



MR# 24-107
Assigned by Purchasing Div.

MODIFICATION (WAIVER) REQUEST

Requesting Department & Division	Contact Name		Telephone #
Airport	Angelica Lopez-Campos		907-586-0960
Department Head Signature	Date	Original RQ #	Estimated Cost
<i>Patricia K. Kalote</i>	8/17/2023	10183	\$ 11,292.19
Is this Procurement State or Federally funded? <input type="radio"/> YES <input checked="" type="radio"/> 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.*

JBT is the sole source provider for parts needed (2 vert drive motors) to repair Passenger Boarding Bridge 5 (PBB5) since PBB5 is proprietary JBT equipment. Airport could not mix and match parts and still expect equipment to function as designed at factory standard. Furthermore, Airport can not take responsibility for PBB malfunctioning due to mix and matching part when damaging aircrafts of over \$100mil is at risk.

- 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:

Renee Lores

08/18/2023

Purchasing Officer

Date

City Manager

Date

FY	RQ	\$ Amount	PO #	Purchasing Approval

Purchasing Officer Comments:

Expiration Date: _____



Jetway® Systems
3100 S. Pennsylvania Ave.
Ogden, Utah 84401. U.S.A.

August 17, 2023

Robert Dilg
Juneau International Airport
1873 Shell Simmons Dr
Ste 200
Juneau AK, 99801

RE: 3716013.1 KIT MOT MRG ASSY 3HP 10'0 LIFT

Dear Robert,

JBT AeroTech is providing the attached listing of JBT AeroTech - Jetway business unit patents pertinent to aircraft passenger boarding bridges, pre-conditioned air units, and ground power units. As the Original Equipment Manufacturer (OEM) for these passenger boarding bridges, pre-conditioned air units, and ground power units, JBT AeroTech is the provider of all spare parts required for the maintenance of these products.

JBT AeroTech – Jetway has various patents pertaining to aircraft passenger boarding bridges in many countries. However, the below listing will only include patents in the United States. Additionally, JBT AeroTech – Jetway has had many patents for the passenger boarding bridges that have expired. Nevertheless, the methods and procedures of JBT AeroTech – Jetway in making the pertinent products remain a trade secret and are proprietary to JBT AeroTech – Jetway.

Not all Jetway passenger boarding bridges, Pre-conditioned air units, or ground power units contain the inventions covered by the patents noted on the attached list. Additionally, there are patents that are currently pending which have not been issued.

I appreciate the opportunity to be of assistance. If you have any further questions, please feel free to call.

Sincerely,

A handwritten signature in black ink, appearing to read "Scott Ezola".

Scott Ezola
Director of Aftermarket Sales
JBT AeroTech, Jetway Systems

Jetway Systems®

3100 S. Pennsylvania Ave.

Ogden, Utah 84401. U.S.A.

Phone: +1 (801) 627-6600

John Bean Technology Corporation

Airport Services | Ground Support Equipment | Jetway Systems® | Military Programs

www.jbtaerotech.com
Patent Portfolio for Jetway Systems

Product	Patent Number	Title	Expiration Date
PCAire	5,431,021	Thermoelectric Device with a Plurality of Modules Individually Controlled	11/27/2012
PCAire	5,385,020	Thermoelectric Air Cooling Method with Individual Control of Multiple Thermoelectric Devices	11/27/2012
PCAire	5,383,335	Method and Apparatus for Supplying Preconditioned Air to a Parked Aircraft	10/19/2013
PCAire	5,715,701	Double Blower Air Conditioning Unit	10/1/2016
Jetpower	4,636,720	Phase Detector	11/30/2004
Jetpower	5,075,617	Automatic Line Drop Compensator	5/2/2010
Bridge	1,080,401	Articulated Closure for a Passenger Boarding Bridge	7/1/1997
Bridge	1,154,158	Bridge Positioning Device	9/27/2000
Bridge	4,358,721	Bridge Positioning Device	4/20/2000
Bridge	4,633,152	Direct Current Motor Controller	11/29/2004
Bridge	5,667,018	Fire Control Foam Distribution System for Use in Distributing Foam beneath a Passenger Boarding Bridge	1/2/2016
Bridge	5,704,086	Passenger Boarding Bridge	1/2/2016
Bridge	5,761,757	Passenger Boarding Bridge for Servicing Commuter Aircraft	11/1/2016
Bridge	6,330,726	Gangway System	2/18/2020
Bridge	6,487,742	Side Pivot Cab for Loading or Unloading an Airplane	6/10/2019
Bridge	6,898,816	Adaptable Cab Floor Engagement Assembly for Commuter and Conventional Jet	10/4/2021
Bridge	6,993,802	Passenger Boarding Bridge (Applicant Number 711,129)	5/8/2022
Bridge	6,993,802	Passenger Boarding Bridge	11/12/2019
Bridge	7,188,383	Adaptable Cab Floor Engagement Assembly for Commuter and Conventional Jet	10/4/2021

Estimate Response Form Report



8/17/2023 10:48:18AM

JBT AeroTech Corporation
Jetway®
1805 W 2550 S
Ogden UT 84401(801) 627-6600

Customer: C001940
Pam Chapin
Juneau International Airport
1873 SHELL SIMMONS DR STE 200
JUNEAU AK 99801-7005
United States of America
Phone: 907-789-7821
Fax:

Estimate	Terms	Quote Date	Expiration Date	Salesperson	Customer Currency
E000033123	CREDIT CARD	8/8/2023	9/7/2023		USD US Dollar

Line	Quantity	Item	Unit Price	Extended Price
1	2.000		4,762.00000	
	EA	3716013.1 KIT MOT MTG ASSY 3HP 10'0 LIFT		9,524.00

NOTE: WE CANNOT HOLD TO THE FREIGHT THAT IS QUOTED FREIGHT ESTIMATES ARE SUBJECT TO CHANGE DAILY IF IT IS NOT THE SAME WHEN QUOTED ACTUALS WILL BE INVOICED ON THE DAY OF SHIPPING

- 1) Estimated freight is quoted under the line titled "freight". Price is exclusive of any applicable, customs, duties, handling and/or taxes
- 2) Minimum order amount: \$150.00.
- 3) Prices are subject to change - will confirm at time of order placement.
- 4) Restocking fee \$100 or 15% whichever is greater.
- 5) Lead time: 2 WEEKS ARO

ONE CRATE 30x23x20 @380lbs via Expeditors Air, 5-7 day transit total cost \$1768.19

Sale Amount:	9,524.00
Order Disc (0.00%):	0.00
Sales Tax:	0.00
PST Sales:	0.00
Misc Charges:	0.00
Freight:	1,768.19
Total Amount:	11,292.19

Send Remittance to: John Bean Technologies Corp - Ogden 7000 Solutions Center; Chicago, IL 60677-7000 Account Number: 1028907418, ABA Number: 043000096 SWIFT Code: PNCCUS33

From: [Gordon, Kristina](#)
To: [Angelica Lopez-Campos](#)
Subject: RE: JBT Sole Source Provider Jetbridge motors \$11,292.19
Date: Thursday, August 17, 2023 12:15:21 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

Yes it is.

Thank you,
Kristina

Due to the Volatile market, Freight Estimates are subject to change DAILY. Actuals will be invoiced on the day of shipping.

PROPRIETARY AND CONFIDENTIAL

- 1) Price quoted is **exclusive of** any applicable customs, duties, freight, handling and/or taxes
- 2) Pricing is subject to change **Validity March 7, 2023 – March 1, 2024** - Min order value will be applied on all sales orders \$150.00.
- 3) Lead-time: **Noted above or in the attached estimate – ARO to ship date**
- 4) Restocking fee \$100 or 15% whichever is greater. Return parts require an RMA issued by Jetway.
- 5) **C of C on request**, Condition New, Cage Code 54077.

www.jbtc.com/aerotech/news-and-events/press-releases/jettalk-spring-2020



KRISTINA GORDON

*JBT | AeroTech
Aftermarket Sales*

4074 S 1900 W Roy, UT 84067

E: Kristina.gordon@jbtc.com P: +1.801.629.3283 | B: +1.800.827.5515

W: www.jbtc.com/aerotech



From: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Sent: Thursday, August 17, 2023 1:22 PM

To: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Subject: RE: JBT Sole Source Provider Jetbridge motors \$11,292.19

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you Kristina! When you ship parts thru your channels, is it FOB Juneau?

Angelica Lopez-Campos

JUNEAU INTERNATIONAL AIRPORT

AIRPORT BUSINESS MANAGER

(907) 586-0960

1873 Shell Simmons Drive, Suite 200

Juneau, Alaska 99801

From: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Sent: Thursday, August 17, 2023 11:16 AM

To: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Subject: RE: JBT Sole Source Provider Jetbridge motors \$11,292.19

Hi Angelica,

Once I have the go ahead to place the order and receive a po from you. I can entered the order. It will take 2 weeks from order placement for use to ship the motors. I would suggest once you place the order, make the payment so once the 2 weeks hit we can turn around and ship.

I checked with my shipping department and yes 5-7 days is the correct transit time for the air freight. Was told that is the only option coming out of Salt Lake City. You are more than welcome to find a carrier of your own that can get it there sooner and pick up the freight. That is always an option.

Attached is the vendor form, W9 and ACH information.

Thank you,
Kristina

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W: www.jbtc.com/aerotech

From: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Sent: Thursday, August 17, 2023 12:19 PM

To: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Subject: RE: JBT Sole Source Provider Jetbridge motors \$11,292.19

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Kristina; sorry for the multiple emails but I am new in this position and I am learning all about 'purchasing requirements'.

After you receive payment, how long until you will be able to ship motors? Also, 5-7 days to ship air seems too long. Maybe 5-7 days is the total estimated time since you receive the payment until we get the parts?

Also, I need you to fill out these 2 forms. Since we are in a hurry to order these '2 kit motors', I would urge you to provide info for Electronic Payments (optional) in case my Purchasing people don't allow me to pay you via credit card. But we can also mail you the check in advance so feel free to only fill out top form of 'Vendor Form'.

Thanks, ALC

Angelica Lopez-Campos

JUNEAU INTERNATIONAL AIRPORT

AIRPORT BUSINESS MANAGER

(907) 586-0960

1873 Shell Simmons Drive, Suite 200

Juneau, Alaska 99801

From: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Sent: Thursday, August 17, 2023 9:25 AM

To: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Cc: Robert Dilg <Robert.Dilg@jnuairport.com>; Manuel Rivera <Manuel.Rivera@jnuairport.com>

Subject: RE: JBT Sole Source Provider Jetbridge motors \$11,292.19

Hi Angelica,

That will be fine. Please know that the order will not be able to ship until payment is received and let me know when that does happen once this has turned into an order.

Thank you,
Kristina

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W: www.jbtc.com/aerotech



From: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Sent: Thursday, August 17, 2023 11:16 AM

To: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Cc: Robert Dilg <Robert.Dilg@jnuairport.com>; Manuel Rivera <Manuel.Rivera@jnuairport.com>

Subject: FW: JBT Sole Source Provider Jetbridge motors \$11,292.19

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Thank you Kristina for the quote! We will let you know when we have a PO setup for this order (hoping very soon!). Just as an FYI, this will be paid via check (not credit card like your quote says) because it is over \$5,000.

Thanks, ALC

Angelica Lopez-Campos

JUNEAU INTERNATIONAL AIRPORT

AIRPORT BUSINESS MANAGER

(907) 586-0960

1873 Shell Simmons Drive, Suite 200

Juneau, Alaska 99801

From: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Sent: Thursday, August 17, 2023 8:49 AM

To: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Subject: RE: Sole Source Provider

Please see attached for you estimate with air freight

Thank you,
Kristina

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From: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Sent: Wednesday, August 16, 2023 3:12 PM

To: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Subject: RE: Sole Source Provider

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Thank you!

Angelica Lopez-Campos

JUNEAU INTERNATIONAL AIRPORT

AIRPORT BUSINESS MANAGER

(907) 586-0960

1873 Shell Simmons Drive, Suite 200

Juneau, Alaska 99801

From: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Sent: Wednesday, August 16, 2023 1:06 PM

To: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Cc: Manuel Rivera <Manuel.Rivera@jnuairport.com>; Robert Dilg <Robert.Dilg@jnuairport.com>

Subject: RE: Sole Source Provider

I have asked my shipping department again for the estimate. Sorry for the delay.

Thank you,
Kristina

Due to the Volatile market, Freight Estimates are subject to change DAILY. Actuals will be invoiced on the day of shipping.

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W: www.jbtc.com/aerotech



From: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>

Sent: Wednesday, August 16, 2023 2:56 PM

To: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Cc: Manuel Rivera <Manuel.Rivera@jnuairport.com>; Robert Dilg <Robert.Dilg@jnuairport.com>

Subject: RE: Sole Source Provider

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Hello Kristina; any news about the quote with "air freight"? Thanks, ALC

Angelica Lopez-Campos

JUNEAU INTERNATIONAL AIRPORT

AIRPORT BUSINESS MANAGER

(907) 586-0960

1873 Shell Simmons Drive, Suite 200

Juneau, Alaska 99801

From: Gordon, Kristina <Kristina.Gordon@jbtc.com>

Sent: Tuesday, August 15, 2023 11:23 AM

To: Robert Dilg <Robert.Dilg@jnuairport.com>

Cc: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>; Manuel Rivera <Manuel.Rivera@jnuairport.com>

Subject: RE: Sole Source Provider

Hi Robert,

Please see attached for the sole source letter for the motors. I have also send the quote over to my traffic department to get the cost of air freight. I will forward that along once I have it.

Thank you,
Kristina

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Sent: Tuesday, August 15, 2023 1:16 PM
To: Gordon, Kristina <Kristina.Gordon@jbtc.com>
Cc: Angelica Lopez-Campos <Angelica.Lopez-Campos@jnuairport.com>; Manuel Rivera <Manuel.Rivera@jnuairport.com>
Subject: Sole Source Provider

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Hi Kristina,

I am needing a sole source provider letter to get a PO issued to get the vert drive motors or a statement that we are buying a "kit" that would keep the PBB at factory standard. As denting a 120 million dollar plane is bad, and the number crunchers on my end are not able to see the big picture. Also can we get a quote for an air freight shipment? I was asked to get it here asap once we clear the money. Thank you for your time on this I really appreciate it.

Thanks
Bobby

Robert Dilg
Building Maintenance Supervisor
Juneau International Airport
1873 Shell Simmons Dr #200
Juneau AK, 99801
907 789-7821