



carmanah®

Temple, Inc.  
305 Bank St  
Decatur, AL 35601  
P: 800.633.3221

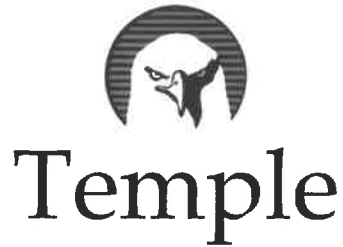
February 3, 2023

Dear Sir / Madam,

Please be advised that Temple, Inc. is the authorized Preferred Reseller and sole source for Carmanah Technologies Corporation's traffic products in the State of Florida. Temple, Inc. has been authorized to provide product training, technical support, sales, warranty, and overall support of the products into all public road/highway applications including interstates, cities/towns, school districts, and municipalities.

Regards,

Jesse Fraser  
Business Development Manager  
Carmanah Technologies Corp.  
jfraser@carmanah.com  
1-250-412-8326



March 15, 2023

**Hernando County**

**RE: Temple FCU 500-071 School Zone Time Switch  
FDOT APL Certification # 678-008-023**

To whom it may concern:

This letter confirms that Temple, Inc.'s 500-071 Time Switch is a sole source product that is manufactured, assembled, and tested by Temple, Inc. Temple is also the sole provider of any Data Plan that is purchased with these units.

There are no agents or dealers that are authorized to represent or sell this product in the state of Florida.

If you desire additional information, please contact me at the toll free number below or email [forrest.temple@temple-inc.com](mailto:forrest.temple@temple-inc.com).

Sincerely,

Forrest Temple  
President

## Alisa Pike

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**From:** Laura A. Borgesi  
**Sent:** Tuesday, May 23, 2023 6:34 PM  
**To:** Alisa Pike  
**Cc:** Carla Rossiter-Smith; Elaine Singer; Marie Warren  
**Subject:** RE: Hernando County - Sole Source Contract - 23-TS0090/AP - School Zone Beacons

Alisa,

The school beacons that we are purchasing are FDOT approved product listed Carmanah Technologies R829-G Series beacons. Carmanah Technologies is the brand name of the beacon, however, in the state of Florida the only vendor that sells these units is Temple, Inc.

A better way of understanding how this works, is to use an example. I will use Kleenex tissues as the example. Kleenex tissues are made by Kimberly-Clark, however, when I want to buy the tissues, I go to the drug store or grocery store to purchase them, I can't call Kimberly Clark and purchase them. If I contact Kimberly Clark, they will direct me to a local vendor that sells their product.

In the case of the beacons, I want to use the Carmanah Technologies R829-G Series school beacons, they are an FDOT approved product, and since we are in the State of Florida, I need to purchase it from Temple, Inc. They are the only vendor that stock the Carmanah Technologies R829-G Series beacons in Florida, so in this situation they are the only place that Hernando County can purchase them, making them a sole source vendor.

I hope this helps.

Let me know if you have any additional questions or concerns in regard to the procurement of this product.

Best Regards,  
Laura



*Laura A. Borgesi, PE, PSM, MPA*

Traffic Engineer

Hernando County Public Works – Engineering Division

1525 E. Jefferson Street, Brooksville, FL 34601

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Email [LBorgesi@co.hernando.fl.us](mailto:LBorgesi@co.hernando.fl.us)

[www.HernandoCounty.us](http://www.HernandoCounty.us)



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**From:** Marie Warren <MWarren@co.hernando.fl.us>

**Sent:** Tuesday, May 23, 2023 1:44 PM

**To:** Alisa Pike <AlisaP@co.hernando.fl.us>; Elaine Singer <ElaineS@co.hernando.fl.us>; Laura A. Borgesi

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**From:** Marie Warren <[MWarren@co.hernando.fl.us](mailto:MWarren@co.hernando.fl.us)>  
**Sent:** Monday, May 22, 2023 3:27 PM  
**To:** Elaine Singer <[ElaineS@co.hernando.fl.us](mailto:ElaineS@co.hernando.fl.us)>  
**Cc:** Alisa Pike <[AlisaP@co.hernando.fl.us](mailto:AlisaP@co.hernando.fl.us)>; Carla Rossiter-Smith <[CRossiter-Smith@co.hernando.fl.us](mailto:CRossiter-Smith@co.hernando.fl.us)>  
**Subject:** FW: Hernando County - Sole Source Contract - 23-TS0090/AP - School Zone Beacons

Alisa,  
See attached FDOT Approved Product List Contract & APL Traffic Equipment Temple ~ Carmanah. Let me know if this will help move this along or your suggestion on what should be done.

Thanks!

*Marie Warren*

Finance Specialist  
Hernando County Department of Public Works  
1525 E. Jefferson Street  
Brooksville, Florida 34601  
**Telephone 352-540-6937**  
Fax 352-754-4423  
[mwarren@hernandocounty.us](mailto:mwarren@hernandocounty.us)

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**From:** Alisa Pike <[AlisaP@co.hernando.fl.us](mailto:AlisaP@co.hernando.fl.us)>  
**Sent:** Monday, May 1, 2023 1:50 PM  
**To:** [sheldon.pafford@temple-inc.com](mailto:sheldon.pafford@temple-inc.com)  
**Cc:** [keith.frasier@temple-inc.com](mailto:keith.frasier@temple-inc.com); Marie Warren <[MWarren@co.hernando.fl.us](mailto:MWarren@co.hernando.fl.us)>  
**Subject:** Hernando County - Sole Source Contract - 23-TS0090/AP - School Zone Beacons

Good afternoon,

It is the County's intent to award your company the above-referenced Solicitation based on the provided quote. Tentatively, the Recommendation for Award will be going to the Board of County Commissioners of Hernando County, Florida, ("BOCC" and "the County") at their May 23, 2023 Meeting.

In preparation for the upcoming meeting, would you please sign and return the attached?

Bets regards,