



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 ☒ SOLE BRAND ☐ ONLY ONE REASONABLE SOURCE

I. 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.

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

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

Blower equipment is manufactured, fabricated, installed and sold by Continental Blower, LLC. The parts are not interchangeable with any other brand and the equipment can be serviced only by Continental authorized service technicians. To use any other brand of equipment would require replacing expensive process equipment in its entirety.

Business Case (Only One Reasonable-Source¹ 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 purchase benefits the County for the following reasons:

Continental equipment is manufactured, fabricated, installed, maintained under extended 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. 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 OEM supplier and OEM authorized installer that can offer both factory approved components and factory approved installation services.

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: \$825,000 Contract length (if applicable): 5 years

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

If yes, provide the following and attach any supporting documentation (e.g., previous approved memoranda):

Vendor name and date Continental Blower, LLC Method of Procurement SS/SB Solicitation

What is the current contract (Procurement Catalog) or purchase order number? OPN2124553Q1_1

Expenditures to date: \$121,398.94

Will this procurement utilize any local/state/federal grant funding? ☐ Yes ☒ No

If yes, attach any supporting documentation (e.g., grant agreement).

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

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

¹ 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
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Mark Darmanin, Director, WWOD

DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE
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Alan W. Garcia, P.E., Director, WWS		02/05/2025
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DEPT/DIV DIRECTOR OR DESIGNEE (PRINT)	DEPT/DIV DIRECTOR OR DESIGNEE (SIGN)	DATE
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PURCHASING DIVISION USE ONLY

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	☐ Only One Reasonable Source/Brand ²	☐ Reject
☐ Authorization to Negotiate	☒ Standardization	☒ Board Award	

Attachments

☒ Request for Information	☐ Previous Approved Documentation
☒ Vendor Letter	

² 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:

JACQUELIN
E CHAPMAN

Digitally signed by
JACQUELINE CHAPMAN
Date: 2025.05.29
14:37:40 -04'00'

Reviewer Title: Purchasing Manager

Reviewer Signature: Jose Hidalgo

Digitally signed by 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.

Consider longer term based on life-expectancy of this equipment.

Title: Director of Purchasing or delegated authority

Signature:

Constance Mangan,
Asst. Director, on
behalf of

Digitally signed by Constance
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 Details

Project: Request for Information: Continental Blowers, LLC - Parts, Repairs, Maintenance

April 2025

prev next

Ref. #: OPN2130129F1

Department: FASD - Purchasing

Type: RFI

Status: CLOSED

Open Date: Apr 18th 2025, 4:00 PM EDT

Questions Due Date: Apr 22nd 2025, 5:00 PM EDT

Sun	Mon	Tue	Wed	Thu	Fri	Sat
30	31	1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18 4p OPEN	19
20 OPEN	21	22	23	24	25	26
27 OPEN	28	29	30	1	2	3

Contact Information: Gabriela Medina, Jacqueline Chapman, gfigueiredomedina@broward.org, JCHAPMAN@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):
0

OESBD Designation Goal Participation Type (Multi):
No Goal

Goal Assigned Percentage (0 if No Goal):
0

Public Works/Construction:
No

OESBD Designation Goal Participation Type (Non-Multi):
Not Applicable - Notice of Solicitation Opportunity

Project Description:
Notice of Intent to Designate Sole Source/Sole Brand:

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

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.

Important Events:

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 7201816 PUMPS, CENTRIFUGAL STATIONARY PUMPS, FRESH WATER
NIGP 7201851 PARTS AND ACCESSORIES, CENTRIFUGAL PUMP, STATIONARY (MISC.), BRAND LISTED OR EQUAL
NIGP 7208259 PARTS AND ACCESSORIES, HORIZONTAL CENTRIFUGAL CIRCULATING WATER PUMP (BRAND LISTED OR EQUAL)

Requested Information:

Listed below are the documents and information needed to complete your submission:

Name	Type	# Files	Requirement
Vendor Response to Request For Information (RFI)	File Type: Any (*.*)	Multiple	REQUIRED

Document Takers

Vendors	# Files	Actions
No data available in table		

Interested Contractors

Prime/General Contractors	Subcontractors
Search	

Vendors	Contact	Email	Phone	Subcontract Services
No data available in table				

Messages

Public Notices (0)	Vendor Discussions (0)	Public Q&A (0)
There is currently nothing to display here.		

Create a new Public Noti

 Submissions and Prime/Subcontractor Interest

This project is not open for proposal submissions at this time.



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,

A handwritten signature in blue ink, appearing to read "M Malfitano", with a stylized flourish at the end.

Michael Malfitano
After Market Sales Manager
Continental Blower, LLC.

cc: Peter Cerimeli, Continental Blower, LLC.