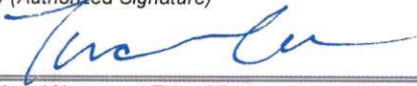


## OPEN TRADE REPRESENTATION

(S.C. Code Ann. §§ 11-35-5300)

*The following representation, which is required by Section 11-35-5300(A), is a material inducement for the State to award a contract to you.*

I, the official named below, certify I am duly authorized to execute this certification on behalf of the vendor identified below, and, as of the date of my signature, the vendor identified below is not currently engaged in the boycott of a person or an entity based in or doing business with a jurisdiction with whom South Carolina can enjoy open trade, as defined in SC Code Section 11-35-5300.

<i>Vendor Name (Printed)</i> Technical Training Aids	<i>State Vendor No.</i> 7000146902
<i>By (Authorized Signature)</i> 	<i>Date Executed</i> 10/19/2023
<i>Printed Name and Title of Person Signing</i> Travis Coon, President	<i>[Not used]</i>



9/6/2023

Mr. Terry Smith  
Horry Georgetown Technical College  
Conway, SC

Subject: Amatrol Sole Source Letter

Dear Mr. Smith,

This is to advise your organization that *Technical Training Aids 2076 Valleydale Terrace Birmingham, Alabama 35244*, is the authorized distributor for Amatrol products within the state of South Carolina.

Amatrol uses exclusive distributors for specific states. Therefore, *Technical Training Aids* is the only distributor supported by Amatrol for South Carolina purchases.

Amatrol is the only manufacturer that can produce and supply the following equipment quoted by *Technical Training Aids*: T7130

All Amatrol learning systems include student curriculum and instructor's guides, which can be used in either a self-paced or lecture-lab environment. All Amatrol curriculums use the same format, including learning objectives and industry skills. The instructor's curriculum includes all testing, authentic (skills) assessment resources, and rubrics for consistent student assessment.

If you need further information, please contact me at 800-264-8285.

Sincerely,

A handwritten signature in black ink, appearing to read "Kent Powell", is written over a light blue horizontal line.

Kent Powell  
North American Sales Manager

**Learning Systems for Technical Education**

[www.amatrol.com](http://www.amatrol.com) Fax 812-283-1584 Phone 812-288-8285

**Authorized signature is the agency head unless the agency head has delegated that authority. Delegation of authority must be submitted to the Materials Management Officer in writing.**

**The Agency must obtain a Drug-free Workplace certification from the Vendor if the sole source procurement is \$50,000 or greater.**

**JUSTIFICATION FOR  
SOLE SOURCE PROCUREMENT**

Agency: Horry-Georgetown Technical College #SS-0180

Sole Source Vendor: Technical Training Aids


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 S.C. Code Ann. §11-35-1560 and S.C. Regulation 19-445.2105, Sole Source Procurement.

Description of the Agency need that this procurement meets: Horry-Georgetown Technical College is a 2-year Technical College who's mission is to train students to work in the area/state of South Carolina. Our curriculums are based on the needs of area industry and it is our job to educate students to be employable in said industries. In this instance, it is for the HVAC/Refrigeration repair industry.

Description of market research Agency performed to determine the availability of products or services that would meet the Agency's needs: The College has a long history of purchasing these types of industry simulation equipment. There are two major distributors for these types of products and they are Technical Training Aids and Southeastern Educational Systems. Both vendors products were reviewed.

Description of supplies, construction, information technology, and/or services Vendor will provide under the contract: Amatrol T7130 Residential Mini-Split Heat Pump Learning System. This is a simulation training system used by our HVAC/Refrigeration Program. It includes a mobile workstation, single head ductless mini-split heat pump condenser, refrigerant R0410a, wall-mount evaporator, condensate pump, exposed outdoor control board mounted on workstation, computer-based fault insertion system, M19174 Student Curriculum, C19174 Instructor's Guide, Instructor's Resource Print CD, D19174 Installation Guide, H19174 Student Reference.

Detailed explanation why no other vendor's supplies, construction, information technology, and/or services will meet the needs of the Agency: It was determine that the Amatrol T7130 met all the needs of the program and is the only product that includes a curriculum capable of both self-directed and instructor-directed study. All activities must correlate directly to the hardware supplied, with detailed illustrations and diagrams. This product will integrate with other Amatrol products purchased for our megatronics program and would allow our students to cross-train in these curriculms.

  
Authorized Signature  
Printed Name: Harold Hawley  
Title: VP Finance and Accounts Rec.  
Date: 10/18/2023

**Notes:**

### **Residential Mini-Split Heat Pump Learning System**

This system shall teach critical hands-on HVACR skills related to residential ductless (“mini-split”) HVAC systems using real industrial equipment, such as: a heat pump condenser, evaporator unit, thermostat, panel-mounted gauges, and condensate pump. Learners will also study a wide variety of relevant residential heat pump topics, including: remote controller adjustments, heating and cooling modes, LED indicators, communication between units, and system troubleshooting. Uses R-410a refrigerant.

This system requires access to a floor drain supplied by the customer. Additional requirements include a computer (visit [www.amatrol.com/support/computer-requirements](http://www.amatrol.com/support/computer-requirements) for details) and electric service (220V/60Hz/1ph) and (120V/60Hz/1ph).

This system shall consist of:

#### **Mobile Workstation**

The mobile workstation shall be made of 1.5-inch steel tubing frame with a floor-standing design. Components shall be mounted directly to the frame and/or on vertical stainless-steel panels. Adjustable casters shall be attached to the bottom of the frame. It shall include the following components:

- Heat Pump Condenser
- Evaporator
- Condensate Pump
- FaultPro Computer-Based Fault Insertion System

#### **Student Curriculum**

The student curriculum shall consist of one (1) set of five (5) interactive multimedia eLearning curriculum modules with multiple industry skills covering the following topics: remote controller adjustments, heating and cooling modes, LED indicators, communication between units, and system troubleshooting.

The student curriculum shall be designed in a skill-based format that focuses on teaching industry-relevant tasks. The objectives shall be accomplished by organizing the learning material into multiple segments per module. All learning material needed shall be contained in the modules, including text material, laboratory equipment activities, and multimedia directions. No external text sources shall be required. The specific cognitive skills taught by each text passage shall be identified next to the passage. Each lab activity shall be identified by the industrial task taught. All activities shall be highly-detailed with step-by-step instructions to facilitate a self-directed learning environment. A combination of step-by-step enabling activities and creative, problem-solving activities shall be provided. A self-review of five to ten questions shall be provided after each segment. The curriculum must be capable of both self-directed and instructor-directed study. All activities must correlate directly to the hardware supplied, with detailed illustrations and diagrams.

#### **Instructor's Guide**

An instructor's guide shall be provided. It shall contain student data sheets, data sheet solutions, self-review answers, quizzes, quiz answers, student skill record sheets, and authentic assessments. A quiz shall be provided for each module. A question shall be provided in each quiz for each cognitive objective taught. All tasks listed in the modules shall be listed on personalized student record sheets. The instructor's guide shall include directions for authentic skill assessment.

**Amatrol Model No. T7130 or equal**



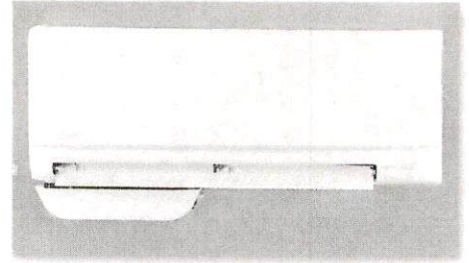
## Technical Data

Complete technical specifications available upon request.

Mobile Workstation  
Heat Pump Condenser  
Evaporator  
Condensate Pump  
FaultPro Computer-Based Fault Insertion System  
Multimedia Curriculum (M19174)  
Instructor's Guide (C19174)  
Installation Guide (D19174)  
Student Reference Guide (H19174)  
Additional Requirements:  
R410a refrigerant  
Customer-supplied floor drain  
Computer (Visit [www.amatrol.com/support/computer-requirements-for-details](http://www.amatrol.com/support/computer-requirements-for-details).)  
Utilities Required:  
Electric (220V/60Hz/1ph) and (120V/60Hz/1ph)

## Study Residential Mini-Split Components and Practice on Real-World Equipment

When it comes to learning important residential mini-split heat pump system skills, there's simply no substitute for hands-on experience with real equipment that technicians will encounter on the job. That's why Amatrol's Residential Mini-Split Heat Pump Learning System features real industrial HVACR equipment, including a heat pump condenser, evaporator unit, and condensate pump. The T7130 was also designed to include transparent housings and pipes with LED illumination that allows learners to see inside the system.



Real industrial components give learners hands-on experience

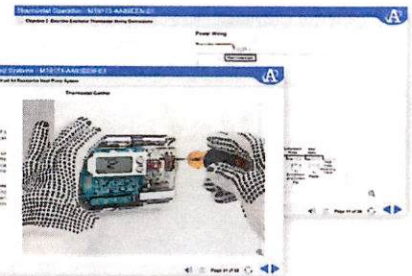
## Real-World Troubleshooting with FaultPro



The T7130 features FaultPro, Amatrol's exclusive electronic fault insertion system. FaultPro allows users to insert 28 mechanical and electrical faults into the system for realistic troubleshooting of situations they will encounter on the job. For example, the T7130 includes faults related to failures involving the fan motor, fuses, input power/wiring, compressor, and sensors. FaultPro's computer-based faults automatically track progress, enabling learners to gain troubleshooting skills in a self-paced environment that ensures that faults are inserted safely, protecting both learners and equipment.

## Interactive Multimedia eLearning Curriculum

Amatrol's curriculum features a highly-interactive, multimedia format that includes stunning 3D graphics and videos, voiceovers of all text, and interactive quizzes and exercises designed to appeal to learners with different learning styles. The T7130 curriculum teaches learners the fundamentals of residential mini-split heat pump systems.



For example, learners using these systems can expect to learn critical hands-on skills, including:

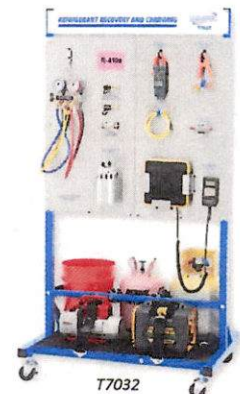
- Adjusting remote controller settings
- Using mini-split system LED indicators to troubleshoot a system
- Verifying communication between indoor and outdoor units
- Testing a four-way valve reversing valve coil
- Troubleshooting system cut-out

## Student Reference Guides

A sample copy of the Residential Mini-Split Heat Pump Student Reference Guide is also included with the system for your evaluation. Sourced from the system's curriculum, the Student Reference Guide takes the entire series' technical content contained in the learning objectives and combines them into one perfectly-bound book. Student Reference Guides supplement this course by providing a condensed, inexpensive reference tool that learners will find invaluable once they finish their training, making it the perfect course takeaway.

## Related HVACR Training Systems

Want to explore more HVACR topics? Be sure to check out Amatrol's other HVACR training systems, including the Residential Heat Pump Troubleshooting Learning System (T7100) and the Refrigerant Recovery and Charging Learning Systems for R134a/R410a (T7031/T7032). Each of these systems features Amatrol's interactive multimedia eLearning curriculum and real, industrial HVACR equipment to teach critical hands-on skills.



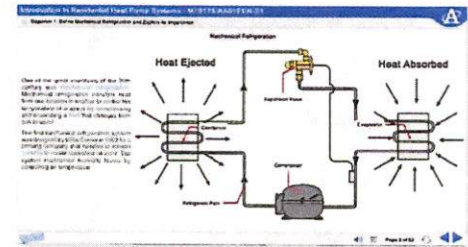
2400 Centennial Blvd. Jeffersonville, IN 47130 USA 800.264.8285 812.288.8285 [www.amatrol.com](http://www.amatrol.com)

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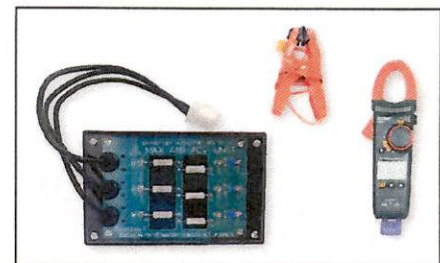


# Residential Mini-Split Heat Pump Learning System

T7130



Interactive Multimedia



**FAULTPRO™**  
COMPUTER-BASED FAULT INSERTION

## Learning Topics:

- Mechanical Refrigeration
- Mini-Split Heat Pump System Operation
- Remote Controller Settings & Adjustments
- Heating & Cooling Modes
- LED Indicators & Communication Between Units
- Power Supply Testing
- Component Tests
- System Troubleshooting

Amatrol's Residential Mini-Split Heat Pump Learning System (T7130) teaches the critical hands-on skills HVACR technicians need to succeed when working with residential ductless ("mini-split") HVAC systems. Learners will work with real equipment, such as: a heat pump condenser, evaporator unit, thermostat, panel-mounted gauges, and condensate pump.

In addition to developing hands-on skills with real equipment, learners will use Amatrol's interactive multimedia eLearning curriculum to cover a wide variety of fundamental residential mini-split system topics, including: remote controller adjustments, heating and cooling modes, LED indicators, communication between units, and system troubleshooting.







2076 Valleydale Terrace  
Birmingham, AL 35244

**Quote Prepared For:**

**Horry Georgetown Technical College**

**Date**  
**9/6/2023**

**Expires in 90 Days**

**Quotation Prepared By:**  
**Fred Langley    fred@ttaweb.com**  
**828-234-1851    Fax: 205-987-7460**

<b>Item #</b>	<b>Description</b>	<b>Quantity</b>	<b>Unit Price</b>	<b>Total Price</b>
---------------	--------------------	-----------------	-------------------	--------------------



T7130	Residential Mini-Split Heat Pump Learning System Uses R-410a refrigerant. Requires 220V/60Hz/1ph split phase 4-wire electrical, 120V/60Hz/1ph electrical, PC and customer-supplied floor drain. See <a href="http://www.amatrol.com/support">www.amatrol.com/support</a> for PC requirements.	1	\$23,960.00	\$23,960.00
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Includes (1) Mobile Workstation; (1) Heat Pump  
Condenser; Refrigerant R-410a; (1) Evaporator; (1)  
Condensate Pump; (1) Computer-Based Fault Insertion  
System; (1) M19174 Student Curriculum - PC-Based  
Multimedia; (1) C19174 Instructor's Guide; (1) K19174  
Instructor's Resource Print CD; (1) D19174 Installation  
Guide; (1) H19174 Student Reference.

<b>SubTotal</b>	<b>\$23,960.00</b>
<b>Freight</b>	<b>\$540.00</b>
<b>Tax</b>	<b>\$1,960.00</b>
<b>Total</b>	<b>\$26,460.00</b>





# Technical Training Aids

2076 Valleydale Terrace  
Birmingham, AL 35244

### Quote Prepared For:

**Horry Georgetown Technical College**

**Date**  
**9/6/2023**  
**Expires in 90 Days**

**Quotation Prepared By:**  
**Fred Langley** fred@ttaweb.com  
**828-234-1851** Fax: 205-987-7460

Item #	Description	Quantity	Unit Price	Total Price
--------	-------------	----------	------------	-------------



T7130

Residential Mini-Split Heat Pump Learning System  
Uses R-410a refrigerant. Requires 220V/60Hz/1ph split  
phase 4-wire electrical, 120V/60Hz/1ph electrical, PC  
and customer-supplied floor drain. See  
[www.amatrol.com/support](http://www.amatrol.com/support) for PC requirements.

1

\$23,960.00

\$23,960.00

Includes (1) Mobile Workstation; (1) Heat Pump  
Condenser; Refrigerant R-410a; (1) Evaporator; (1)  
Condensate Pump; (1) Computer-Based Fault Insertion  
System; (1) M19174 Student Curriculum - PC-Based  
Multimedia; (1) C19174 Instructor's Guide; (1) K19174  
Instructor's Resource Print CD; (1) D19174 Installation  
Guide; (1) H19174 Student Reference.

SubTotal	\$23,960.00
Freight	\$540.00
Tax	\$1,960.00
<b>Total</b>	<b>\$26,460.00</b>

# HORRY-GEORGETOWN TECHNICAL COLLEGE

DATE 10/19/2023

P.O BOX 261966/ CONWAY, SC 29528-6066

## PURCHASE REQUISITION

DEPARTMENT HVAC

Terry Smith  
Requestor

Jeff Ball  
Signature Approval of Department Head

SHIP TO:  Conway  Grand Strand  Georgetown  
 G S Conf Center  Spier Healthcare Center  Spier Dental Expansion

P.O. Number TBD POC 46433

Brandon W. Haselden  
Signature Approval of Academic Dean

Adrienne  
Signature Approval of Vice President  
President

### VENDOR INFORMATION

(A completed + signed W-9 required for New Vendors)

Technical Training Aids  
\_\_\_\_\_  
\_\_\_\_\_

### PROCEDURE FOR NON-STATE PURCHASES

ALL VENDORS MUST BE GIVEN IDENTICAL SPECIFICATIONS

Below - 2500.00 One Vendor  
 2500.01 - 10,000.00 Attach 3 Written Quotes  
 Above 10,000.01 Contact Procurement Manager

### Signature Scale:

01-1000.00 Dept Head Only  
 1000.01-2000.00 Dept Head + Academic Dean (if applicable)  
 Above 2000.00 Dept Head, Academic Dean (if applicable) & V. P.

Fred Langley

828-234-1851

fred@ttaweb.com

Date Needed

Vendor Contact

Vendor Telephone #

Vendor Fax #

Vendor Email:

QUANTITY	UNIT OF MEASURE	DESCRIPTION	UNIT COST	TOTAL
1	ea	Residential Mini-split heat pump learning system.	\$23,960	
		Freight	540	
		Tax	1,960	
		Total		\$26,460
This order is a Sole Source purchase. Documents Attached				

ORDER PLACEMENT INSTRUCTION: Mail P.O. to Vendor  FAX P.O. to Vendor  Requestor to Pick Up Items  Requestor to Place Order

IF A CHECK IS REQUIRED, PLEASE CHOOSE THE APPROPRIATE BOX.  
 Mail Check with ORDER  Give Check to REQUESTER

Attach Order Form, Registration or Membership to the Requisition for Prepay Orders.  
 For On-Line Requisitioning, write the Requisition Number on the Attachment, and send it to the Procurement Office.

Organization and Account Number: Perkins #PK1105 21400-80001-7507 White Copy - Vendor/Requestor Yellow Copy - Finance

KMT 10/30/23



**HORRY GEORGETOWN  
TECHNICAL COLLEGE**  
2050 Hwy 501 E Conway, SC 29526  
(Phone) 843-349-7830 (Fax) 843-349-5270

**Vendor:**

H00272803  
Technical Training Aids  
P.O. BOX 931501  
Atlanta GA 31193

PO Number:	<b>P0040433</b>
Issue Date:	<b>10/31/23</b>
Request No:	
Fiscal Year:	<b>24</b>

**Billing Address:** Horry Georgetown Technical College  
Attn: Accounts Payable  
PO Box 261966  
Conway, SC 29528  
**Or Email To:** AccountsPayable@hgtc.edu

**Ship to:** HVAC Program  
Horry-Georgetown Tech College  
2050 Hwy 501 E  
Conway SC 29526

**PO NUMBER MUST BE ON YOUR INVOICE**

**Requestor:** Terry Smith/Jeff Ball

**HGTC Shipping and Receiving Hours ALL CAMPUSES**  
8AM - 4PM: Mon-Thurs 8AM - Noon: Friday

**Terms** NET 30

Description	Quantity	Unit Cost	Total Cost
Freight Fee	1.00 EA	540.0000	540.00
Tax:	Pay 8	tax to vendor	43.20
		Item Subtotal:	583.20

Email: fred@ttaweb.com

**TOTAL: 26,460.00**

PRICING IS DEEMED TO BE FAIR AND REASONABLE

Account Codes

21400-80001-7507-PK1105

\$26,460.00

Purchasing Agent: Dianna Cecala





**Vendor:**

H00272803  
 Technical Training Aids  
 P.O. BOX 931501  
 Atlanta GA 31193

PO Number:	<b>P0040433</b>
Issue Date:	<b>10/31/23</b>
Request No:	
Fiscal Year:	<b>24</b>

**Billing Address:** Horry Georgetown Technical College  
 Attn: Accounts Payable  
 PO Box 261966  
 Conway, SC 29528  
**Or Email To:** AccountsPayable@hgtc.edu  
**PO NUMBER MUST BE ON YOUR INVOICE**

**Ship to:** HVAC Program  
 Horry-Georgetown Tech College  
 2050 Hwy 501 E  
 Conway SC 29526  
**Requestor:** Terry Smith/Jeff Ball

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\$26,460.00

Purchasing Agent: Dianna Cecala



**Vendor:**

H00272803  
 Technical Training Aids  
 P.O. BOX 931501  
 Atlanta GA 31193

PO Number:	<b>P0040433</b>
Issue Date:	<b>10/31/23</b>
Request No:	
Fiscal Year:	<b>24</b>

<p><b>Billing Address:</b> Horry Georgetown Technical College                  Attn: Accounts Payable                  PO Box 261966                  Conway, SC 29528</p> <p><b>Or Email To:</b> AccountsPayable@hgtc.edu</p> <p style="text-align: center;"><b>PO NUMBER MUST BE ON YOUR INVOICE</b></p>	<p><b>Ship to:</b> HVAC Program                  Horry-Georgetown Tech College                  2050 Hwy 501 E                  Conway SC 29526</p> <p><b>Requestor:</b> Terry Smith/Jeff Ball</p>
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<p><b>HGTC Shipping and Receiving Hours ALL CAMPUSES</b>                  8AM - 4PM: Mon-Thurs 8AM - Noon: Friday</p>	<p>Terms NET 30</p>
---	---------------------

Description	Quantity	Unit Cost	Total Cost
THIS IS A SOLE SOURCE PURCHASE Reference Vendor Quote dated 9/6/2023 See Attached Documents For College HVAC Program			
T7130 Residential Mini-Splint Heat Pump Learning System. Includes: Workstation, Heat Pump Condenser, Refrigerant, Evaporator, Condensate Pump, computer-Based Fault Insertion System, M19174 Student curriculum, Instructor's Guide, Installation Guide, Student Reference HGTC Tag #Z05500272	1.00 EA	23,960.0000	23,960.00
Tax:		Pay 8 tax to vendor	1,916.80
		Item Subtotal:	25,876.80

Email: fred@ttaweb.com	<b>TOTAL: CONTINUED</b>
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PRICING IS DEEMED TO BE FAIR AND REASONABLE

Account Codes

21400-80001-7507-PK1105

**\$26,460.00**

Purchasing Agent: Dianna Cecala