



MR# **26-211**
Assigned by Purchasing Div.

MODIFICATION (WAIVER) REQUEST

Requesting Department & Division	Contact Name		Telephone #
AIRPORT	Bruce Malazarte		(907) 789-2740
Department Head Signature	Date	Original RQ #	Estimated Cost
	12/12/2025	12421	\$ 314,600.00
Is this Procurement State or Federally funded? ☒ YES ☐ NO			

Reason for Modification Request:

Please complete this form and attach all supporting documents.

Give complete, accurate, detailed explanation of your request. Please be specific.

The Marsh Master is manufactured and build by Coast Machinery, LLC (see Sole Source letter). FAA has already established acquisition eligibility under the Buy American Act, and for FAA Air Improvement Program (AIP) funding. Alternative vehicles sold in the United States of similar function either do not meet this requirement, are well outside the established budget for this project, or they do not meet the performance specifications needed for a mass-casualty incident.

- ☒ **Sole Source:** The purchase of a commodity or service from the only known single source. *Attach verification.*
Code Provision: [53.50.090 \(c\)](#)
- ☐ **Class 2 Emergency:** A circumstance that poses a threat to the health, welfare or safety of the public.
Code Provision: [53.50.090 \(L\)](#)
- ☐ **Rider to Another Contract:** A vendor may extend another government agency's bid or contract pricing to CBJ. The proposed purchase must meet CBJ purchasing requirements and must have been competitively bid.
Code Provision: [53.50.090 \(f\)](#) Agency: _____ Contract #: _____
- ☐ **No Substitute:** A request for a specific brand name and model number of a particular item to be purchased. The item must be available from more than one supplier.
- ☐ **Other:** Clear explanation is required. Code Provision: (if applicable) _____
Explanation: _____

Approved By:

Purchasing Officer

12/16/2025

Date

City Manager

Dec 16, 2025

Date

FY	RQ	\$ Amount	PO #	Purchasing Approval

Purchasing Officer Comments:

Wet Land Rescue Vehicle - AARF

Expiration Date: _____



10012 UMBEHAGEN
BATON ROUGE, LA 70817
Phone: 225.753.1323
Fax: 225.753.0412

Machine Designers and Builders

July 26, 2024

To Whom It May Concern,

Coast Machinery, LLC is the manufacturer of the MARSH MASTER® amphibious track vehicle. We developed the design and have been building them since 1981. The MARSH MASTER® has a 40-year track record of proven capability, reliability, and durability.

We sell direct to the customer only and maintain sole sales, proprietary parts distribution, and marketing rights due to the small market and specialized nature of the equipment we manufacture. We are also the only factory authorized warranty, service, and repair facility.

The Marsh Master® amphibious track vehicle is Made in America with at least 60% American parts and fully assembled in the state of Louisiana.

The MARSH MASTER® is truly a unique machine with a long and proven track record for performance and reliability.

Regards,

A handwritten signature in black ink, appearing to read "Matt King", is written over the typed name.

Matt King

CFO



*"And whatsoever ye do, do it heartily, as
to the Lord, and not unto men"*

Colossians 3:23



July 10, 2025

Federal Aviation Administration
Attn: Lawson Bordley, Project Manager, Alaska ADO
222 West 7th Ave. #14
Anchorage, AK 99513-7587

RE: Wetland Rescue Vehicle Acquisition, Cost Analysis

Introduction

Juneau International Airport is applying for the acquisition of a Marsh Master MM-2LX, a tracked, aluminum vehicle found to be perfectly suited to the wetlands found on airport grounds as well as adjacent to airport property.

This vehicle is uniquely designed to operate in wetland and marsh environments, providing critical access and functionality that no other vehicle in the current US market can match. As the sole manufacturer of this vehicle, Marsh Master is uniquely positioned to provide the necessary equipment for the airport's needs.

Sole-Source Justification

The Marsh Master is 100% manufactured and built in the US State of Louisiana and has established acquisition eligibility under the Buy American Act, and thus for FAA Airport Improvement Program (AIP) funding. This compliance with federal Buy American provisions is crucial in meeting the requirements for the funding of equipment purchases and construction projects under AIP guidelines. This act requires that federally funded purchases of equipment for public use be sourced from the United States, and the Marsh Master meets these requirements fully.

Several other vehicles, such as the Sherp and Fat Truck and those listed in the comparison table below, while similar in function and sold domestically, are manufactured outside of the United States, (in Ukraine and Canada, respectively), and therefore do not meet the "Buy American" threshold for FAA AIP funding eligibility. These alternatives are not eligible for funding under the FAA's current regulations, as they are not able to meet the Buy American percentage threshold.

Other vehicles sold in the United States for this purpose are either well outside the established budget for this project, nor do they meet the performance specifications needed for a mass-casualty incident.

The Marsh Master is presumed to be the only vehicle of its kind manufactured in the United States with no other competitors known to meet JNU's operational need.

Below is a comparison table of all vehicles considered for this grant, and the rationale for JNU's final vehicle selection.

Make/Model	Buy American Eligible? Country of Manufacture	Performance Requirements			Eligible for further consideration?	Quoted?	Reason for Elimination
		*Floats?	*Trailer Available? Part Name?	*Passenger Capacity			
Zeal Motors Fat Truck	No, Canada	Yes	Yes, 8x8 Wagon	16 (per manufacturer)	No	Yes	Not AIP Eligible.
Marsh Master MM2-MX	Yes, USA	Yes	Yes, Slick Sled	17 (based on weight capacity)	Yes	Yes	Eligible
Hagglund Bv206	No, Sweden	Yes	Yes, default configuration	17 (per manufacturer)	No	No	Not AIP Eligible.
Terramac RT9 Personnel Carrier	No, Canada	No	No, is a modular attachment.	25 (per manufacturer)	No	No	Not AIP Eligible.
Sherp the ARK 3400	No, Ukraine	Yes	Yes, The ARK 3400	22 (per manufacturer)	No	No	Not AIP Eligible.
Hydratrek D2488B	Yes, USA	Yes	No	8 (per manufacturer)	Yes	No	Low passenger capacity
Prinorth Panther T8	No, Canada	No	No	1 (Driver)	No	No	Not AIP Eligible, low passenger capacity
Morooka Carrier	Yes, USA	No	No	1 (Driver)	No	No	Low passenger capacity
Argo Sasquatch XTX	No, Canada	Yes	Yes, Integrator, build to suit.	4 (per manufacturer, unknown capacity)	No	No	Not AIP Eligible, low passenger capacity

* A "YES" answer to this category denotes the vehicles ability to meet performance requirements.

Of all vehicles compared, only 4 meet the performance requirements, of these, only one meets AIP eligibility.

Cost Reasonableness

The cost of the proposed wetland rescue vehicle is reasonable considering its unique specifications, capabilities, and the fact that it is the only vehicle of its kind manufactured in the USA that meets the airport's operational requirements.

Moreover, the Marsh Master meets the allotted budget, and without significant cost overruns.

JNU initially sought a quote from Zeal Motors, as there was some initial discussion that implied that the Fat Truck would be Buy American Eligible. However, this was not the case, and the Fat Truck was eliminated from further consideration.

After comparing all makes and models listed in the table above, the only vehicle eligible for any further consideration was the Marsh Master, for which JNU received a quote in the amount of \$312,250. JNU did not pursue quotes for any other like-market vehicle that is not listed in the comparison table.

A simple breakdown of both quotes from Zeal Motors and Marsh Master are as follows:

	Marsh Master MM2-MX	Zeal Motors Fat Truck
Apparatus, incl options	\$232,050	\$209,200
Patient Transport Trailer	\$53,200	\$39,500
Training	\$0, Not Included	\$0, Not Included
Total Shipping to Juneau	\$27,000	\$14,700
Total Cost	\$312,250	\$263,400

Unique Nature and Features of the Marsh Master

The Marsh Master MM-2LX is unique in both form and function. Its design allows it to navigate marshy and wetland areas where other vehicles would be unable to operate. The tracked design allows it to cross rough terrain without damaging sensitive (State protected) waterways and wetlands that are immediately adjacent to the airport movement area, nor is it susceptible to becoming stuck in the mud due to the low ground pressure (~1PSI). The aluminum construction is resistant to corrosion and is buoyant enough to not be affected by tidal changes as other wheeled vehicles would be, allowing it to navigate on both land and water.

Conclusion and Recommendation

Given the unique requirements for wetland and marsh access, the Marsh Master MM-2LX as quoted represents the only viable option that meets the operational, regulatory, and funding criteria for this project. Based on the analysis above, it is Juneau International Airport's request that the FAA approve the acquisition of the Marsh Master MM-2LX under the sole-source

procurement option, as it is the only vehicle that satisfies both the functional needs and the Buy American compliance necessary for AIP funding.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Andres Delgado', with a long horizontal flourish extending to the right.

Andres Delgado
Airport Superintendent
Juneau International Airport