

NO SUBSTITUTE SINGLE/SOLE SOURCE*/BRAND NAME JUSTIFICATION

(Requester completes Section A and B)

SECTION A: ☒ SINGLE/SOLE SOURCE OR ☐ BRAND NAME REQUEST

Complete if request purchase is \$25,000 and over AND in the Requester's opinion competition is not available or requesting a Brand Name purchase. Single/Source approvals are valid one year from approval date unless specified elsewhere.

Requisition No. (if applicable): PO261322

Amount: \$498,187.00

Date: 7/28/2026

Supplies/Services Required (be specific): Loading Bridge PSA units and a PSA Trailer Mounted Unit

Proposed Vendor: ITW GSE

Mfg/Model #: ITWGSW PCA3500-150 (60 Ton)

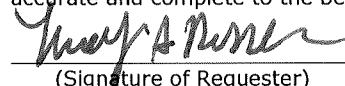
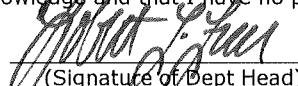
Requested by: Tim Ressler

Dept: Facilities

Check One: The requested goods/service is a sole/single source or brand name procurement due to:☐**AVAILABILITY/ONE OF A KIND** - No competitive product or service exists, meets or is available from another vendor and/or manufacturer. If selected **COMPLETE** in detail item #1 and #2 below.☐**SINGLE SUPPLIER** - The vendor is the only authorized supplier/distributor of product or service.☒**COMPATIBILITY**** - Must match existing piece or brand of equipment, inventory, systems, programs and is available from only one vendor/manufacturer.
Existing product manufacturer/model:☐**REPAIR/MAINTENANCE**** - Repair or maintenance is required by a factory warranty service provider.☐**PATENTED GOODS OR SERVICE**☐**OTHER** - Provide below full explanations, details, complete descriptions, and relevant reasons to support the sole/single source/brand name justification:**1) What necessary features or services does this vendor provide which are not available from other vendors? Please be specific.**

Locally built equipment that matches all our existing PCA units at the airport. This will help with part inventory and maintenance.

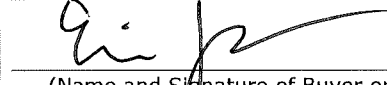
NOTE: Established relationship with the vendor is not a justifiable reason for sole source request.

2) What steps were taken to verify the required features or services are not available elsewhere?☒Other brands/manufacturers were researched (list mfg name and explain why they were not suitable)
Oshkosh Aerotech, Twist Aero, AMSCO were not suitable due to higher prices. In addition did not meet outlined specifications.☒Other vendors were contacted (list vendor name and why they were not suitable)
This purchase will help with staff support knowledge and vendor being local to respond quickly to service issues.**SECTION B - REQUESTER CERTIFICATION:** By submitting this request, I certify that the above justification/information is accurate and complete to the best of my knowledge and that I have no personal interests relative to this request.
(Signature of Requester)
(Signature of Dept Head)7.29.26
(Date)**SECTION C - TO BE COMPLETED BY PURCHASING:**

Based on the information provided in Section A, attached supporting documents, and research:

☒Single/Sole Source has been validated / ☐ Single/Sole Source is not valid based on Purchasing research

Detail Research Conducted -


(Name and Signature of Buyer or Other)7/29/26
(Date)* **SOLE SOURCE DEFINITION** - Sole Source Vendor - a vendor providing a product or service that is not obtainable from any other source and the requesting department documents such determination because:

1. The vendor is the single source or the only supplier available of the product or service; or
2. Use of a specific product or service is required to preserve the Authority's preexisting warranty or contractual rights; or
3. The product is proprietary and a trade secret under Section 811.081 Florida Statutes, or as amended, renumbered, or replaced, and is required to maintain compatibility with existing Authority equipment.

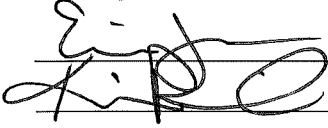
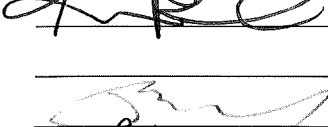
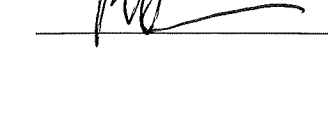
SINGLE SOURCE DEFINITION - the specially selected, preferred and approved source of a product or service.

** Procurement of items designating a brand or manufacturer shall be competitively solicited if more than one vendor of the item is found.

Florida State Statute 838.22

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. 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.

It is requested that the following acknowledge the above request:

	Approval Required	Signature	Date
Director, Purchasing	☒		7/29/26
Executive Vice President, CFO	☒		7/29/26
Executive Vice President, COS	☐		
President & CEO	☒		8/3/26
Chairman of the SMAA, BOC	☐		
Board of Commissioners	☒		8/24/26

11001 US Highway 41 North, Palmetto, FL 34221 USA

TO: Sarasota Manatee Airport Authority - Sarasota Bradenton Airport
Attn: Bob Joseph, Director, Purchasing
Phone: +1-941-724-2517
Email: bob.joseph@flysrq.com

**RE: Trailer Mounted 60 TON PCA UNIT
ITW GSE Model 3500 PCA**

QUOTE NO: QIA04072026-2

REV DATE

DATE: 4/7/2026

FROM: Ignacio Alvarez

PHONE: 678-296-9716

EMAIL: ialvarez@itwqse.com

WE ARE PLEASED TO OFFER THE FOLLOWING QUOTATION:

[illegible]

ENCLOSED: Data Sheets

FOB POINT: FOB Destination

Purchasing Warehouse, Sarasota Manatee Airport Authority

DELIVER TO 1154 Air Cargo Avenue, Suite L
Sarasota, FL 34243

TERMS: Net 30 Days NO PROMP PAYMENT DISCOUNT

VALIDITY: 60 Days

SHIPMENT: 14-16 weeks ARO, subject to availability when ordered

WARRANTY: ITW GSE Standard Terms & Conditions (current rev.) Apply

Terms and Conditions of Sale may be viewed on our website @ www.itwgse.com

BUYER: Sales of ITW GSE Inc.products and services are expressly limited to and made conditional on acceptance of ITW GSE Terms and Conditions of Sale, dated 20 January 2020, found at <<http://itwgse.com/terms-and-conditions-of-sale/>>. Any other Terms, additional or different, are hereby rejected. Commencement of work by ITW GSE or acceptance of delivery of products by the customer constitutes acceptance of the "Terms and Conditions of Sale."

➤ *This equipment is not to be exported to or used in any country named on the U.S. Government's list of restricted nations.*

All shipments are subject to review by DHS. [https://importreflow.sharepoint.com/personal/0262063_ltwconnect_com/Documents/Documents/QUOTES-AR/2026/QIA04072026-1 SRQ PCA150 Mobile PCA](https://importreflow.sharepoint.com/personal/0262063_ltwconnect_com/Documents/Documents/QUOTES-AR/2026/QIA04072026-1%20SRQ%20PCA150%20Mobile%20PCA)

Order confirmation is subject to a disclosure statement declaring end-user and country.

Total	\$125,946
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Ignacio Alvarez

Ignacio Alvarez, Sales Manager

jalvarez@itwgse.com

11001 US Highway 41 North, Palmetto, FL 34221 USA

Page: 1 of 1

TO: Sarasota Manatee Airport Authority - Sarasota Bradenton Airport
Attn: Bob Joseph, Director, Purchasing
Phone: +1-941-724-2517
Email: bob.joseph@flysrc.com

RE: **LOADING BRIDGE REPLACEMENT 60 TON PCA UNITS**
ITW GSE Model 3500 PCA

QUOTE NO: QIA04072026-2A

REV DATE 5/26/2026

DATE: 4/7/2026

FROM: Ignacio Alvarez

PHONE: 678-296-9716

EMAIL: jalvarez@ilwqse.com

WE ARE PLEASED TO OFFER THE FOLLOWING QUOTATION:

[illegible]

ENCLOSED: Data Sheets

FOB POINT: FOB Destination

Purchasing Warehouse, Sarasota Manatee Airport Authority

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All shipments are subject to review by U.S. Export offices

➤ *Order confirmation is subject to a disclosure statement declaring end-user and country.*

Total

\$372,241

Ignacio Alvarez

Ignacio Alvarez, Area Sales Manager

jalvarez@ilwase.com