



STATE PROCUREMENT OFFICE  
NOTICE & REQUEST FOR SOLE SOURCE

STATE PROCUREMENT OFFICE  
STATE OF HAWAII

TO: Chief Procurement Officer  
FROM: Transportation, Airports, Hawaii, Hilo  
Name of Requesting Department

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

1. Describe the goods, services, or construction to be procured.  
Hands on training aid for Airport Fire Equipment Operators. This training device will enable them to improve their skills at penetrating aircraft fuselage skin with the High Reach Extendable Turret (HRET, aka "snuzzle") incorporated on the current Striker firefighting vehicles.

2. Vendor/Contractor/Service Provider Name:  
Airport Professional Sertvices LLC \$13,100.00 (Estimate w/tax)

4. Term of contract (shall not exceed 12 months), if applicable: From: N/A To: \_\_\_\_\_  
5. Prior SPO-001, Sole Source (SS) No.: None

6. Describe in detail the following:  
a. The unique features, characteristics, or capabilities of the goods, service or construction.  
"The Penetrating Aircraft Skin Trainer sold exclusively by this company, allows actual hands on operation of utilizing the HRET and the airport's vehicle. It provides the operator the ability to actually pierce the same type of metal on the same curvature of an actual aircraft. This provides the closest simulation to actually penetrating an actual aircraft fuselage. It provides the operator confidence necessary to perform under extreme conditions." -Michael Brown, Manager of FAA Airport Safety and Operations Division AAS-300. CERTALERT no. 0807  
b. How the unique features, characteristics or capabilities of the goods, service or construction are essential for the department to accomplish its work.  
"There is no substitution for realistic hands on training. Continued use of this training device will aid in improving and maintaining proficiency with the HRET." -Michael Brown, Manager of FAA Airport Safety and Operations Division AAS-300. CERTALERT no. 0807

7. Describe the efforts and results in determining that this is the only vendor/contractor/service provider who can provide the goods, services or construction.

Vendor Certifies that they are exclusive provider of this type of equipment based on their ownership of US Patent Number US 7,527,499 B2 issued May 5 2009 (see attached). Vendor states that they sell directly to end users. Additionally, a Google search resulted in other fire department's research only finding said vendor as the sole source. Vendor is compliant on Hawaii Compliance Express (see attached).

8. Alternate source. Describe the other possible sources for the goods, services, or construction that were investigated but did not meet the department's needs.  
None.

9. Identify the primary individual(s) who is knowledgeable about this request, who will conduct and manage this process, and has 1) appropriate written delegated procurement authority; 2) completed mandatory training; and 3) who SPO may contact for follow up inquiry, if any.  
(Type over "example" and delete cells not used.)

Name of Department Personnel	Division/Agency	Phone Number	E-mail Address
Tiffinie Smith 	Airports-HL	808-961-9303	tiffinie.c.smith@hawaii.gov
Martinez Jacobs 	Airports-LF	808-838-8702	martinez,jacobs@hawaii.gov

Department shall ensure adherence to applicable administrative and statutory requirements, including HAR chapter 3-122, Subchapter 15, Cost or Pricing Data if required.

*All requirements/approvals and internal controls for this expenditure is the responsibility of the department.  
I certify that the information provided is to the best of my knowledge, true and correct.*

  
\_\_\_\_\_  
Department Head Signature

**FEB 27 2012**  
\_\_\_\_\_  
Date

**For Chief Procurement Officer Use Only**

Date Notice Posted: 3/1/12

Submit written objection to this notice to issue a sole source contract within seven calendar days or as otherwise allowed from date notice posted to:

state.procurement.office@hawaii.gov

Chief Procurement Officer (CPO) Comments:

The department has requested to withdraw this request and will solicit using the appropriate method of procurement.

Approved

Disapproved

No Action Required

Clara S. J. [Signature]      3/16/2012  
Chief Procurement Officer Signature      Date

FROM :

FAX NO. :4022921323

Jun. 23 2010 01:51PM P2

## AIRPORT PROFESSIONAL SERVICES

13705 South 18<sup>th</sup> Street, Bellevue, Nebraska 68123  
Web: [www.apspast.com](http://www.apspast.com) Email: [aps.llc@cox.net](mailto:aps.llc@cox.net)  
Phone (402) 850-4699 Fax (402) 991-7060

# Sole-Source Certification

Airport Professional Services (APS) certifies that we are the sole source for purchase of the Penetration Aircraft Skin Trainer (PAST Trainer) and all optional equipment, including the Aluminum Penetration Panels and the Foundation Anchor System. We invented, designed and developed the PAST Trainer, the Aluminum Penetration Panels, and the Foundation Anchor System. We own the patent on the PAST and all optional equipment (Patent Number US 7,527,499 B2, issued May 5 2009). We are the only manufacturer and seller of the PAST Trainer and optional equipment; and we sell it directly to the end user.

  
Jim Flanagan  
Operations Manager

RECEIVED  
10 JUN 23 AM 1:27  
S-H/GO  
SO. HAWAII DIST.

**Thank you for your interest in the PAST Trainer.**

SS 12-052D