

JUSTIFICATION FOR SOLE SOURCE (SAP <\$150k)

Ref: FAR 13.106 and NAVSUP 4200.85D Chapter 5 Para. 2.b.(5)

The service or material listed on (Document number)3008-1407 is sole source and competition must be restricted to one source, or to only one brand name for reasons indicated below. There are no substitutes available for this material.

Restricted to the following source or brand name. Provide original manufacturer's name. (If a sole source manufacturer distributes via dealers, ALSO provide dealer information.)

Manufacturer: TERN INC  
Manufacturer POC & Phone No. [REDACTED]  
Mfr. Address: 5712 INDUSTRIAL PARK ROAD PO BOX 347 WINONA, MN 55987  
Manufacturers Dealer/Rep N/A  
Dealer/Rep Address/Phone Number N/A

X Description of the item or service required, the estimated cost, and required delivery date.

Require replacement of 12 each hand winches manufactured by Thern inc. The winches are [REDACTED]. Required delivery date of 1/18/2013.

X Specific characteristics of the material or service that limit the availability to a sole source or particular brand name (unique features, function of the item, etc.). Describe in detail why only this suggested source can furnish the requirements to the exclusion of other sources.

NAVAIR REI 08-5327 requires that "the new [winches must be] an exact duplicate of the present winches". DWG 02-31003 does not provide enough information for a manufacturer to produce an exact duplicate of the winches. The details of the gears, handle, and material types are not shown by drawing 02-31003 and are proprietary to Thern inc. Therefore Thern inc. is the only authorized manufacturer for the winches that could produce "identical" winches.

X The requested material or service represents the minimum requirements of the government

CHECK & FILL IN ALL APPLICABLE BLANKS BELOW

X The material/service must be compatible in all aspects (form, fit and function) with existing systems presently installed. Justi Describe the equipment you have now and how the new item/service must coordinate, connect, or interface with the existing system.

The winch provided by Thern is identical to what is currently installed. The winches have a unique form and fit that do not allow substitution by other manufacturer winches. Individual parts on the winches such as the gears, body, etc. must be interchangeable from one winch to another. No manufacturing details of the individual parts are available (because they are proprietary to Thern) so another manufacturer would not be able to manufacture a winch that is identical to the ones manufactured by Thern.

X A patent, copyright, or proprietary data limits competition. The proprietary data is: Drawing details for the gears, body, material specifications and other critical components are not proprietary to Thern.

X These are "direct replacements" parts/components for existing brand name equipment. Other information to support a sole-source buy:  
The replacement winches from Thern Inc are direct replacement items. They meet all the requirements set forth by NAVAIR per drawing 02-31003 and REI 08-5327.

I CERTIFY THAT STATEMENTS CHECKED, AND INFORMATION PROVIDED ABOVE, ARE COMPLETE AND CORRECT TO THE BEST OF MY KNOWLEDGE AND DO NOT CONTAIN CLASSIFIED INFORMATION. I UNDERSTAND THAT THE PROCESSING OF THIS SOLE-SOURCE JUSTIFICATION PRECLUDES THE USE OF FULL AND OPEN COMPETITION.

Signature [REDACTED] Activity Puget Sound Naval Shipyard [REDACTED]

Title Mechanical Engineer Date 10/18/12

Contracting Officer Signature [Signature] Date 1/10/2013  
FISCPs 4200/180 (Rev. 10/1/10)