

DATE: 02/04/2025

TO: Robert Gleason, Director, Purchasing Division

THRU: Alan W. Garcia, P.E., Director, Water & Wastewater Services

FROM: Mark Darmanin, Director, Water & Wastewater Operations

PROJECT TITLE: Continental Blowers Maintenance & Repair Services

REQUISITION NO. WWO0009383

SOURCE/BRAND NAME: Continental Blower, LLC

SOLE SOURCE/SOLE BRAND/ONLY ONE REASONABLE SOURCE REQUEST
✓ SOLE SOURCE
. REQUEST: Provide a description of the features of the product/service or Scope of Work.
Water and Wastewater Services Operations Division (WWOD) requests approval of sole brand Maintenance and Repair Services of Continental Blowers, from sole source provider Continental Blower, LLC in the estimated amount of \$85,000 annually. The North Regional Wastewater Treatment Plant (NRWWTP) has 20 basins arranged in five modules. The five modules are equipped with aeration systems to supply air flow using electric motor driven, multi-stage centrifugal blower units. There are a total of thirteen (13) Continental Blowers. These are highly specialized equipment for the operation of the aeration process. All processes are in compliance with WWS' operating permits and standards applied by federal, state and local regulatory agencies. This equipment is integral to WWS' treatment plant operations and must be in top working condition at all times, therefore, parts and service must be available to WWS at all times.
. JUSTIFICATION: Please check all boxes that describe your reason(s) for determining that only one ource or brand is reasonably available.
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.

<b>V</b>	reasons.	
no se	ower equipment is manufactured, fabricated, installed and sold by Continental Blower, LLC. The parts are of interchangeable with any other brand and the equipment can be serviced only by Continental authorized ervice technicians. To use any other brand of equipment would require replacing expensive process quipment in its entirety.	
✓	Business Case (Only One Reasonable-Source <sup>1</sup> or Only One 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.	
✓	Other/or additional information - using this only one reasonable source, only one reasonable brand purchas benefits the County for the following reasons:	
s e e n C	solely by Continental Blower, LLC. The parts are not interchangeable with any other manufacturers equipment and can only be serviced by Factory Authorized Field Service Technicians. As per the attached correspondence, Continental Blower, LLC is the sole source manufacturer and exclusive distributor of all parts and equipment. Continental Blower, LLC is the original equipment manufacturer (OEM) of the subject proprietary equipment, and as such there is no other combination of DEM supplier and OEM authorized installer that can offer both factory approved components and factory approved installation services.  COMPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of	
lf ye	es, provide the following and attach any supporting documentation (e.g., previous approved memoranda):	
Wh	nat is the current contract (Procurement Catalog) or purchase order number? OPN2124553Q1_1  penditures to date: \$121,398.94	
	Susiness Case (Only One Reasonable-Source¹ or Only One Reasonable Brand) Deparational Compatibility - replacement parts from alternate suppliers are not interchangeable with original part and causes equipment incompatibility. Previous findings and/or documentation is noticuled 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 neutred by using different supplier. Section III, Comparative Market Research includes estimated costs or replacing current or existing system.  Complies with existing community and safety standards, and/or laws, rules, and regulations.  Dither/or additional information - using this only one reasonable source, only one reasonable brand purchase benefits the County for the following reasons:  Intinental equipment is manufactured, fabricated, installed, maintained under extended warranty and sold by by Continental Blower, LLC. The parts are not interchangeable with any other manufacturers ipment and can only be serviced by Factory Authorized Field Service Technicians.  Devention of all parts and equipment. Continental Blower, LLC is the original equipment audicuturer (OEM) of the subject proprietary equipment, and as such there is no other combination of M supplier and OEM authorized installer that can offer both factory approved components and factory roved installation services.  MPARATIVE MARKET RESEARCH: Provide a detailed source or market analysis for justification of purce/brand or most reasonable source (attach extra sheets as needed).  Method of Procurement (if applicable): 5 years  is commodity or service been previously provided to the County? Yes No  No  provide the following and attach any supporting documentation (e.g., previous approved memoranda): or name and date Continental Blower, LLC Method of Procurement SS/SB So	
lf ye	es, attach any supporting documentation (e.g., grant agreement).	
lf th	nis is a sole brand, is there an "authorized" dealers/resellers list? O Yes O No	

Other/or Additional information - the County requires this sole source purchase for the following

If yes, provide the manufacturer's "authorized" dealers/resellers list.

<sup>&</sup>lt;sup>1</sup> Commonly known as Most Reasonable Source

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.

Water and Wastewater Services has over \$1,500,000 in Continental equipment located at the North Regional Wastewater Treatment Plant. Most of this equipment has been installed and in operation from August 2020. The equipment is relatively new and is very important to maintain it as recommended by the manufacturer. Since the equipment is brand new the cost to utilize an alternate vendor or source will be extremely high.

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

- (2) "It is unlawful for a public servant or a public contractor who has contracted with a governmental entity to assist in a competitive procurement to knowingly and intentionally obtain a benefit for any person or to cause unlawful harm to another by circumventing a competitive solicitation process required by law or rule through the use of 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".

Carlos Garcia, P.E., Construction Pro	02/04/2025							
REQUESTOR/EVALUATOR (PRINT)	REQUESTOR/EVALUATOR (SIGN)	DATE						
Mark Darmanin, Director, WWOD								
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE						
Alan W. Garcia, P.E., Director, WW		02/05/2025						
DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE						
PURCHASING DIVISION USE ONLY								
The Purchasing Agent has reviewed the	request and has completed the required of 21.26. The Purchasing Agent recommend							
The Purchasing Agent has reviewed the		ds the following:						
The Purchasing Agent has reviewed the Procurement Code Section(s) 21.25 and	d 21.26. The Purchasing Agent recommend	ds the following:						
The Purchasing Agent has reviewed the Procurement Code Section(s) 21.25 and  Sole Source Sole Brand	21.26. The Purchasing Agent recommendation of the Purchasing Agent Pu	ds the following:  Reject						
The Purchasing Agent has reviewed the Procurement Code Section(s) 21.25 and  Sole Source Sole Brand  Authorization to Negotiate	21.26. The Purchasing Agent recommendation of the Purchasing Agent Pu	ds the following:  Reject						

<sup>&</sup>lt;sup>2</sup> As per Florida Statute 287.057(3)(c), FLL projects valued ≥\$325,000 require 15 business day posting of intended sole source designation

Additional Information (e.g., Number, opening date, # of responses, Agency reviewed yes/no):

On April 18, 2025, a Request For Information (RFI No. OPN2130129F1) was publicly posted to ascertain if any vendors were available to provide Continental blower parts and preventative maintenance services. The solicitation closed on April 28, 2025 with no vendors response.  In a letter dated January 22, 2025, Continental Blower, LLC stated that all service work required for the Continental Blowers multi-stage centrifugal machines must be completed by factory trained personnel, using proprietary parts for the blowers.  The Purchasing Agent has reviewed the request from Water and Wastewater Services and recommends approval of a Standardized, Sole-Source procurement from Continental Blower, LLC for preventative maintenance services for the Continental blowers in operation at the North Regional Water Treatment Plant, in accordance with Broward County Procurement Code, Section 21.19 Standardization.								
Purchasing Agent Signature:	Poviowar Title: Dur	ohasing Managar						
JACQUELIN Digitally signed by JACQUELINE CHAPMAN	Reviewer Title: Pur	chasing Manager						
E CHAPMAN Date: 2025.05.29 14:37:40 -04'00'	Reviewer Signature:	Jose Hidalgo Date: 2025.05.30 12:46:28 -04'00'						
•	APPROVAL AUTHORITY							
APPROVED DISAPPROVED								
REASON/SUGGESTED ACTION (IF DISAPPROVED):  Original equipment was installed under Contract No. Y2114123C1, North Regional Wastewater Treatment Plant Fine Bubble Aeration Basin Conversion.								
Title: Director of Purchasing or delegated	authority Signature:	Constance Mangan, Digitally signed by Constance Asst. Director, on Mangan, Asst. Director, on behalf of Date: 2025 07.17 09:39:59 -04'00'						

## **OPN2130129F1 - Request for Information: Continental** Blowers, LLC - Parts, Repairs, Maintenance



BPRO Electronic Procurement System Back to list

Project: Request for Information: Continental Blowers, LLC - Parts, Repairs, Mainte	enance	April	2025				prev	next
<b>Ref. #</b> : OPN2130129F1		Sun	Mon	Tue	Wed	Thu	Fri	Sat
Department: FASD - Purchasing		30	31	1	2	3	4	
Type: RFI		6	7	8	9	10	11	12
Status: CLOSED		13	14	15	16	17	18 <b>4p</b> OF	
Open Date: Apr 18th 2025, 4:00 PM EDT		20 OPEN	21	22	23	24	25	26
Questions Due Date: Apr 22nd 2025, 5:00 PM EDT		27 OPEN	28	29	30	1	2	3
Contact Gabriela Medina, Jacqueline Chapman, gfigueiredomedina@nformation: JCHAPMAN@BROWARD.ORG	broward.org,							
Close Date: Apr 28th 2025, 2:00 PM EDT								
Days Left: Submissions are now closed								
Contract Duration: Not Applicable (RFQ/RFI)								
Contract Renewal: Not Applicable (RFQ/RFI)								
Bid Validity: Not Applicable								
Bonding Required: Not Applicable - Notice of Solicitation Opportunity								
Total Amount of Pass-Thru Allowance (Initial Term or Fixed):								
OESBD Designation Goal Participation Type (Multi): No Goal								
Goal Assigned Percentage (0 if No Goal):								
Public Works/Construction: No								
OESBD Designation Goal Participation Type (Non-Multi):								

This Request for Information (RFI) / Notice of Intent to Designate Sole Source, is to determine if the specified commodity or service is available from multiple providers, or if an alternate commodity or service is available that would meet the County's needs. This is not a request for pricing or a purchase commitment.

The following commodity or service is thought to be available from only a sole source and is the only commodity/services that meets the County's needs:

## CONTINENTAL BLOWERS LLC

Important Events:

Continental blower equipment is claimed to be a proprietary product, manufactured, fabricated, installed, maintained under warranty, and sold solely by Continental Blower, LLC The parts are not interchangeable with any other manufacturers equipment and can only be serviced by Factory Authorized Field Service Technicians.

This RFI will remain posted until closing date and time.

Prospective Vendors are requested to provide information regarding their ability to provide the commodity or service described or written explanation or other documentation contesting the proposed RFI designation.

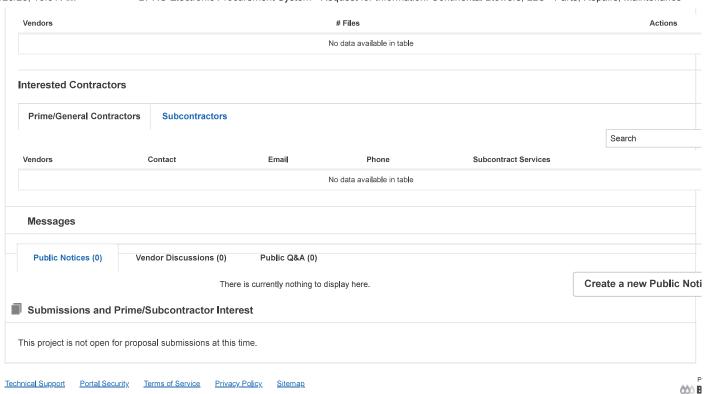
If you are capable of meeting or exceeding the County's requirements for the specified commodity or service, respond to this RFI through the electronic bidding system. Vendor should upload any supporting information in the electronic bidding system as part of its response to assist the County in determining if commodity or service is comparable, is available from multiple suppliers, and meets the County's needs. The Director of Purchasing shall have sole authority in deciding what is comparable.

The Director of Purchasing shall consider such submittals and notify all submitting vendors (thru the electronic bidding system) of the decision whether to designate as a Sole Source/Brand, which decision shall not be subject to objection, protest, or appeal.

					Search				
Status	Event Name	Location	Description	Dates	Mandatory				
PASSED	Open Date	Online Portal	Posting date for the Opportunity	Apr 18th 2025, 4:00 PM EDT	N/A				
PASSED	Questions Due Date	Online Portal	Deadline to submit Questions	Apr 22nd 2025, 5:00 PM EDT	N/A				
PASSED	Close Date	Online Portal	Deadline for Submissions	Apr 28th 2025, 2:00 PM EDT	N/A				
Commodity Codes: NIGP 72015 Centrifugal Pumps, Portable NIGP 72017 Centrifugal Pumps, Compact, Submersible NIGP 72018 Centrifugal Pumps, Stationary NIGP 92970 Snow Plow and Blower Maintenance and Repair NIGP 0227333 DIGGER PARTS, CONTINENTAL NIGP 0311150 PARTS AND ACCESSORIES, BLOWER, INDUSTRIAL (BRAND LISTED OR EQUAL) NIGP 0314037 FANS, DUCT, CENTRIFUGAL, IN-LINE NIGP 5151553 PARTS AND ACCESSORIES, CONTINENTAL ENGINE (CONTINENTAL OR EQUAL) NIGP 7201524 PUMPS, CENTRIFUGAL, ENGINE DRIVEN NIGP 7201851 PARTS AND ACCESSORIES, CENTRIFUGAL PUMPS, FRESH WATER NIGP 7201852 PARTS AND ACCESSORIES, CENTRIFUGAL PUMP, STATIONARY (MISC.), BRAND LISTED OR EQUAL) NIGP 72028559 PARTS AND ACCESSORIES, HORIZONTAL CENTRIFUGAL CIRCULATING WATER PUMP (BRAND LISTED OR EQUAL)									
	Information: are the documents and inform	nation needed to comp	lete your submission:						
Name			Туре	# Files	Requirement				
Vendor Resp	onse to Request For Information	ı (RFI)	File 1	ype: Any (.*) Multiple	REQUIRED				

**Document Takers** 

Search





January 22, 2025

Carlos Garcia, PE, PMP
Broward County
Expansion Project Administrator
Water and Wastewater Services Operations Division
2555 W. Copans Road
Pompano Beach, Florida 33069
CBGARCIA@broward.org

**Subject:** Sole Source Verification of Continental Blower, LLC

Dear Mr. Garcia:

Per your request, Continental Blower, LLC. is verifying all service work completed on a Continental Blower multi-stage centrifugal machine must be completed by "factory trained personnel" rendering this request as "Sole Source". In addition, all parts to a Continental Blower are considered proprietary and can only be purchased from Continental Blower, LLC.

## **CLOSING**

Please feel free to give me a call at (315) 451-5410 if you have any questions or require additional information.

Sincerely,

Michael Malfitano

After Market Sales Manager Continental Blower, LLC.

cc: Peter Cerimeli, Continental Blower, LLC.