

Sole Source Waiver Request

Administrative Code Section 21.5(b) provides that commodities or services available only from a sole source shall be procured in accordance with Purchaser's regulations. Purchaser's regulations provide that, "If a department needs a commodity or service which is unique and which is known to be provided by only one vendor, then only one price quotation is solicited from the single vendor. The requesting department must submit documentation to the Purchaser justifying the transaction as a sole source. From time to time, the Purchaser may conduct a formal bid to determine the continuing validity of the sole source determination." (Procurement Instruction 12.06, Exhibit A, Section IX.D, dated April 28, 1989)

Directions: Use this form to justify a sole source transaction. The department requestor must complete the information below and attach a written memo with appropriate supporting documentation to justify this request. The memo must provide specific and comprehensive information that explains why the requested transaction should be considered a sole source. Departments are encouraged to consult with the Human Rights Commission and the City Attorney prior to submitting this request.

Department: San Francisco International Airport Date Submitted: November 19, 2012
Contact: Jim Chiu Phone: (650) 821-7741
Vendor Name: ESCO Vendor # 81006
Type of Contract: Commodity Professional Service _____ Non-Professional Service _____
Other _____
Amount: \$40,000,000 (NTE) ADPICS Doc #: _____

Describe the product or service:

As a major component of the Runway Safety Area (RSA) Program, engineering arresting material systems are required for our runway ends to comply with the Congressional Mandate to meet the Federal Aviation Administration's RSA requirements

Has the Human Rights Commission granted a sole source waiver on this transaction? N/A
If yes, when was the sole source granted? _____ Please attach a copy of the HRC Waiver.

Check the appropriate statement. Attach a memo and documentation to address the questions following each statement.

Goods or services are available from only one source.

Explain why this is the only product or service that will meet the City's needs. Why is this the only vendor or contractor that can provide the services or products? What steps were taken to verify that the goods or services are not available from another source? Explain what efforts were made to obtain the best possible price. Why do you feel the price to be fair and reasonable? How was this vendor chosen? How long has the vendor been providing goods or services for your department?

Only one prospective vendor is willing to enter into a contract with the City.

Explain why no other vendors are willing to contract with the City. If there are compliance issues, what have you done to get other possible sources to become compliant? Have you contacted HRC? Have you received a waiver from HRC?

Item has design and/or performance features that are essential to the department, and no other source satisfies the City's requirements.

Explain why the design/performance features are essential. Have you contacted other suppliers to evaluate items /services with similar features and capabilities? If no, explain why not. If yes, list the suppliers and explain why their goods or services do not meet the department's needs.

Licensed or patented good or service.

Provide proof that the license or patent limits the availability of the product or service to only one source.

Other: _____

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20 DEC 20 PM 1:58

INSTRUCTIONS:

The Sole Source request must be approved before the department makes a commitment to the vendor, and before funds are encumbered. If the Sole Source request is denied, the department will be advised to conduct a competitive process to select the vendor/contractor. If the Sole Source request is to extend an existing professional service contract, attach a copy of the original contract and any prior sole source determinations made by HRC or Purchasing. When processing professional service contracts and modifications for signature, attach the approved sole source waiver form to the contract documents.

This form is required for every transaction, contract, or contract modification that the department wishes to be treated as a sole source. For additional information call the Purchaser assigned to your department.

The Department Head must sign this request before it is sent to OCA-Purchasing.

This Sole Source request is being submitted by:

Department Head Signature: [Signature] Date: _____

Name of Department: Airport Commission

OCA Review and Approval:

Sole Source Approved: Sole Source Denied: _____

Reason for Determination
NOS. Request is for Sole Source waiver to procure EMAS Runway Safety system from ESCO designated by FAA as the only firm certified to provide the EMAS system.

OCA Staff: [Signature] Date: Jan 11, 2013
OCA Staff: [Signature] Date: 1/18/13
OCA Director: [Signature] Date: 1/22/2013



San Francisco International Airport

November 28, 2012

Ms. Jaci Fong
Director and Purchaser
Office of Contract Administration, Purchasing
City Hall, Room 430
San Francisco, CA 94102-6033

Subject: Request for Sole Source Waiver for Runway Safety Area Program Engineered Material Arresting Systems Procurement

The purpose of this letter is to request your approval of a sole source waiver for Contract #8672B, Runway Safety Area Program (RSA) Engineered Material Arresting Systems Procurement (EMAS). Engineered Arresting Systems Corporation (ESCO) will provide the manufacturing and delivery of the engineered material arresting systems to San Francisco International Airport.

Public Law 109-115 requires airport sponsors to enhance RSAs according to Federal Aviation Administration (FAA) airport design standards by December 31, 2015. A component of the enhancements includes procurement of the engineered material arresting systems at both ends of runways 1L-19R and 1R-19L in accordance with the FAA Advisory Circular (AC) 150/5220-22B.

As reflected in the attached Fact Sheet, dated December 23, 2011, from the FAA, the FAA has determined that ESCO is the only firm certified by the FAA that meets its requirements, making ESCO a sole-source provider. The FAA has not issued any update to that determination and has informed the Airport that ESCO is still the only certified provider of EMAS.

Due to the aforementioned regulatory requirements and the necessary ESCO expertise to manufacture the EMAS systems, I respectfully request a sole source waiver for the contract with ESCO.

If you have any questions, please contact Jim Chiu at (650) 821-7741.

Very truly yours,

John L. Martin
Airport Director

Attachment: P-21.5(b)

cc: Ivar Satero; Kathryn Luhe
Wallace Tang; Ben Kawamura

AIRPORT COMMISSION CITY AND COUNTY OF SAN FRANCISCO

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Federal Aviation
Administration

Fact Sheet – Engineered Material Arresting System (EMAS)

For Immediate Release

December 23, 2011

Contact: Marcia Alexander-Adams

Phone: 202-267-3488

Background

The Federal Aviation Administration (FAA) requires that commercial service airports, regulated under Part 139 safety rules and federally obligated, have a standard Runway Safety Area (RSA) where possible. The RSA is typically 500 feet wide and extends 1,000 feet beyond each end of the runway. The FAA has this requirement in the event that an aircraft overruns, undershoots, or veers off the side of the runway. Many airports were built before the 1,000-foot RSA length was adopted some 20 years ago, and it is not practicable to achieve the full standard RSA. This is due to obstacles such as bodies of water, highways, railroads, and populated areas or severe drop-off of terrain.

The FAA began conducting research in the 1990s to determine how to ensure maximum safety at airports where the full RSA cannot be obtained. Working in concert with the University of Dayton, the Port Authority of New York and New Jersey, and the Engineered Arresting Systems Corporation (ESCO) of Logan Township, NJ, a new technology emerged to safely arrest overrunning aircraft. EMAS uses crushable concrete placed at the end of a runway to stop an aircraft that overruns the runway. The tires of the aircraft sink into the lightweight concrete and the aircraft is decelerated as it rolls through the material.

Benefits of the EMAS Technology

The EMAS technology improves safety benefits in cases where land is not available, or not possible to have the standard 1,000-foot overrun. A standard EMAS installation extends 600 feet from the end of the runway. An EMAS arrestor bed can be installed to help slow or stop an aircraft that overruns the runway, even if less than 600 feet of land is available.

Current FAA Initiatives

The Office of Airports prepared an RSA improvement plan for the runways at approximately 575 commercial airports in 2005. This plan allows the agency to track the progress and to direct federal funds for making all practicable improvements, including the use of EMAS technology. Of the approximately 1,000 RSAs at these airports, an estimated 65 percent have been improved to full standards, and an estimated 87 percent have been improved to the extent practicable, not including the relocation of FAA-owned navigational equipment.

Presently, the EMAS system developed by ESCO using crushable concrete is the only system that meets the FAA standard. The FAA has conducted research through the Airport Cooperative Research Program (ACRP) that examined a number of alternatives to the existing approved system. ACRP Report 29, Developing Improved Civil Aircraft Arresting Systems, is available at the [Transportation Research Board](#).

Many of the EMAS beds installed prior to 2006 need periodic re-painting to maintain the integrity and functionality of the bed. The EMAS manufacturer has developed improved plastic seal coating for EMAS beds. This new coating should eliminate the need for the periodic re-painting.

EMAS Arrestments

To date, there have been eight incidents where EMAS has safely stopped overrunning aircraft with a total of 235 crew and passengers aboard those flights.

Date

Crew/Passengers

Event

May 1999	30	A Saab 340 commuter aircraft overran the runway at JFK
May 2003	3	A Gemini Cargo MD-11 overran the runway at JFK
January 2005	3	A Boeing 747 overran the runway at JFK
July 2006	5	A Mystere Falcon 900 overran the runway at Greenville Downtown Airport in South Carolina
July 2008	145	An Airbus A320 overran the runway at ORD
January 2010	34	A Bombardier CRJ-200 regional jet overran the runway at Yeager Airport in Charleston, WVA
October 2010	10	A G-4 Gulfstream overran the runway at Teterboro Airport in Teterboro, NJ
November 2011	5	A Cessna Citation II overran the runway at Key West International Airport in Key West, FL

EMAS Installations

Currently, EMAS is installed at 63 runway ends at 42 airports in the United States, with plans to install three EMAS systems at three additional U.S. airports.

Airport	Location	# of Systems	Installation Date(s)
JFK International	Jamaica, NY	2	1996(1999)/2007
Minneapolis St. Paul	Minneapolis, MN	1	1999(2008)
Little Rock	Little Rock, AR	2	2000/2003
Rochester International	Rochester, NY	1	2001
Burbank	Burbank, CA	1	2002*
Baton Rouge Metropolitan	Baton Rouge, LA	1	2002
Greater Binghamton	Binghamton, NY	2	2002
Greenville Downtown	Greenville, SC	1	2003**
Barnstable Municipal	Hyannis, MA	1	2003
Roanoke Regional	Roanoke, VA	1	2004
Fort Lauderdale International	Fort Lauderdale, FL	2	2004
Dutchess County	Poughkeepsie, NY	1	2004**
LaGuardia	Flushing, NY	2	2005
Boston Logan	Boston, MA	2	2005/2006
Laredo International	Laredo, TX	1	2006
San Diego International	San Diego, CA	1	2006
Teterboro	Teterboro, NJ	2	2006+/2011
Chicago Midway	Chicago, IL	4	2006/2007
Merle K (Mudhole) Smith	Cordova, AK	1	2007
Charleston Yeager	Charleston, WV	1	2007
Manchester	Manchester, NH	1	2007
Wilkes-Barre/Scranton Intl.	Wilkes-Barre, PA	2	2008
San Luis Obispo	San Luis Obispo, CA	2	2008
Chicago-O'Hare	Chicago, IL	2	2008
Newark Liberty International	Newark, NJ	1	2008
Charlotte Douglas International	Charlotte, NC	1	2008
St. Paul Downtown	St. Paul, MN	2	2008+
Worcester Regional	Worcester, MA	2	2008/2009**
Reading, Regional	Reading, PA	1	2009**
Kansas City Downtown	Kansas City, MO	2	2009+/2010
Smith Reynolds	Winston-Salem, NC	1	2010
New Castle County	Wilmington, DE	1	2010
Key West International	Key West, FL	1	2010

FAML9560 V5.1
LINK TO:

CITY AND COUNTY OF SAN FRANCISCO--NFAMIS
VENDOR CLASS/STATUS CODE

01/09/2013
11:18 AM

VENDOR NUMBER: 81006
VENDOR SUFFIX: 01

- ENGINEERED ARRESTING SYSTEMS CORPORATION

S	CLS	STA	DESCRIPTION	SRT	FRQ	DATE-1	DATE-2	PREF %	CERTIFICATE
	BUS	TAX	EXP DT&CERT	NUM			06/30/2013		457116
	HBC	YES	COMPLIES						
	HBN	YES	COMPLIES						

F1-HELP F2-SELECT
F7-PRIOR PG F8-NEXT PG F9-LINK F4-PRIOR F5-NEXT
G014 - RECORD FOUND F11-CLASS F12-STATUS