



Finance and Administration Services Department

PURCHASING DIVISION

115 S. Andrews Avenue, Room 212, Fort Lauderdale, Florida 33301 | 954-357-6066 | FAX 954-357-8535 | broward.org/Purchasing

Hours of Operation: Monday through Friday 8:30 a.m. to 5:00 p.m.

PURCHASING AGENT'S REPORT

DATE: April 9, 2014

TO: Brenda J. Billingsley, Director of Purchasing, Purchasing Division

FROM: John A. Kunzman, Purchasing Division jkunzman@broward.org Digitally signed by jkunzman@broward.org
DN: cn=jkunzman@broward.org
Date: 2014.04.10 13:17:49 -04'00'

SUBJECT: Only Reasonable Source/Standardization of FMT Passenger Loading Bridges

REFERENCE: N/A ESTIMATED VALUE: \$1,200,000

Using Division[s]: Port Everglades Department

AGENT ANALYSIS: This request by the Port Everglades Department is to designate FMT Passenger Loading Bridges as the only reasonable source/sole brand and to standardize FMT for future purchases of passenger loading bridges at the Port. The standardization of spare parts, repairs, service and required modifications was reaffirmed by the Board June 5, 2012. There are presently 13 loading bridges at the Port with an additional bridge under construction. There is presently one non-FMT loading bridge at the Port that recently experienced structural damage, rendering it inoperable. This new bridge is needed to replace the non-FMT bridge that is 20 years old and beyond economic repair. It must be purchased, manufactured, shipped and fully operational by the end of the calendar year to coincide with the completion of the renovations to Terminal 4.

The FMT passenger loading bridges have proven reliable over the past twelve years. There is presently approximately \$630,000 worth of repair parts maintained to keep the Port Terminals operational 24/7. Failure to be able to service the Port's clients on a timely basis may result in the substantial loss of revenue to the County. Should an alternative brand loading bridge be acquired, a secondary inventory, valued at approximately \$220,000 would need to be inventoried, not to mention the training of mechanics and operators at an additional estimated cost of approximately \$30,000. Electronics, hydraulic, and mechanical parts rarely are interchangeable between manufacturers.

Although other passenger Loading Bridges offer the ability to link to Port software programs, this may lead to the Port technicians having to communicate with multiple entities regarding simultaneous problems resulting in confusion..

RECOMMENDATION AND REASONS: This agent recommends approval of FMT Passenger Loading Bridges as the only reasonable source/sole brand and to standardize FMT for future purchases of passenger loading bridges for the Port Everglades Department for the reasons stated above.

APPROVAL AUTHORITY

☒ APPROVE ☐ DISAPPROVE

☒ RECOMMEND APPROVAL BY THE BOARD OF COUNTY COMMISSIONERS

Reason/suggested action (if disapproved):

Brenda J.
Billingsley
Signature/Title

Digitally signed by Brenda J. Billingsley
DN: cn=Brenda J. Billingsley, o=Broward
County, ou=Purchasing Division,
email=bbillingsley@broward.org, c=US
Date: 2014.04.28 14:13:11 -04'00'

Purchasing Agent's Report [PAR] Form 7 (rev 09/2012)

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PORT EVERGLADES DEPARTMENT – Chief Executive & Port Director's Office
1850 Eller Drive, Fort Lauderdale, Florida 33316
954-468-0140 FAX 954-523-8713

DATE: April 7, 2014

TO: Brenda J. Billingsley, Director of Purchasing

FROM: Steven M. Cernak, Chief Executive & Port Director
Port Everglades Department

A handwritten signature in blue ink, appearing to read "Steve Cernak", is written over the typed name.

SUBJECT: Sole Source Procurement of FMT Passenger Loading Bridges

Due to the structural failure of an existing cruise passenger loading bridge at Port Everglades that has rendered it unsafe for use, I request approval of a Sole Source Procurement for an FMT Aircraft Gate Support Systems, AB (FMT) Cruise Terminal Passenger Loading Bridge, and standardization of FMT for future procurements of new loading bridges.

Port Everglades currently has in service a total of thirteen passenger loading bridges, over which upwards of 4,000,000 cruise ship passengers transfer between cruise terminals and cruise ships annually. Two of the units are designated as Mobile Elevating Gangways (MEGs) and were designed and built to accommodate the two largest cruise ships in the world as well as service all other cruise ships utilizing Cruise Terminal No. 18. All thirteen units have been purchased from FMT over the last twelve years. A fourteenth loading bridge is currently being constructed by FMT and will be installed at Cruise Terminal No. 4 upon completion of renovations to that facility later this year.

As previously noted, the port has an immediate need to procure a passenger loading bridge. This loading bridge will be used at Cruise Terminal No. 4 to replace an existing FMT loading bridge that had to be moved to Cruise Terminal No. 1 to replace the only non-FMT bridge remaining in the port that recently experienced a structural fracture. Moving the loading bridge was required to meet a contractual commitment to the cruise line using Terminal 1. This new loading bridge must be purchased, manufactured, shipped, and installed by the end of this calendar year to coincide with the completion of renovations to Cruise Terminal No. 4.

The reliability of the loading bridges acquired from FMT has been exceptional, as has been their factory and technical support. Spare parts have been made readily available. The purchase of spare parts, repairs, service, and modifications to existing passenger loading bridges by FMT under sole brand, sole source standardization was reaffirmed by the Board on June 5, 2012. As the Port continues to upgrade cruise ship terminals to accommodate larger ships and their ever increasing numbers of passengers we must also be prepared for the purchase of additional passenger loading bridges to meet the needs of our customers.

In addition to the satisfaction with FMT as described above, the Port has always found FMT pricing to be fair and reasonable. For these reasons and for those that follow, we respectfully request that FMT be designated the sole source for purchase of any new passenger loading bridges at Port Everglades.

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Sole Source Memo – FMT
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Having a single supplier of what are extremely sophisticated pieces of equipment that must be reliable at all times provides a redundancy in spare parts that can be used on any of the loading bridges. This redundancy permits the inventory of spare parts to be kept at a minimum. The current dollar value of spare parts maintained in inventory is approximately \$630,000. Having a single loading bridge from another manufacturer would require a complete separate inventory of spare parts for that one bridge, as it can be anticipated that the majority of parts would not be interchangeable between units of different manufacturers. That separate inventory is estimated to have a cost of approximately \$220,000. Having Port technicians trained on bridges from multiple manufacturers is also inefficient and not the best use of resources when considering that electronic, hydraulic, electrical, and mechanical systems will differ from one to another, and each will require parts and systems that are proprietary to their loading bridges. The cost of training those technicians on a separate loading bridge is estimated to be \$25,000. An additional \$10,000 cost is anticipated to train the personnel who will operate the different loading bridge.

A significant advantage of sole sourcing FMT is the ability they have to link through the Port's loading bridge computer software to troubleshoot and diagnose issues and problems on any loading bridge(s) on a real-time basis, and communicate their findings and solutions to the Port in real-time, as well as to perform computer programming changes from their headquarters in Sweden on a 24/7/365 basis. While another loading bridge manufacturer might be able to provide a similar link, it could well lead to inefficiencies in communications with the Port technicians having to communicate simultaneously with multiple entities.

Thank you for your consideration of this request. Let me know if any additional information is needed.

cc: John Kunzman, Purchasing Manager
Glenn A. Wiltshire, Deputy Port Director
Robert J. Flint, Director of Operations