

# STATE OF HAWAII REQUEST FOR SOLE SOURCE

06 MAY 12 AM 11:52

TO: Chief Procurement Officer

STATE OF HAWAII  
DEPARTMENT OF LAND AND NATURAL RESOURCES

FROM: Transportation/Highways/Oahu District   
(Department/Division/Agency)

Pursuant to §103D-306, HRS, and Subchapter 9, Chapter 3-122, HAR, the Department requests sole source approval to purchase the following:

<p>Description of goods, services, or construction:</p> <p>Ten year rebuild of Reach All bridge inspection vehicle (UB 60 S/N 8943).</p>
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<p>Name of Vendor: Aspen Aerials, Inc. Address: 4303 Duluth, MN 55807</p>	<p>Cost: \$450,000 (budgeted cost) Base work: \$250,000 Add'l rec. work: \$100,000 Shipping: \$50,000 Contingency: \$50,000</p>
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<p>Term of Contract: From: August 2006 To: December 2006</p>	<p>Prior Sole Source Reference No.:</p>
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<p>The goods, services, or construction has the following unique features, characteristics, or capabilities:</p> <p>Equipment is proprietary to Aspen Aerials, see attached letter from Aspen Aerials received by the District on February 9, 2006.</p>
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How the unique features, characteristics, or capabilities are essential for the agency to accomplish its work:

District elected to rebuild vehicle as opposed to purchasing a new one at approximately two times the cost of the rebuild. Ten year rebuild is also recommended by the manufacturer, Aspen Aerials to insure safety of vehicle operation.

The following other possible sources for the goods, services, or construction were investigated but do not meet our needs because:

N/A – Equipment is proprietary to Aspen Aerials.

Direct questions to: George G. Abcede <sup>*R*</sup> Phone: 831-6811

*I certify that the information provided above is to the best of my knowledge, true, correct and that the goods, services, or construction are available through only one source.*

*[Signature]* *5/11/06*  
 Department Head or Designee Date  
*CONTRACTS MANAGER*  
 Title (If other than Department Head)

*Posted: MAY 12, 2006*

Chief Procurement Officer's comments:

Expenditure may be processed through a purchase order: Yes  No  If no, a contract must be executed and funds certified.

APPROVED  DISAPPROVED *Alan J. Fisher* *5/19/06*  
 Chief Procurement Officer Date

218-624-1111  
800-888-2773  
Fax 218-624-1714



ASPEN AERIALS, INC. • 4303 West 1st Street • P.O. Box 16958 • Duluth, MN 55816-0958

Lew Honda  
Hawaii Department of Transportation  
869 Punchbowl St  
Honolulu, HI 96813

44100-9 P 3-31  
10/11/94

Re: 10-year service recommendation; Reach All and Aspen Aerials Underbridge Units.

Our records indicate that your Underbridge Unit, Serial Number 8943 , was put into service 02/ 11/1994 . It is Aspen Aerial's policy that after 10 years of service, all pins, bushings, bearing bolts and axle lock mounting bolts be replaced. Pin replacement is recommended to avoid any risk of a pin failing as a result of fatigue.

*Return Your Machine Into Like New Condition.....*

After years of use, some systems and components deteriorate and the cost of maintaining the equipment increases. Component failures may cause costly down time, safety issues and can require additional work for your maintenance personnel that can be avoided. You want your valuable equipment to continue to perform to the demanding standards you expect. Aspen Aerials understands these demands and the unique requirements that aging equipment encounter. For this reason we offer a **Factory Rebuild Program**, which includes an extensive evaluation and refurbishing process that returns your machine to a "LIKE NEW" condition. The **Factory Rebuild Program** will ensure that your valuable equipment continues to perform to the demanding standards you expect. If you are interested in this comprehensive offering please contact me at 800-888-2773 and I will provide you with the details.

Aspen Aerials, Inc. is the sole service provider for both the Reach All and Aspen Aerials Bridge Access Machines. Our **Factory-Direct** approach ensures that the completed work is performed in accordance with manufacturer requirements and ANSI standards.

Best regards,

Milton Luttrell  
Product Support Manager  
Aspen Aerials, Inc.

MAIL ROOM  
10/11/94