



DATE: 1/13/23
 TO: Robert Gleason, Director of Purchasing
 THRU:
 FROM: Richard Waskiewicz, Aviation Enterprise Director of Facilities/Maintenance **RAW**
 PROJECT TITLE: Replacement parts for John Bean Technologies Corp Passenger Boarding Bridges
 REQUISITION NO.:

SOLE SOURCE/SOLE BRAND REQUEST

I. REQUEST: Provide a description of the features of the product/service or Scope of Work.

Fort Lauderdale-Hollywood International Airport (FLL) currently has sixty-three (63) JBT Aerolech Corp (JBT) Passenger Boarding Bridges (PBB). PBBs are used to allow passengers to board and deplane from an aircraft quickly and easily directly into the terminal. PBBs are mobile units which use an articulating mount to fasten them to the terminal at one end and are supported on powered wheels at the other with the bridge between built as an extendable tube. The operation of PBBs entails a high liability for FLL as they dock with large body aircraft filled with passengers and fuel. PBB parts are critical components to operations at FLL. Any failure of PBB components may compromise passenger and airline crew safety and impact airport operations; these impacts will be the subject of extensive investigation.

Broward County Aviation Department (BCAD) Maintenance is requesting an open-end contract for replacement parts with JBT to allow for expedient purchases of the parts required to maintain the PBBs and ensure there are no interruptions to Airport operations. JBT does not employ the services of any distributors for the parts to maintain control of liability (see attached JBT letter). As many of the PBBs are beyond warranty and increasing in age, their maintenance may need to be increased. The product lifecycle is estimated at 20 years and with proper maintenance the units last significantly longer. The long lifespan associated with high product liability has kept the PBB manufacturing industry small.

Each manufacturer has a unique design philosophy. JBT uses electro-mechanical driven systems to move and raise/lower their PBBs. There is no interchangeability between systems and controllers. JBT produces proprietary drive systems, elevation systems, and other PBB parts. Introducing other brand parts would require re-engineering by BCAD maintenance personnel to make the parts work. BCAD staff has neither the engineering expertise nor the desire to increase liability due to system failures from using other manufacturer's parts.

II. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one source or brand is reasonably available.

Only Sole Source/Uniqueness

- ☒ Proprietary Item - this vendor/ source has the only rights to provide this service or commodity. A letter from the manufacturer or authorizing entity is included in this request.
- ☐ Technology Improvements - updates or upgrades to an existing system, software, software as a service (SaaS), hardware purchases.
- ☐ Engineering Direction - engineering drawing or specification identifies product; "no substitutes or equivalents will be acceptable."
- ☒ Only qualified supplier - reliability and maintainability of the product or service would be degraded unless specified supplier is used; may void warranty. This request includes a copy of the current warranty information.
- ☐ Other - the County requires this sole source, sole brand purchase for the following reasons:

Business Case (One/Most Reasonable Source or One/Most Reasonable Brand)

- ☒ Operational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is included with this request.
- ☐ Ease of Maintenance - maintenance or retooling prohibits competition. Section III, Comparative Market Research includes estimated costs associated with changing current source and/or brand.
- ☐ Follow-On - potential for continued development or enhancement with same supplier and eliminates costs incurred by using different supplier. Section III, Comparative Market Research includes estimated costs for replacing current or existing system.
- ☐ Complies with existing community and safety standards, and/or laws, rules, and regulations.
- ☐ Exempted from the Procurement Code – per Section 21.5 of Broward County Administrative Code.
- ☐ Other/or additional information – using this sole source, sole brand purchase benefits the County for the following reasons:

III. COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of sole source/brand or most reasonable source (attach extra sheets as needed).

Estimated project value: \$ 3,925,000.00 Contract length (if applicable): 5

Expenses to date: \$1,026,000

Has this commodity been previously provided to the County? ☒ Yes ☐ No

If yes, when and by whom? JBT Aerotech Corp (JBT)

How was item/service procured? Sole brand and sole source

What is the current contract (MA) or purchase order number? OPN2121432Q1 1

If this is a sole brand, is there an "authorized" dealers list? ☐ Yes ☒ No

Cost/Benefit Analysis: What would the cost be to utilize an alternate vendor or source? This explanation should include the savings and/or additional costs to the County by not using the preferred vendor or source. Attach additional sheets if needed.

There is no alternate vendor for the JBT replacement parts. An alternative would be to replace the existing JBT passenger boarding bridges at a cost of approximately \$800,000 per bridge. FLL has sixty-three (63) JBT passenger boarding bridges.

CERTIFICATION: I have thoroughly researched the sole source or sole brand justification and fully understand the implications of Section 838.22 of the Florida Statutes:

(2) "It is unlawful for a public servant, with corrupt intent to obtain a benefit for any person or to cause unlawful harm to another, to circumvent a competitive bidding process required by law or rule by using a sole source contract for commodities or services."

(5) "Any person who violates this section commits a felony of the second degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084"

Lisette Forrest

REQUESTOR/EVALUATOR
(PRINT)

Lisette Forrest

Digitally signed by Lisette Forrest
Date: 2023.01.13 14:24:24 -05'00'

REQUESTOR/EVALUATOR (SIGN)

1/13/23

DATE

Richard Waskiewicz

DEPT./DIV. DIRECTOR OR
DESIGNEE (PRINT)



Digitally signed by Richard
Waskiewicz
Date: 2023.01.13 16:29:32 -05'00'

DEPT./DIV. DIRECTOR OR
DESIGNEE (SIGN)

1/13/23

DATE

The Purchasing Agent has reviewed the request and has completed the required due diligence per the Procurement Code Section(s) 21.25 and 21.26. The Purchasing Agent recommends the following:

☒ Sole Source ☒ Sole Brand ☐ Reasonable Source ☐ RFI attached ☐ Rejected

☐ Request Authorization to Negotiate
Additional Information:

Jacqueline A.
Chapman

Digitally signed by
Jacqueline A. Chapman
Date: 2023.06.07
12:13:51 -04'00'

Reviewed by Purchasing
Agent Senior Supervisor

The Purchasing Agent affirms that the required due diligence has been completed through Request for Information (RFI) No. OPN2126109F1 (Exhibit 1) and recommends approval of this request. RFI No. OPN2126109F1 was advertised on April 21, 2023 and opened on May 12, 2023 with no responses received. In a letter dated January 11, 2023 (Exhibit 2), JBT stated that they are the exclusive and sole provider of JBT parts. JBT does not employ the services of any domestic distributors for parts. It is my recommendation that JBT Passenger Boarding Bridge replacement parts be procured as a Sole Source/ Sole Brand. Per Memorandum Sequence No. 23-01, Delegation of Approval and Award Authority dated May 9, 2023, Sole Source/ Sole Brand must be approved by the Board prior to issuing the solicitation if award amount would exceed the Director of Purchasing current approved threshold (\$500,000).

Purchasing Agent Signature:

SALUSTIO
JARAMILLO

Digitally signed by
SALUSTIO JARAMILLO
Date: 2023.06.16 12:24:22
-04'00'

Date:

Purchasing Manager

Jose Luis
Hidalgo

Digitally signed by Jose
Luis Hidalgo
Date: 2023.06.16
13:03:41 -04'00'

APPROVAL AUTHORITY

REASON/SUGGESTED ACTION (IF DISAPPROVED):

Approved.

Signature:

Robert
Gleason

Digitally signed by Robert
Gleason
Date: 2023.06.20 10:02:07
-04'00'

Date:

Director of Purchasing

Sole Source or Brand Request Form (rev 12/21)

Page 3 of 3

Broward County Board of
County Commissioners

OPN2126109F1
Exhibit 1

**Bid Tabulation Packet
for
Solicitation OPN2126109F1**

Request for Information: JBT- Replacement Parts

Bid Designation: Public



Broward County Board of County Commissioners

Broward County Board of
County Commissioners

OPN2126109F1
Exhibit 1

Bid #OPN2126109F1 - Request for Information: JBT- Replacement Parts

Creation Date **Apr 21, 2023**

End Date **May 12, 2023 2:00:00 PM EDT**

Start Date **Apr 28, 2023 11:49:02 AM EDT**

Awarded Date **Not Yet Awarded**

OPN2126109F1-01-01 John Bean Technologies passenger boarding bridge parts					
Supplier	Unit Price	Qty/Unit	Total Price	Attch.	Docs
			No Bids		
Agency Product Code:		Supplier Notes:			
Agency Notes:					

★★

Exhibit 1



JBT AeroTech Corporation
1805 West 2550 South
Ogden, Utah 84401. U.S.A.
Phone: +1 (801) 627-6600
Fax: +1 (801) 629-3474

January 11, 2023

Mr. Joshua Rothlein
Broward County Aviation – Facilities Maintenance Division
3400 SW 2nd Ave.
Ft. Lauderdale, FL 33315

Subject: Sole Source Letter

Dear Mr. Rothlein,

JBT AeroTech is providing the attached listing of JBT AeroTech - Jetway business unit patents pertinent to aircraft passenger boarding bridges, pre-conditioned air units, and ground power units. As the Original Equipment Manufacturer (OEM) for these passenger boarding bridges, pre-conditioned air units, and ground power units, JBT AeroTech is the provider of all spare parts required for the maintenance of these products. JBT AeroTech does not employ the services of any domestic distributors for the parts necessary for the maintenance or general upkeep of these bridges.

JBT AeroTech – Jetway has various patents pertaining to aircraft passenger boarding bridges in many countries. However, the below listing will only include patents in the United States. Additionally, JBT AeroTech – Jetway has had many patents for the passenger boarding bridges that have expired. Nevertheless, the methods, engineering, and procedures of JBT AeroTech – Jetway in making the pertinent products and aftermarket sustainability kits remain a trade secret and are proprietary to JBT AeroTech – Jetway.

Not all Jetway passenger boarding bridges, Pre-conditioned air units, or ground power units contain the inventions covered by the patents noted on the attached list. Additionally, there are patents that are currently pending which have not been issued.

I appreciate the opportunity to be of assistance. If you have any further questions, please feel free to call.

Sincerely,

A handwritten signature in black ink, appearing to read 'Scott Ezola', is written over a light blue horizontal line.

Scott Ezola
Director of Aftermarket Sales
JBT AeroTech, Jetway Systems

Patent Portfolio for Jetway Systems

JBT Aerotech Corporation
Airport Services | Ground Support Equipment | Jetway Systems® | Military Programs
www.jbtaerotech.com

Exhibit 1

JBT AeroTech Corporation
1805 West 2550 South
Ogden, Utah 84401, U.S.A.
Phone: +1 (801) 627-6600
Fax: +1 (801) 629-3474

Product	Patent Number	Title	Expiration Date
PCAire	5,431,021	Thermoelectric Device with a Plurality of Modules Individually Controlled	11/27/2012
PCAire	5,385,020	Thermoelectric Air Cooling Method with Individual Control of Multiple Thermoelectric Devices	11/27/2012
PCAire	5,383,335	Method and Apparatus for Supplying Preconditioned Air to a Parked Aircraft	10/19/2013
PCAire	5,715,701	Double Blower Air Conditioning Unit	10/1/2016
Jetpower	4,636,720	Phase Detector	11/30/2004
Jetpower	5,075,617	Automatic Line Drop Compensator	5/2/2010
Bridge	1,080,401	Articulated Closure for a Passenger Boarding Bridge	7/1/1997
Bridge	1,154,158	Bridge Positioning Device	9/27/2000
Bridge	4,358,721	Bridge Positioning Device	4/20/2000
Bridge	4,633,152	Direct Current Motor Controller	11/29/2004
Bridge	5,667,018	Fire Control Foam Distribution System for Use in Distributing Foam beneath a Passenger Boarding Bridge	1/2/2016
Bridge	5,704,086	Passenger Boarding Bridge	1/2/2016
Bridge	5,761,757	Passenger Boarding Bridge for Servicing Commuter Aircraft	11/1/2016
Bridge	6,330,726	Gangway System	2/18/2020
Bridge	6,487,742	Side Pivot Cab for Loading or Unloading an Airplane	6/10/2019
Bridge	6,898,816	Adaptable Cab Floor Engagement Assembly for Commuter and Conventional Jet	10/4/2021
Bridge	6,993,802	Passenger Boarding Bridge (Applicant Number 711,129)	5/8/2022
Bridge	6,993,802	Passenger Boarding Bridge	11/12/2019
Bridge	7,188,383	Adaptable Cab Floor Engagement Assembly for Commuter and Conventional Jet	10/4/2021