



## NOTICE OF INTENT TO SOLE SOURCE

### TOWN OF FORT MYERS BEACH **CUSTOM LIGHT FIXTURES AND AMENITIES**

**Date** 11/9/2021

**Written Response Due:** 11/16/2021  
**Time:** 2:00PM EST  
**Electronic Address:** [bids@fmbgov.com](mailto:bids@fmbgov.com)  
**Fax Number:** 239-765-0909

**NOTICE IS HEREBY GIVEN** the Town of Fort Myers Beach is issuing this public notice of intent to conduct a sole source purchase for goods/services described below under the authority of and in accordance with Florida State Statute 287.057(3)(c) and Town Ordinance 17-01. Respondents who or which believe they can meet or exceed the requirements described must provide convincing technical data sufficient to support their position. In the event respondents can supply substantially similar products the Town may elect to cancel this Notice of Intent and advertise a formal solicitation.

All responses must be in writing and returned to ATTN: Contracts Manager, Town of Fort Myers Beach, 2525 Estero Boulevard, Fort Myers Beach, FL 33931, by Facsimile number 239-765-0909, or e-mail [bids@fmbgov.com](mailto:bids@fmbgov.com). Note the Sole Source Information on documentation.

A copy of this Intent to Sole Source is posted on the Town of Fort Myers Beach website, [www.fmbgov.com](http://www.fmbgov.com).

**Commodity:** Custom Light Fixtures and amenities

**Intended Sole Source:** SESCO Lighting

**Justification:** Custom dual board light fixtures designed for the Town of Fort Myers Beach



November 9, 2021

Town of Ft Myers Beach  
2525 Estero Boulevard  
Ft Myers Beach, FL 33931

RE: Bayside Community Park Specified Lighting Equipment

SESCO Lighting is the sole provider for the specified lighting equipment for the Bayside Community Park project located on Ft Myers Beach, Florida. The equipment has been selected and specified based on its performance and quality of construction. There are some unique design requirements that we had to accomplish for this project which make most of the equipment proprietary in my opinion being it has been modified specifically for this project.

The first being the Types LA and LB which were modified to incorporate the wireless connectivity inside the units as well as the size of the Type LA fixture housing. Type LA has been designed in coordination with Iron Age Designs (tree grate manufacturer) so they will secure directly in the custom opening the grate factory has provided. Additionally, these fixtures are being provided with a factory 10 year warranty.

Secondly, the site heads Type SL are a dual light source containing 580nm wavelength LED amber as well as 3000k white light. These two different light sources will be controlled via a astronomical time clock that will ensure the amber LED light is only used during turtle nesting season and white light the rest of the year. I believe the design and aesthetic of this luminaire are proprietary to Visionaire.

Lastly, the controls for the project have been designed around meeting or exceeding the projects design requirements and all the lighting supplied to the site is designed to work together as a system. Especially, the programming of the RGBW accent lighting of Types LA and LB and the inground driver and DMX connections in ground vaults provided by Qtran.

Please feel free to contact me with any questions or concerns.

Sincerely,

A handwritten signature in blue ink that reads 'Bill Snyder'. The signature is fluid and cursive, with a long horizontal stroke at the end.

Bill Snyder



**S E S C O**  
L I G H T I N G

**FT MYERS**

**1500 Colonial Blvd Ste 100  
Ft. Myers FL 33907  
P 239-274-3759 | F: 239-274-3769**

"If there is a problem with a SESCO product that you specified or we supplied, we will fix it... PERIOD"

<b>To:</b> <b>TOWN OF FORT MYERS BEACH FORT MYERS BEACH FL</b>	<b>Job/Project Name:</b> <b>BAYSIDE PARK</b>
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<b>Contractor:</b>	<b>Bid Date:</b> 7/21/2021	<b>Location:</b> FORT MYERS BEACH, FL
<b>Specifiers:</b> MATERN - FT MYERS RG ARCHITECTS	<b>Contact Name:</b>	<b>Type:</b>

**Remarks:**

Qty	Type	Mfg	Description	Price
17	LA	WEEF	611-3027-SP10-5CE+P	
34	LA	WEEF	697-8072	
11	LB	WEEF	665-3320-MOD-RGBW/3K-SP10-5CE+P	
2		WEEF	400-9009	
40	LC-40'	QTRAN	RGBW24/6-WET-RGBW-30-BW-XX-WH-CL2-XX	
5	LC-40'	QTRAN	WIDE-ST-PL-CL-NI-98.43"	
5	LC-40'	QTRAN	WIDE-EC-ST	
10	LC-40'	QTRAN	PLC-03	
2	LC-40'	QTRAN	Q-VAULT-5	
2	LC-40'	QTRAN	Q-SET-ELED-200-UNV/24+DMX	
1	LC	DISTRI	ESTIMATED FREIGHT ALLOWANCE FOR Q-TRAN	
5	SL	VISION	LSO-M-T3-32LC-5-TS/16LC-10-3K-UNV-PTS-SL-5PINPER-DIM	
5	SL-P	LUMCA	AP04-10-WB11-AG-BEN-D-GFR	
1	SL-P	DISTRI	ESTIMATED FREIGHT ALLOWANCE FOR LUMCA	
7	S1	BEGHEL	BS100LED-PG-4HT-LO-WT40-120-277V-SM	
1	S1	DISTRI	ESTIMATED FREIGHT ALLOWANCE FOR BEGHELLI	
1		LCSG	CONTROLS LOT	

\*\*QUOTING AS SPECIFIED\*\*

Qty	Type	Mfg	Description	Price
<b>TOTAL:</b>				<b>\$112,771.25</b>
<b>Prices Firm for Entry By:</b>			<b>Shipment By:</b>	<b>Lead Time:</b>
<b>30 Days</b>			<b>7/20/2021</b>	<b>Varies by Mfg</b>
<b>Printed By:</b>			<b>Email:</b>	<b>Date:</b>
<b>Gookin, Julia</b>			<b>jgookin@sescolighting.com</b>	<b>10/8/2021</b>

- > Price per BOM only
- > Complete quote must be used; no partials
- > Spare material, allowances, dimmers and sales tax NOT included unless noted
- > Prices include standard finishes only unless noted
- > Lamps are not included unless noted (This does not apply to fixtures with internal LED diodes)
- > Pole wind load calculations do not include structural base engineering
- > Project may include SESCO start-up services which consist of programming, testing, end user training and system configuration back up. These services are required for manufacturers warranty. To ensure this warranty, SESCO start-up costs are non-refundable
- > All warranties as per manufacturers terms
- > All shipments FOB origin
- > Deposits may be required as noted at time of breakdown
- > Quotation valid 30 days
- > Hold for Release orders do not secure project pricing but may be required for factory drawings
- > Additional costs will be charged to ship the Anchor Bolts and Template out ahead of time

**Chelsea O'Riley**  
Public Works Director  
Town of Fort Myers Beach  
Fort Myers, FL

United States



**WE-EF LIGHTING USA LLC**  
410-D Keystone Drive  
Warrendale, PA 15086  
U.S.A.  
Tel (724) 742-0030  
Fax (724) 742-0035  
info.usa@we-ef.com  
www.we-ef.com

April 1, 2021

WE-EF LIGHTING USA LLC

**Extended 10 Year Limited Warranty – WE-EF Project: Times Square Park & Bayside Park – Quote No. TBD**

Scope of first Supply:

1. P/N 611-3027-RF ETC130-GB-CC LED RGBW DMX Wireless Controlled
2. P/N 665-3320-CC-RF FLC131 LED RGBW DMX Wireless Controlled

Dear Ms. O'Riley,

This letter serves as confirmation that our WE-EF Lighting Fixtures and Accessories are manufactured to highest industry standards in respect to performance, durability and safety, supplied with a standard five (5) year limited warranty.

For the WE-EF Project outline above, WE-EF herewith offers a 5-year warranty extension, from our standard 5-year limited warranty to a 10-year limited warranty and following on our general warranty conditions as outlined on our website [www.we-ef.com](http://www.we-ef.com).

The 10-year limited warranty shall include the finish and all hardware components, such as electronic driver and LED Printed Surface Boards. LED control devices such as 'step-dimming', wireless control devices, and motion-sensor devices are covered only to the extent of the warranty provided by the Original Equipment Manufacturer (OEM).

We trust that this letter documents highest manufacturing standards applied to our fixtures.

Please feel free to contact me directly for any question you may have.

Yours sincerely,

Juergen Boenisch  
President and CEO

WE-EF LIGHTING USA, LLC

