

LEE COUNTY PORT AUTHORITY

SINGLE/SOLE SOURCE NOTICE OF WRITTEN DETERMINATION

Date: September 12, 2023 Procurement Agent: Matthew Catoe
Client Department: Maintenance Reference Number: 24-22MSC
Title: ABB Variable Frequency Drives (VFD) Replacement
Vendor: Commercial Air Management, Inc.

Describe the goods and/or services required:

LCPA has standardized the use of ABB variable frequency drives (VFDs) and to date, approximately fifty (50) units have been installed in the terminal and rental car building. VFDs are integrated into the HVAC system programmed into the Metasys system, which controls the HVAC in both the terminal and the rental car building.

Provide an explanation, technical reasoning, or evidence the price is reasonable:

Commercial Air Management, Inc. confirmed all pricing offered to LCPA is better than or equal to pricing offered to other government entities. LCPA has determined the quoted pricing to be fair and reasonable.

Explain why no other source of supply exists:

Commercial Air Management, Inc. is ABB's exclusive Channel Partner for ABB HVAC in Southwest Florida including Charlotte, Collier, DeSoto, Glades, Hardee, Hendry, Highlands, Lee, Manatee, and Sarasota counties. Commercial Air Management has access to the entire ABB HVAC portfolio of VFD products including, but not limited to, ACH580, ACH550, ACS320, and ACS800.

☒ Sole/Single Source provider statement from vendor attached

Prospective vendors are requested to provide information regarding their ability to supply the commodities or contractual services described within five (5) business days from the date of posting. Purchases above board level require approval of the Lee County Board of Port Commissioners. Posting of this written determination for five (5) business days serves as NOTICE OF INTENT to make a single/sole source purchase. If determined by the Authority, after reviewing any information received from prospective vendors, that the commodities or contractual services are available only from a sole/single source, the Authority will proceed to finalize the purchase.

Authorized by:  Date: September 12, 2023
Melissa M. Wendel, CPPO, NIGP-CPP
Senior Procurement Manager



Date: March 8, 2023

Subject: HVAC Drive Representative Status – **Commercial Air Management, Inc.**

To whom it may concern:

This letter confirms **Commercial Air Management, Inc.** is our exclusive Channel Partner for ABB HVAC. VFD products in their contracted Area of Primary Responsibility (APR) of Fort Myers, FL. This includes Charlotte, Collier, DeSoto, Glades, Hardee, Hendry, Highlands, Lee, Manatee and Sarasota counties. They have access to the entire HVAC portfolio of VFD products including, but not limited to, ACH580, ACH550, ACS320 and ACS800.

In addition to sales support, they carry local stock and can support your design, application, commissioning, service, training, and retrofit requirements. They are VFD subject matter experts, and your one stop shop for any VFD requirements you may have in the future.

Please do not hesitate to contact me if you have any additional questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'David Cortez', is written over a light gray rectangular background.

David Cortez

Regional Sales Manager – Southeast
HVAC Drives






SS_24-22MSC_ABB VFD_Written Determination

Final Audit Report

2023-09-12

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By:	Matthew Catoe (mscatoe@flylcpa.com)
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