

**Sole Source
Written Determination - Instructions**

Agency Identification: Trident Technical College (TTC)

Description of the agency need that this procurement fulfills:

In order to train students on the Bendix air braking architecture, the leading and most popular braking system on tractor-trailers in the United States, TTC requires a comprehensive, modern tractor-trailer air brake training system that enables students to learn inspection, operation, maintenance, repair, and diagnostics of heavy-duty air brake systems as they are currently used in the commercial trucking industry. The system must support the following needs

1. Provide training on Bendix braking architecture with Bendix and Wabco Advanced electronic braking system (ABS)

TTC's Commercial CDL training fleet currently uses Bendix braking systems. Acquiring an air braking system trainer equipped with the same Bendix components will enable students to train on identical systems, bridging the gap between classroom instruction and real-world application. This alignment will allow students to diagnose issues and observe actual wear and maintenance challenges present in the college's fleet of commercial trucks. To prepare students for real-world service environments, TTC must train on OEM-correct Bendix architecture, not simplified or generic representations. Advanced electronic braking systems such as ABS and related electronic controls are now standard in commercial fleets. Students must understand how mechanical air brake components interact with electronic controls, sensors, and modules. Training on actual Bendix and Wabco system logic ensures students can accurately interpret fault codes, understand system behavior, and apply proper diagnostic procedures they will encounter in the field.

2. Provide training on full tractor-trailer integration with air disc and air drum brakes

Diesel technicians service complete vehicle combinations—not isolated components. A fully integrated tractor-trailer system is essential for teaching how air supply, braking commands, and electronic signals flow across the entire vehicle. Including both air disc and air drum brakes reflects the diversity of configurations currently used in commercial fleets. Disc and drum systems operate differently, have distinct service procedures, and present different failure modes. Without full integration and both foundation brake types, students would not gain the system-level understanding required to diagnose brake imbalance, ABS communication issues, or trailer-related braking faults.

3. Provide training using curriculum designed by the trainer manufacturer that includes structured, fault-based troubleshooting

Curriculum that is developed by the manufacturer of the air brake training system ensures instructional consistency, accurate use of the trainer's full capabilities, and efficient onboarding of new instructors. Alternative options would require TTC to develop or adapt curriculum independently, increasing instructional risk and the likelihood of underutilizing the equipment.

4. Provide training using interchangeable real-world components and a separate disc and drum wheel-end system cutaway

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Hands-on learning is critical in diesel education. Interchangeable real-world components allow students to practice removal, installation, inspection, and diagnosis using the same parts found on commercial vehicles. A dedicated disc and drum wheel-end cutaway system enables clear visualization of internal operation while still supporting functional system interaction. This combination allows students to understand how component wear, adjustment, and failure directly impact braking performance and electronic system responses. Cutaway visibility paired with operational realism bridges the gap between theory and applied service skills.

Describe the Market Based on Research Performed:

Trident Technical College's Manufacturing and Maintenance Dean web searched and used AI to search for Tractor Air Brake System Trainers. Keywords used: "Bendix Educational trainer," "tractor air brake system trainer," "wabco advanced air brake trainer." He then reviewed available commercial air brake training systems based on TTC's training need.

Sole Source Vendor Name:

Georgia Educational Solutions
6246 Rosecommon Dr
Peachtree Corners, GA 30092

Based upon the following determination, Agency proposes to acquire the supplies, construction, information technology, and/or services described herein from the vendor named above per SC Code Ann § 11-35-1560 and SC Regulation 19-445.2105, Sole Source Procurement.

Description of supplies, construction, information technology, and/or services vendor will provide under the contract:

HV-125-BWP: Bendix Premium Tractor Trailer Air Brake Training System
Includes Bendix Premium ABS/ATC and Wabco ABS/ESP. With vinyl dust covers for tractor and trailer

HV-124 DC: Trailer Disc with Spring Brake
HV-124 DM: Trailer Drum with Spring Brake
HV-124 FDM: Front Tractor Drum w/o Spring Brake
HV-125- PD: Set of Defective Components
HV-125-TH-KIT: Set of Breakout Boxes and T-Harnesses
93788: NEXIQ USB Link 2 Communications Interface
HV-126-DC: Air Disc Wheel End Training System w/ Cutaways
HV-126-DM: Air Drum Wheel End Training System with Cutaways
EC-127: Cutaway 30/30 Air Brake Chamber

1 year warranty covering materials and repair
Training via Teams with a Consulab educational specialist
Air Brake curriculum with structured, fault-based troubleshooting

Explain why the described solution is the only solution that meets the agency's need and how no other identified solutions were sufficient.

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Based on market research conducted by the Dean of Manufacturing and Maintenance, which included web searches and a review of available commercial air brake training systems, Consulab's HV-125-BWP Bendix Premium Tractor Trailer Air Brake Training System is the only identified training solution that fully meets TTC's instructional requirements listed above. These requirements include full tractor-trailer integration with air disc and air drum brakes, curriculum designed by the trainer manufacturer that includes structured, fault-based troubleshooting; interchangeable real-world components; and a separate disc and drum wheel-end system cutaway. This is the only system that provides all of these features within a single, cohesive training platform that is compatible with TTC's CDL fleet.

Georgia Educational Solutions is the only authorized dealer for Consulab products in South Carolina.

Contract Period: One-Time Purchase

Contract Amount: \$126,000

Commodity Code: 880

Required Signatures:

Prepared by: Sean McGowan

Date: 05 / 11 / 2026

Printed Name: Sean McGowan

Title: Procurement Manager

Approved by: _____

Approval Date: ___ / ___ / ___

Printed Name: Vicky Wood, Ph.D

Title: President

Or Designee:

Signed by:

BB72D2089365401...

Approved by: _____

Approval Date: 5/12/2026 / ___ / ___

Printed Name: Kevin Beck

Title: Vice President Finance & Business Affairs

The last page contains instructions and is not required to be retained

Blanket Sole Source Yes No

Contract \$50,000 or greater. Drug Free Workplace Act Form Yes No

Signed Drug Free Workplace Certification form attached: Yes No

Open Trade Certification Attached Yes No



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July 22nd, 2025

Mr. Robert Elliot
Dean, Manufacturing & Industrial Systems Technology
Trident Technical College
7000 Rivers Avenue.
North Charleston, SC 29423

Hello Mr. Elliot,

Please be advised that Georgia Educational Solutions (GES), with offices Peachtree Corners, GA, is the sole authorized source for all ConsuLab Training Aids products in the States of Georgia, Tennessee, and South Carolina.

This includes, but is not limited to all Consulab trainers listed on GES Quote #27323 attached.

ConsuLab training aids are not available through any other third-party reseller or distributor in the above listed territories.

We appreciate this opportunity to continue providing premium quality training aids for use in your auto/diesel program. Should you require any additional information about ConsuLab training aids, please feel free to contact me either by telephone at 1-800-567-0791, extension 6073, or by email at jbukowski@consulab.com.

Sincerely,
ConsuLab Educatech, Inc.

A handwritten signature in black ink, appearing to read 'John Bukowski'.

John Bukowski
Vice President of Customer Experience
and Satisfaction

cc: Jimmy Dinsmore, ConsuLab