



**HIGHLANDS COUNTY**  
**BOARD OF COUNTY COMMISSIONERS**  
 Purchasing Division

**Notice of Intent to Award Sole Source**  
**REQUEST FOR SOLE SOURCE PURCHASE**

To: Purchasing Manager

From: Brandon Gunn Parks & Facilities Director  
 Department / Division Name

Date: 1/30/2024

A written request is being made to exercise the Sole Source Procurement outlined in Section 9 of the Highlands County Purchasing Manual. In accordance with the Sole Source Policy, the requesting department must submit a written justification that supports the request for Sole Source.

Brief Description of Good or Service: Automated field striping machine for organized sports events

Supplier Name: Turf Robotics LLC

Supplier Contact Information: Mark@turfroboticsllc.com 860-614-9099

**CHECK ALL THAT APPLY (EXPLAIN REASONS BELOW):**

X	Goods or services can be obtained from only one (1) supplier. Describe the unique characteristics of the product or service.
	Continuity of existing research/work
	Compatibility with existing equipment
	Critically important features (detail the features and your research of comparable items).
	Must match existing piece of equipment available only from the same source of original equipment. Provide documentation from supplier supporting that no other supplier can supply this.
	Repair/Maintenance service requires expertise in operations on unit. Necessary parts unavailable from any source except original equipment manufacturer or their designated servicing dealer. Provide explanation of expertise or documentation supporting that this is the only designated dealer.
	Repairs, replacement parts, or technical service available only from manufacturer or authorized distributor
	Technical services in connection with the assembly, installation or servicing of equipment of a highly technical or specialized nature. Provide explanation of services required and why another supplier cannot be used.
	Uniqueness of a product (explain your research/work requirements and the relevance of the product).
	Upgrade to proprietary software or hardware. Available only from the producer of the software or hardware who sells on a direct basis only. Provide documentation showing that this is the only supplier that sells the software or can perform the upgrade.
	Use of this supplier is required by contract/agreement or granting or other governing agency. Please attach a copy of the award page or requirement page referencing this requirement.
	Other - Explain below

**LIST EVIDENCE FOR JUSTIFICATION (SUCH AS COMMITTEE REVIEW, VENDOR FEEDBACK, ETC..)**

Patented gyroscopic arm providing accuracy to on uneven terrain or complex striping patterns. Sole Source letter provided.

Approved  Denied

\_\_\_\_\_  
 Purchasing Manager

\_\_\_\_\_  
 Date



June 29, 2023

To Whom It May Concern,

This letter is to confirm that SWOZI is a sole source product, distributed exclusively in Florida by Turf Robotics of Hartford, CT.

There is no identical product to SWOZI available for purchase due to SWOZI's patented line marking method, and exclusive GPS actuated spray head arm. Turf Robotics is the sole supplier in Florida due to the exclusive distribution and marketing rights SWOZI has granted Turf Robotics.

If you require any additional information, please do not hesitate to contact us.

Sincerely,

A handwritten signature in black ink, appearing to read "Mario Hutter". The signature is written in a cursive, flowing style.

Mario Hutter  
President & CEO



**Turf Robotics, LLC**  
1041 New Britain Ave, West Hartford,  
CT 06110, USA  
United States  
mark@turfroboticsllc.com  
Phone: + 1 8883846014

Price Quote: #0000250  
Issued on: Jan 9, 2024  
Expiry Date: Feb 8, 2024

**SWOZI - Model AUTO Robotic Sports Field Line Painter**

**To: Brandon Gunn**

Highlands, Florida

bgunn@highlandsfl.gov

863-402-6758

Product or Service	Price	Quantity	Line Total
SWOZI - 100673 - SWOZI Cart Pro AUTO	\$44,950.00	1	\$44,950.00
SWOZI - 100673 - SWOZI Cart Pro AUTO			
SWOZI - AUTO Battery Swapping Cradle w/ (2) 12V/18A Batteries	\$0.00	1	\$0.00
SWOZI - AUTO Battery Swapping Cradle w/ (2) 12V/18A Batteries			
SWOZI - Samsung Tablet	\$0.00	1	\$0.00
SWOZI - Samsung Tablet			
SWOZI - Shipping	\$0.00	1	\$0.00
SWOZI - Shipping			
SWOZI - Training	\$0.00	1	\$0.00
SWOZI - 6 Hours Field Training			
Sales Tax - *Not Included	\$0.00	1	\$0.00

Product or Service	Price	Quantity	Line Total
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Sales Tax - \*Not Included  
(Prices are subject to all applicable federal, state and local sales taxes.)

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Subtotal \$44,950.00

**Total Price: \$44,950.00**