



The City of Edgewater

Finance Department
104 Riverside Drive
Edgewater, FL 32132

PURCHASING JUSTIFICATION FORM

Line Code(S) being charged: _____

TO: Finance Department	FROM: — Police Department
Subject - Purchase of: — Emergency Vehicle Installations	
Requested Supplier – Contact: Jason Wichman Company: JCO Corporation Address: 2054 Platinum Road	City, State, Zip: Apopka, Florida - 32703 Phone: 407-743-0692 Estimated Cost: \$99,054.75
Statement of Need: My recommendation for use of a Sole/Standardized/Proprietary Sourcing, Piggy-Back or Cooperative Contract is based upon an objective review of the product/service being required and appears to be in the best interest of the City. I know of no conflict of interest on my part or involved in any way with this request. No gratuities, favors or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials or firms been a deciding influence on my request justification for this purchase when there are other known suppliers to exist.	
Justification: Mark those that apply. <input type="checkbox"/> 1. Sole source request is for the original manufacturer or provider; there are no regional distributors. (Attach the manufacturer's written certification that no regional distributors exist. Item 4 must also be checked). <input type="checkbox"/> 2. Sole source request is for the only area distributor of the original manufacturer or provider. (Attach the manufacturers -not the distributors - written certification that identifies all regional distributors. Item 4 also must be checked). <input type="checkbox"/> 3. The parts/equipment are not interchangeable with similar parts of another manufacturer. (Explain in separate memorandum and attach). <input checked="" type="checkbox"/> 4. This is the only known item or service that will meet the specialized needs of this department or perform the intended function. (Attach memorandum with details of specialized function or application). <input type="checkbox"/> 5. The parts/equipment are required from this source to permit standardization. (Attach memorandum describing the basis for the standardization request). <input type="checkbox"/> 6. A competitively bid contract is available to piggy-back, that is in the best interest of, meets the needs of and follows the City's terms and conditions is available. (attach originating contract) Originating Entity: _____ Contract/Bid # _____ <input type="checkbox"/> 7. A competitively bid cooperative contract is available, that is in the best interest of, meets the needs of and follows the City's terms and conditions is available. (attach originating contract) Originating Entity: _____ Contract/Bid # _____ <input type="checkbox"/> 8. None of the above applies. A detailed explanation and justification for this sole source request is contained in the attached memorandum.	
I attest that this requests meets the standards and intent Division Head Signature: _____ Date: 11/1/24 Department Director Signature: _____ Date: 11-14-24	
Comments: _____	
Finance Approval: _____ Date: _____	
City Manager Approval: _____ Date: _____	



EDGEWATER POLICE DEPARTMENT

Office of Police Operations, Captain Charles Geiger

MEMORANDUM

TO: Finance Department

REFERENCE #: PCM 2410-004

FROM: Charles Geiger, Police Captain 

DATE: November 14, 2024

SUBJECT: JCO Corporation – Only Known Source to Meet Department Needs (Justification)

In light of recent challenges in vehicle acquisition and upfitting since the COVID-19 pandemic, the Edgewater Police Department (EPD) has identified JCO Corporation as the optimal provider for emergency equipment installation. The department's decision to select JCO as a sole-source provider is based on several critical factors, all underscoring their ability to meet EPD's unique requirements in a timely and efficient manner.

Timeliness and Quality Control

JCO Corporation has consistently maintained a four-week delivery timeline for vehicle installations, which is exceptional given current industry delays. In comparison, EPD has experienced extended delays and quality control issues with other vendors. For instance, we have pending vehicles awaiting delivery for over a year from Bartow Ford. Previous engagements with Bartow Ford, Duval Ford, and Dana Safety Supply have not met the standards of quality or timeliness required by our department, with multiple instances of unsatisfactory performance in both areas. In contrast, JCO Corporation's installations demonstrate high reliability and precision, ensuring our fleet is operational and up-to-date without delay.

Industry Endorsements and Discounted Pricing

JCO Corporation's status as an endorsed installer for Whelen adds further credibility to their expertise. This endorsement not only highlights their high standards in installation but also allows them to access discounted pricing on Whelen equipment, providing EPD with cost-effective solutions without sacrificing quality. Given Whelen's reputation in emergency lighting and signaling, their endorsement is an asset to EPD in ensuring our vehicles meet high standards of functionality and safety.

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135 East Park Avenue
Edgewater, Florida 32132



cityofedgewater.org/police



(386) 424-2400

Joseph P. Mahoney, Chief of Police



EDGEWATER POLICE DEPARTMENT

Office of Police Operations, Captain Charles Geiger

MEMORANDUM

TO: Finance Department

REFERENCE #: PCM 2410-004

FROM: Charles Geiger, Police Captain

DATE: November 1, 2024

SUBJECT: JCO Corporation – Only Known Source to Meet Department Needs

Uniqueness of Installation Requirements

Vehicle installations for emergency services are inherently specialized, with each vehicle requiring a unique configuration tailored to specific fleet needs. Due to this variability, it is impractical to create a standardized quote or contract comparable to JCO's established understanding of EPD's distinct specifications. JCO's ability to adapt to the diversity of our fleet needs while maintaining high-quality standards makes them an indispensable partner.

Conclusion

The combination of timely delivery, industry endorsements, discounted pricing, proven track record, and unique capability to handle diverse installation requirements positions JCO Corporation as the most viable choice for the Edgewater Police Department's upfitting needs. Given the lack of comparable local vendors capable of meeting these demands, we recommend approving JCO Corporation as a sole-source provider for EPD's emergency equipment installation.

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Joseph P. Mahoney, Chief of Police