

EXHIBIT A-ii



POLK COUNTY BOARD OF COUNTY COMMISSIONERS PROCUREMENT DIVISION JUSTIFICATION FOR SOLE SOURCE PURCHASE

Date of Sole Source Purchase Request: 10/17/2025

This form **MUST** be completed and approved by the Procurement Director **PRIOR** to the purchase being made. A Sole Source Purchase will only be authorized when it is determined by the Procurement Director or their designee that (1) it is the **ONLY** item that will produce the desired results and is available from only one source of supply; or (2) where standardization is determined to be desirable by the County; (3) because of compatibility with existing equipment or systems.

Requesting Division: Utilities

Proposed Vendor (Include name, telephone #, and email):

Barney's Pumps, Inc., 2965 Barney's Pumps Place, Lakeland, FL 33812
Robert Pearce 863-665-8500

Describe Purchase. What will this purchase do for the Division?

Aurora & Layne Verti-Line, Flowserve, Howden, Hydromatic, Myers, and National pumps and KSB pumping and mixing equipment, products and OEM replacement parts, maintenance, repair services, field service, and technical support

Explain how this product/service best meets the needs of the County. How does this purchase meet the criteria of a sole source purchase?

Utilities has standardized to the pump brands listed above and Barney's is the only reseller of these pumps and OEM parts. This was confirmed as a sole source through ISS 25-627, which received no responses. The SS is valid for 5 years.

Total cost for the Sole Source Purchase: \$3,000,000.00 over a 5 year period.
(Total cost includes shipping & installation (if applicable))

Ari Goldstein
Requestor Name (PRINT)

10/20/25
Date

Tamara Richardson
Signature of Division Director

10-24-25
Date

[Signature]
Requestor Signature (SIGN)

10/20/25
Date

W. Nicholas Sims
Signature of Procurement Director/Designee

10/29/25
Date

PROCUREMENT USE ONLY

Date Received: _____ **PO#:** _____ **P-Card Purchase:** N/A

Procurement Specialist: Mike Baselice **Sole Source #:** 26-038

Insurance Received Date: _____

Purchase in excess of \$50,000 will be reported to the BoCC at the end of each budget year.

[Signature]
John Bohde

Date: 10/28/25



January 2, 2025

To: Whom It May Concern

Subject: Amco Pump Manufacturing, Inc.

Distributor Ref: Barney's Pumps, Inc.

Barney's Pumps, Inc. became an authorized distributor for AMCO Pump Manufacturing in 2021 and will continue as such for 2025. Barney's Pumps, Inc. is authorized to distribute Amco Pumps in Florida and southern Georgia. Barney's Pumps, Inc. has facilities throughout Florida, including Jacksonville, Coral Springs, and headquarters in Lakeland. Their team is known for their vast knowledge, pump and controls experience, and excellent customer communication. Should customers within their service area require any of Amco Pump Manufacturing's product offerings, please communicate directly with Barney's Pumps, Inc.

In addition, Barney's Pumps is also set up as an authorized repair facility for AMCO Pumps.

Sincerely,

Johnathan Guillen

Johnathan Guillen
Chief Of Operations
AMCO Pump Manufacturing
Houston, Texas



Bryan E. Kates
Named Account Executive
PENTAIR FLOW TECHNOLOGIES
Aurora/Layne Vertiline
+1-781-361-4751 cel

January 5, 2025

Subject: Aurora
Authorized Municipal Distributor

To whom it may concern,

Thank you for your recent inquiry regarding Aurora & Layne Verti-Line pumps. Barney's Pumps, Inc. is the sole authorized distributor serving the municipal market in the state of Florida (exclusive of the panhandle counties west of the Apalachicola River).

Barney's Pumps maintains a staff of factory trained individuals, inventory and shop facilities to support their exclusive geographical territory. They are the sole facility authorized to provide new pumps, replacement OEM parts, warranty and non-warranty service and repair for our products, which are manufactured by Pentair Flow Technologies in their North Aurora Ill. facility. Products manufactured in our North Aurora facility include but not limited to vertical turbines, split case pumps, end suction pumps, vertical end line pumps.

They have locations in Lakeland (863) 665-8500, Coral Springs (954) 346-0669 and Jacksonville (904) 260-0669 to support the Florida municipal market. If I can be of further assistance, please contact me at 504-491-0320

Sincerely,

A handwritten signature in black ink, appearing to read "B. Kates", is written over a horizontal line.

Bryan E. Kates
Named Account Executive



CORPORATE OFFICES
2965 BARNEY'S PUMPS PLACE
LAKELAND, FL 33812-4209
P.O. BOX 3529
LAKELAND, FL 33802-3529
PHONE (863) 665-8500
FAX (863) 666-3858

1/2/2025

To Whom It May Concern:

Barney's Pumps designs, engineers, manufactures, and sells highly engineered pumping and electrical control solutions. Many of our products are directed toward municipal and industrial users. Our product offering focuses on pumps, parts, accessories, electrical controls, and automation products and services.

Barney's Pumps manufactures and programs industrial control panels and the systems that use them. Unitron Controls® is the registered trademark name under which these panels are labeled. Unitron Controls® can provide industrial control panels that are certified UL 508A, and UL 698A for panels relating to hazardous/classified locations. Additionally, Barney's Pumps Hydroflo Packaged Pumping Systems may be UL QcZ listed, if UL-listed control panels are used in their construction. Barney's Pumps / Unitron Controls® panels are sold exclusively by Barney's Pumps. They are not sold under any other brand name; therefore, Barney's Pumps is the sole source for Unitron Controls® panels.

In addition, Barney's Pumps owns and is the only source for the Sci-Text® family of products that focus on SCADA automation. Sci-Text® is especially well-suited for the water and wastewater industries.

Barney's Pumps guide rail systems allow for the removal of the pumping unit from the wetwell without the need for entry into the wetwell. Barney's Pumps manufactures base elbows with corresponding mating flanges in metal-to-metal and metal-to-grommet construction along with other wetwell equipment like upper and intermediate guide rail brackets, pump lifting bails, and cable hangers. For a full product offering, please contact us. These manufactured items are proprietary and are sold exclusively by Barney's Pumps. They are not sold under any other brand name.

Thank you for your consideration of Barney's Pumps and for allowing us to provide this information. Please contact me if you have any questions, or if you need any additional information.

Sincerely,

Justin Coward

Justin Coward
Engineering Manager
cowardj@barneypumps.com



CASCADE PUMP COMPANY
MANUFACTURERS OF AXIAL &
MIXED FLOW PUMPING EQUIPMENT

10107 SOUTH NORWALK BOULEVARD, PO BOX 2767
SANTA FE SPRINGS, CA 90670-0767
P: 562.946.1414 F: 562.941.3730

January 2, 2025

Barney's Pump
2965 Barney's Pumps Place
Lakeland, FL 33812

ATTENTION: To Whom it May Concern

SUBJECT: AUTHORIZED DISTRIBUTOR LETTER

This is to inform all parties that Barney's Pumps is Cascade Pump Company's exclusive authorized municipal distributor in Florida for new pump sales and aftermarket sales related to existing Cascade Pump Company manufactured pumping equipment.

Sincerely,

Brant Williams, Director of Sales and Marketing
Cascade Pump Company



Bryan E. Kates
Named Account Executive

PENTAIR FLOW TECHNOLOGIES
Fairbanks Nijhuis
+1-781-361-4751 Cell
Bryan.kates@pentair.com

January 1, 2025

Subject: Fairbanks Nijhuis Pumps
Authorized Municipal Distributor

To whom it may concern,

Thank you for your recent inquiry regarding Fairbanks Nijhuis pumps (formally Fairbanks Morse). Barney's Pumps, Inc. is the sole distributor serving the municipal market in the state of Florida (exclusive of the panhandle counties west of the Apalachicola River).

Barney's Pumps maintains a staff of factory trained individuals, inventory and shop facilities to support their exclusive geographical territory. They are the sole facility authorized to provide warranty and non-warranty service and repair for our products.

They have locations in Lakeland (863) 665-8500, Coral Springs (954) 346-0669 and Jacksonville (904) 260-0669 to support the Florida municipal market. If I can be of further assistance, please contact me at 504-491-0320

Sincerely,

A handwritten signature in black ink, appearing to read "B.E. Kates", written in a cursive style.

Bryan E. Kates
Named Account Executive



Bryan E. Kates
Named Account Executive

PENTAIR FLOW TECHNOLOGIES
Fairbanks Nijhuis
+1-781-361-4751 cell
Bryan.kates@pentair.com

January 1, 2025

Subject: Fairbanks Nijhuis Pumps
Authorized Municipal Distributor

To whom it may concern,

Thank you for your recent inquiry regarding Fairbanks Nijhuis pumps. Please be aware that Fairbanks Nijhuis, formerly Fairbanks Morse, now includes all Layne/Verti-line products as well. Barney's Pumps, Inc. is the sole distributor serving the municipal market in the state of Florida (exclusive of the panhandle counties west of the Apalachicola River).

Barney's Pumps maintains a staff of factory trained individuals, inventory and shop facilities to support their exclusive geographical territory. They are the sole facility authorized to provide warranty and non-warranty service and repair for our products.

They have locations in Lakeland (863) 665-8500, Coral Springs (954) 346-0669 and Jacksonville (904) 260-0669 to support the Florida municipal market.

If I can be of further assistance, please contact me at 504-491-0320.

Sincerely,

A handwritten signature in black ink, appearing to read "Bry E", written in a cursive style.

Bryan E. Kates
Named Account Executive



December 23, 2024

REF: Letter of Representation For 2025

To whom it may concern,

Barney's pumps is an authorized Finish Thompson Inc distributor in the state of Florida.

Regards,



David Pelinsky
Inside Sales Manager
Finish Thompson Inc.

Please feel free to contact us directly at the factory at (814)-455-4478 or by e-mail at sales@finishthompson.com.



January 2, 2025

RE: Authorized Municipal Pump Repairs

To Whom It May Concern:

This letter is to hereby acknowledge Flowserve is bringing together two of our strongest channel partners in a new way to provide unmatched service to our customers. Barney's Pumps and Carter & Verplanck have been Flowserve partners for decades each. They know us and more importantly, they know you, our customers.

Flowserve has many service and support facilities, globally, and we are extending our reach even further into the water and wastewater market in Florida. Carter & Verplanck is your source for Flowserve pumps and parts. Barney's Pumps is your source for the repair and service Flowserve products as our only factory-authorized, Gold-Level Certified repair and warranty facility in the State of Florida. In this joint venture, they are the single source for Flowserve product and repair.

Please use this letter to confirm that Barney's Pumps is an Authorized, certified Repair shop and the only Authorized repair shop in the state of Florida, using only Original Flowserve parts in partnership with Carter & Verplanck, to perform this repair.

For all your new and replacement unit needs, contact Carter & Verplanck.

For pump and seal repairs or if a new mechanical seal is required, please contact Barney's Pumps.

If you have any questions or there is anything I can help you with in the future, I am always available to help.

Have a great day!

Tim Hope
Flowserve Corporation
Senior Sales Engineer – FL, GA, and The Bahamas

1450 N. Market St
Jacksonville, FL 32206
Ph: (904) 608-0425
THope@Flowserve.com

John Ondrejack, P.E.
Flowserve Solutions Group
Manager-Southeast/Caribbean

PO Box 810610
Boca Raton, Florida 33481
Ph: (561) 715-1900
JOndrejack@Flowserve.com



AUTHORIZATION LETTER

January 5, 2024

To Whom It May Concern:

This letter is to hereby acknowledge that Barney's Pumps with offices at 2965 Barney's Pumps Place, Lakeland, FL, 33812, United States, is recognized by all of the Flowserve Operations/Sites listed in the agreement as an authorized Distributor of Pump & Seal products (listed in the agreement) pursuant to Agreement #19-FSG-DA-00038 and includes the following counties in Florida:

Alachua, Baker, Brandford, Brevard, Broward, Charlotte, Citrus, Clay, Collier, Columbia, Miami-Dade, De Soto, Dixie, Duval, Flagler, Franklin, Gadsden, Gilchrist, Glades, Hamilton, Hardee, Hendry, Hernando, Highlands, Hillsborough, Indian River, Jefferson, Lafayette, Lake, Lee, Leon, Levy, Liberty, Madison, Manatee, Marion, Martin, Monroe, Nassau, Okeechobee, Orange, Osceola, Palm Beach, Pasco, Pinellas, Polk, Putnam, Sarasota, Seminole, St. Johns, St. Lucie, Sumter, Suwannee, Taylor, Union, Volusia, Wakulla

Barney's Pumps is authorized to promote sales, receive inquiries, present quotations and receive orders for the aforementioned products manufactured by all of the Flowserve Operations/Sites listed in the agreement.

This authorization letter is valid until December 31, 2025 or until terminated by either party.

Regards,

A handwritten signature in blue ink, appearing to read "Amanda L. Tingle".

Amanda L. Tingle
Contract Administrator, Global Channel Agreements



Bryan E. Kates
Named Account Executive

PENTAIR FLOW TECHNOLOGIES
Fairbanks Nijhuis
+1-781-361-4751 cell
Bryan.kates@pentair.com

January 1, 2025

Subject: Hydromatic Pumps
Authorized Municipal Distributor

To whom it may concern,

Thank you for your recent inquiry regarding Hydromatic pumps.
Barney's Pumps, Inc. is the sole distributor serving the municipal market in the state of Florida (exclusive of the panhandle counties west of the Apalachicola River).

Barney's Pumps maintains a staff of factory trained individuals, inventory and shop facilities to support their exclusive geographical territory. They are the sole facility authorized to provide warranty and non-warranty service and repair for our products.

They have locations in Lakeland (863) 665-8500, Coral Springs (954) 346-0669 and Jacksonville (904) 260-0669 to support the Florida municipal market.
If I can be of further assistance, please contact me at 504-491-0320

Sincerely,

A handwritten signature in black ink, appearing to read "B.E. Kates".

Bryan E. Kates
Named Account Executive

> Our Technology. Your success.

Pumps • Valves • Service



1/2/2025

KSB Incorporated
Water & Wastewater Division
Southeast Regional Office

Subject: Authorized Sources for KSB Municipal Products

Dear Sir or Madam:

KSB pumps and parts are offered to the Municipal Market through a network of exclusive Representatives operating in assigned geographical territories. As our municipal products are quite specialized and highly engineered, we have chosen this method of distribution to ensure that you, our valued customer, will always have ready access to local repair service and application assistance for our products

The exclusive representative for KSB Municipal products for the State of Florida EAST of and INCLUDING: Jefferson County is **Barney's Pumps.**

Barney's Pumps is the only factory authorized source of municipal KSB pumps and replacement parts in your area. Please be advised that any quotation you may receive for KSB pumps or replacement parts from a source other than Barney's Pumps will have been issued without KSB'S permission or consent, and any orders resulting from such offers will be referred by KSB to Barney's Pumps for processing. Our exclusive distribution policy would preclude the need for you to issue multiple requests for quotation. Please direct all inquiries for our products through Barney's Pumps.

Thank you for your continued use of KSB products. We value you as a customer. Should there be anything with which we can assist you, and if Barney's Pumps is not available, please feel free to contact me at the contact information below.

A handwritten signature in black ink, appearing to read 'NA' followed by a long horizontal stroke.

Nick Abbatiello
KSB, Inc.
Southeast Regional Manager -Water Market Area
Cell: 904-643-1973
Email: nick.abbatiello@ksb.com

KSB, Inc. - 4415 Sarellen Road - Richmond, Virginia 23231 – Tel: (804) 222-1818 FAX: (804) 226-6961



January 2, 2025

Re: Barney's Pumps – Sole Source

To whom it may concern:

LobePro Rotary Pumps certifies that Barney's Pumps, 2965 Barney's Pump Place, Lakeland, Florida 33812, Phone 863-665-8500, Fax 863-666-3858, is authorized as a sole distributor to the municipal market in all of Florida except the Panhandle of Florida for LobePro products as defined by LobePro rotary pumps, rotary pump systems, and parts therefore driven by electric motors.

LobePro certifies that Barney's Pumps personnel are authorized to provide services and support for LobePro products.

For further questions, please do not hesitate to contact us.

Regards,

A handwritten signature in blue ink, appearing to read "Diane H. Brock".

Diane H. Brock
President
LobePro Rotary Pumps
diane@lobepro.com

January 2, 2025



Subject: Roots® Authorized Distributor

To Whom It May Concern,

Roots Blowers LLC is pleased to inform you that Barney's Pumps is the only Roots® authorized distributor and sales agent for the industrial and wastewater markets in Florida, except for the Florida panhandle. All Roots® authorized distributors must maintain an inventory of Roots® blowers and parts that meet our customer needs.

Barney's Pumps is also the only Roots® authorized service and warranty center in Florida (excluding the Florida panhandle and vacuum truck market). Their service technicians have been trained and certified by Roots® personnel and must renew their training every two (2) years. Barney's Pumps repairs the blowers with certified Roots® parts to meet factory tolerances. In addition, each blower is tested prior to shipment and warranted by Barney's Pumps. Each year a Roots® employee visits all authorized distributors to insure they continue to meet our high standards of customer service.

Please contact Barney's Pumps at one of the addresses below for all your Roots® blower requirements and rest assured they will provide the product support that you have come to expect from all of the people associated with Roots®. Should you have any questions or concerns about Barney's Pumps, or any of our distributors, you can contact me at 602-509-2587.

Barney's Pump 12080 N.W. 40th St. 3907 Hwy 98 South 113056 Business Park Blvd Coral Springs, FL 33065 Ph. 954-346-0669 Fax: 954-346-0993

Barney's Pump 3907 Hwy 98 South Lakeland, FL 33813 Ph. 863-665-8500 Fax. 863-665-0573

Barney's Pump 113056 Business Park Blvd Jacksonville, FL 32256 Ph. 904-260-0669 Fax. 904-260-4913

We thank you for your continued business. Should you have any questions or concerns, please feel free to contact me at 602-509-2587.

Best regards,

A handwritten signature in black ink, appearing to read "Jeff Peterson".

Jeff Peterson

Director of Sales, North America

Roots Blowers LLC

900 West Mount Street • Connersville, IN 47331, USA
+1 765.827.9200 • www.RootsBlower.com





Item or Service	Discount	Delivery Lead Times
Amco	Current Retail Price	6-16 weeks
Aurora Parts	Current Retail Price	Stock - 24 weeks
Aurora Pumps	25%	10 - 34 weeks
BPI Components and Pump Packages	Current Retail Price	At time of quote
BPI Rail System Parts & Accessories	30%	2 - 3 weeks
Cascade Pumps	Current Retail Price	8 – 40 weeks
Fairbanks / Layne Vertiline Parts	Current Retail Price	10 - 24 weeks
Fairbanks / Layne Vertiline Pumps	Current Retail Price	10 - 34 weeks
Finish Thompson Pumps	Current Retail Price	4 - 8 weeks
Flowserve OEM Repair	Current Retail Price	12 - 18 weeks
Flowserve Seals	Current Retail Price	2 - 3 weeks
Howden Turblex	Current Retail Price	Stock - 34 weeks
Howden Spencer	Current Retail Price	Stock - 18 weeks
Hydroflo Packaged Pumping Systems	Current Retail Price	10 - 26 weeks
Hydromatic Parts (Pentair)	32%	Stock - 16 weeks
Hydromatic Pumps (Pentair)	35%	Stock - 20 weeks
KSB Parts	Current Retail Price	Stock - 8 weeks
KSB Pumps	Current Retail Price	Stock - 24 weeks
Lobe Pro Parts	Current Retail Price	4-6 weeks
Lobe Pro Pumps	Current Retail Price	8-10 weeks
Myers Sump Pump	30%	Stock - 4 weeks
National Pump	Current Retail Price	6-24 weeks
Roots Blowers	Current Retail Price	Stock - 34 weeks
Roots Parts	Current Retail Price	Stock - 24 weeks
BPI Labor Rate Sheet	10%	N/A

Pricing Under this Agreement:

- Per manufacturer's current listed price when available.
- If list pricing is not published, Barney's Pumps will tender current retail price available at the time of quotation.

Special Circumstances Pricing:

- Pump Package Components may be provided under this agreement.
- Special Parts not covered under this agreement to be negotiated and quoted separately.

Warranties:

- All equipment sold will be covered under Barney's Pumps standard warranty.
- Any manufacturer warranties exceeding Barney's Pumps' standard warranty shall be passed to Polk County Utilities.

FOB destination for all pricing in this agreement.

All items will ship freight allowed.

Length of this agreement is five years.