operations.

*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 (?) *

Annual vehicle lift inspections are required by ANSI/ALI ALOM:2008 (R2013), the national standard covering lift operation, inspection and maintenance, as well as many local and state regulations. When inspections are performed by qualified personnel, they help protect users by ensuring that the lifts technicians work under are functioning properly and are maintained in accordance with the manufacturers instructions and general guidelines.

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

None - Lifts were part of the facility when built, it is not cost effective to shop other brands.

Other vendors that were contacted (?) *

None

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 *

Supporting backup *

Click the [Preview icon](#) or right click link and select open in new tab or window to avoid downloading.

Sole Source Letter City North Port FL 11.4.24.pdf

74.92KB

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 for the service, inspection and repair (if required) of the ARI-Hetra heavy duty mobile lifts.	\$\$	10,000.00	\$1.00	\$10,000.00

Shipping (?) * **Total Charges**
\$0.00 \$10,000.00

Accounts (?)

	Dept *	Account # (?) *	Project #	Amount *
1		520-3035-519.46-03		\$10,000.00

Total Payments
\$10,000.00

Comments to Budget (?)

Please see the attached financial impact sheet.

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.

Financial Impact - ARI Phoenix.pdf	80.78KB
ARI Hetra Labor and inspection rates.pdf	412.03KB

Vendor Details

Vendor Information (?)



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

Vendor Name *

ARI PHOENIX INC

Vendor Number *

6897

Vendor Name CST

Contact

Dale Camposano

Vendor Email

teklagoodwin@ari-hetra.com

Remittance Address

ARI-HETRA, 11163 WOODWARD LANE, SHARONVILLE, OH 45241

Phone

513-229-3750

Vendor Documentation Current (?) *

Yes No

Risk Documentation Current (?) *

Yes No Waiver Attached

YTD Expenses (?)

Department Inclusive (?) *

\$10,000.00

City Inclusive (?) *

Highest Approver (?) *

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

From: [Tekla Goodwin](#)
To: [Barbara Wolf](#)
Cc: [Crystal Osborne](#); [Steven Cassell](#); [Dale Camposano](#)
Subject: [EXTERNAL] Re: City of North Port vendor information update
Date: Friday, August 29, 2025 2:01:50 PM
Attachments: [Sole Source Letter 8-29-25.pdf](#)



Hello again Barb,

I forgot to attach the Sole Source letter and our current service rates:

ARI-Hetra Service Rates eff. 2-3-25**	Description	Price
Travel	Per Hour	\$140
Labor	Per Hour	\$165
PM2	Preventative Maintenance & Safety Inspection on 2-post Mobile Column Lift system.	\$695
PM4	Preventative Maintenance & Safety Inspection on 4-post Mobile Column Lift system.	\$1,100
PM6	Preventative Maintenance & Safety Inspection on 6-post Mobile Column Lift system.	\$1,388
	<i>**PM rates include travel to a customer's site. Costs for repair parts and labor are additional. If a service technician has to return to the customer site with a repair part, travel and labor charges will be applied. Rates subject to change.</i>	

Regards,

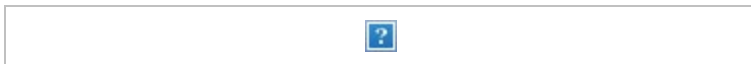


Tekla Goodwin

Contracts Specialist, ARI Phoenix, Inc. (dba ARI-HETRA)

- [800-562-3250 x 103](tel:800-562-3250) [513-484-1066](tel:513-484-1066)
- teklagoodwin@ari-hetra.com
- [11163 Woodward Ln, Sharonville, OH 45241](#)

[ARI-hetra.com](#) | [ARI Catalog](#) | [Request Capability Statement](#)



On Fri, Aug 29, 2025 at 1:55 PM Tekla Goodwin <teklagoodwin@ari-hetra.com> wrote:
Good Afternoon Barb,

Please see attached and signed forms. The only one missing is the Human Trafficking Affidavit, as I will

need to get that notarized next week.

Have a great weekend,



Tekla Goodwin

Contracts Specialist, ARI Phoenix, Inc. (dba ARI-HETRA)

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On Thu, Aug 28, 2025 at 12:52 PM Dale Camposano <dalecamposano@ari-hetra.com> wrote:

Hi Tekla,
Please see attached request below.
Thanks Barb!

Dale Camposano
Sr Regional Manager
ARI Hetra

On Aug 28, 2025, at 11:43 AM, Barbara Wolf <bwolf@northportfl.gov> wrote:

Good morning Tekla,

It is the time of year where I am working on the City's new fiscal year purchasing approvals and updates. I have attached the documents that we update each year. In addition to the attached forms I will need copies of your insurances and a new Sole Source Letter. I also need the inspection rates for our lifts and any labor rates for repairs.

If you have any questions or concerns please feel free to give me a call.

Respectfully,

Regards,



Dale Camposano

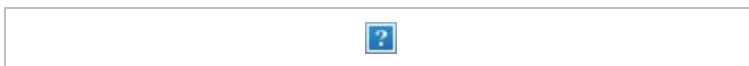
Regional Sales Manager, ARI-HETRA

[800-562-3250 x 302](tel:800-562-3250) [321-412-9869](tel:321-412-9869)

dalecamposano@ari-hetra.com

[11163 Woodward Ln, Sharonville, OH 45241](#)

[ARI-hetra.com](#) | [ARI Catalog](#) | [Billing Form](#) | [Gov Purchasing](#)



Vendor	Account#	Budget	Amount encubured
	520-3035-519.46-70	\$ 628,490.00	Outsource
Prompt Towing			\$ 35,000.00
Boulevard Tire			\$ 50,000.00
Ten-8 Fire			\$ 35,000.00
Charlotte County Ford			\$ 35,000.00
On Scene Repairs			\$ 40,000.00
Anthony's Touch of Class			\$ 10,000.00
Jackie's Auto Body			\$ 35,000.00
Dobbs Equipment			\$ 15,000.00
Mike's Autoglass			\$ 20,000.00
Tampa Spring			\$ 7,500.00
Rush Truck			\$ 15,000.00
Cummins Inc			\$ 15,000.00
Matheny Fire			\$ 10,000.00
Menzi			\$ 20,000.00
Total			\$ 342,500.00
Account Balance			\$ 285,990.00
	520-3035-519.4603	\$ 2,402,820.00	R&R Vehicles
Fast Equipment			\$ 7,500.00
JF Petroleum			\$ 15,000.00
ARI Phoenix			\$ 10,000.00
Total			\$ 32,500.00
Account Balance			\$ 2,370,320.00
	520-3035-519.54-00	\$ 54,020.00	Subscriptions
Cummins Insite			\$ 3,400.00
Total			\$ 3,400.00
Account Balance			\$ 50,620.00



ARI-Hetra Sole Source Letter

November 4, 2024

Barb Wolf
City of NorthPort, FL
4970 City Hall Blvd.
North Port, FL 34286

Please be advised that ARI Phoenix, Inc (d/b/a ARI-Hetra) offers ARI-Hetra Mobile Column Lifting Systems and accessories including service, preventative maintenance, safety inspections, and factory authorized replacement parts on ARI-Hetra Mobile Column Lifting Systems. For over 35 years, ARI-Hetra has been the premium Heavy-Duty brand of maintenance equipment and leads in safety, reliability, durability and service.

The ARI-Hetra Mobile Column Lifting Systems are manufactured in the United States of America in Pinckard, AL. These systems have been safety certified by the Automotive Lift Institute (ALI), and by Met Laboratories. While other Mobile Lift Systems use Hydraulic drives, we offer the most advanced Ball-Screw Technology with a certified ARI-Hetra mobile, heavy-duty wheel engaging lift system that will improve the efficiency and safety of automotive maintenance:

- Precision Ball Screw Lifting Mechanism, with a simple mechanical drive
- Ball screw technology has a longer life than ACME thread
- There is no possibility of leaking seals like hydraulics used in other Mobile Lift Systems
- There are over 100 ball bearings sealed with grease fitting to ensure low friction
- Natural and redundant column synchronization
- Precision Height Adjustment (inching)
- Lifetime performance

ARI-Hetra is the Sole Provider for:

- Preventative Maintenance on ARI-Hetra Mobile Column Lift Systems which must be completed by a certified ARI-Hetra technician.
- Factory-Authorized ARI-Hetra replacements parts.

Please contact Dale Camposano at 513-229-3750 if you have any questions.

ARI Phoenix, Inc.
(d/b/a ARI-Hetra)
11163 Woodward Road
Sharonville, OH 45241
toll free: 800-562-3250
www.ari-hetra.com