



October 30, 2023

Sole Source 23/24-S

Opened: October 30, 2023

The District will recognize Commercial Air Management, Inc.'s claim to be the exclusive Channel Partner for ABB HVAC as stated in their letter as a result of no contests being submitted during this RFI. This RFI was broadcast nationwide to over 375 organizations.

We will continue to recognize this for 1 year, at which time we will again verify this claim and post another Sole Source for those who may wish to challenge.

Effective dates of this Sole Source are from October 30, 2023 – October 29, 2024.

Kathy Scott

Kathy Scott, CPPB
Procurement Specialist



Date: March 8, 2023

Subject: HVAC Drive Representative Status – **Commercial Air Management, Inc.**

To whom it may concern:

This letter confirms **Commercial Air Management, Inc.** is our exclusive Channel Partner for ABB HVAC. VFD products in their contracted Area of Primary Responsibility (APR) of Fort Myers, FL. This includes Charlotte, Collier, DeSoto, Glades, Hardee, Hendry, Highlands, Lee, Manatee and Sarasota counties. They have access to the entire HVAC portfolio of VFD products including, but not limited to, ACH580, ACH550, ACS320 and ACS800.

In addition to sales support, they carry local stock and can support your design, application, commissioning, service, training, and retrofit requirements. They are VFD subject matter experts, and your one stop shop for any VFD requirements you may have in the future.

Please do not hesitate to contact me if you have any additional questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'David Cortez', is written over a light gray rectangular background.

David Cortez

Regional Sales Manager – Southeast
HVAC Drives