

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 6061-4625 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: Capital Safety USA (Brand: DBI-Sala)

Manufacturer POC & Phone Nr. 1-800-328-6146

Mfr. 3833 Sala Way, Red Wing, MN 55066-5005

Manufacturers Dealer/Rep: Sound Safety Products, Co/ Eric Olmstead

Dealer/Rep Address/Phone Number: 425-259-0026

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

DBI-Sala P/N 1246245: 6' Lanyard, Dbl Elastic Leg, w/Snap Hook and Steel Rebar - Qty 150

RDD: 04/13/2016

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.

In 2008, NAVSEA challenged the shipyards to come up with a combined corporate fall protection program and funded the initial set-up of "Standard Fall Protection Kits". Salient characteristics were written for each piece of gear needed and the contract was put out for solicitation by FISC at the Bremerton site, bid samples were also requested at the time of solicitation. The fall protection program managers from each shipyard along with PSNS & IMF, Shop 06 and Code 980 reviewed every piece of gear submitted and evaluated each item on its own merit and verified that each piece meet the ANSI Z359.0-2007 and ANSI Z359.1-2007 requirements. Many did not, even though they stated they did. Eventually, contract N00406-08-D-8204 was awarded to Sound Safety Products for DBI/SALA gear to provide each shipyard with seed gear to set up the beginnings of our corporate fall protection program. All four shipyards have coordinated the development of corporate fall protection training and corporate Competent Person training based on DBI-Sala equipment. The development of this training has been evolving for over two years.

Currently, all four Shipyards are using DBI-Sala harness and lanyard fall protection gear as the NAVSEA standard. Uniformity is a critical element to the planned Shipyard-wide Corporate training program for employees on fall protection equipment and procedures. Employees are already trained and familiar with the DBI-Sala system and will know the proper way to react in emergency situation when an employee takes a fall, despite the Shipyard environment or location. Having more than one manufacturer could be a complicated situation and would have to be carefully mitigated. Concerns of wearing different fall protection systems would leave the employee questioning the correct procedure for each to use the equipment properly. An example would be DBI/Sala Self Retracting Lifelines require 6 feet of clearance, where many other manufacturers require 7.5 feet of clearance. To expect employees to memorize multiple clearance ranges with different harnesses is unrealistic and dangerous.

The requested material or service represents the minimum requirements of the Government.

CHECK & FILL IN ALL APPLICABLE BLANKS BELOW

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

Currently the DBI-Sala fall arresting kits that are issued include trauma straps. Code 106 requires the trauma straps as an added safety precaution. Should a new manufacturer's product be introduced at PSNS & IMF, new trauma straps would have to be purchased. Prices on the trauma straps can vary depending on the manufacturer, but are typically \$25.00 to \$35.00. Approximately 2,500 fall protection kits are available for check out at any given

time. If the trauma straps were to be purchased independently due to incompatibility, at an average price of \$30.00 at 2,500 units equals approximately \$75,000 in trauma straps alone. Other products that are relevant for a complete fall protection system may also need to be purchased as well due to incompatibilities' with the current system in place. Further review of different manufacturer's products may require engineering scrutiny and testing to validate the compatibility with current fall arresting gear. Product consistency is critical for system compatibility and function.

 A patent, copyright, or proprietary data limits competition. The proprietary data is:

 X These are "direct replacements" parts/components for existing brand name equipment.

 X Other information to support a sole-source buy:

If a new system is incorporated into the current fall system inventory, the cost to retrain would not only be a considerable duplication of efforts already conducted, but would also have a great financial impact to the Government. Employees that are currently utilizing DBI/Sala fall arrest gear are mandated to take a 4 hour Fall Training Course provided by Code 900T. This 4 hour block familiarizes the employee with DBI/Sala fall protection equipment. With the average shipyard production hourly rate of \$43.75 per hour, it would cost approximately \$175 per employee to retrain on an unfamiliar system. With approximately 4,000 employees currently trained in Fall Training at PSNS & IMF, the retraining effort would cost approximately \$700,000. This cost does not include production man-hours lost to retrain on Shipyard projects. All Shop 06 fall gear inspectors would need to be retrained as well. Shop 06 labor rate is currently \$40.18 an hour and the inspector training is also a 4 hour course and PSNS currently has approximately 50 qualified inspectors. This retraining effort would cost over \$8,000 as well.

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.

LASLEY,STEPHEN.EUGENE.1163

453416

Date

Digitally signed by LASLEY.STEPHEN.EUGENE.1163453416
DN: c=US, o=U.S. Government, ou=DoD, ou=PKI, ou=USN,
cn=LASLEY.STEPHEN.EUGENE.1163453416
Date: 2016.03.01 12:00:26 -08'00'

Contracting Officer Signature _____

Date _____

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 6061-4626 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.

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Mfr. 3833 Sala Way, Red Wing, MN 55066-5005
Manufacturers Dealer/Rep: Sound Safety Products, Co/ Eric Olmstead
Dealer/Rep Address/Phone Number: 425-259-0026

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

DBI-Sala P/N 1104775: Harness, Kevlar - Qty: 120 [REDACTED]

RDD: 04/15/2016

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.

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_____ A patent, copyright, or proprietary data limits competition. The proprietary data is:

X These are "direct replacements" parts/components for existing brand name equipment.

X Other information to support a sole-source buy:

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Signature **LASLEY.STEPHEN.EUGENE.11** Digitally signed by LASLEY.STEPHEN.EUGENE.1163453416
DN: c=US, o=U.S. Government, ou=DoD, ou=PKI, ou=USN,
63453416 Date cn=LASLEY.STEPHEN.EUGENE.1163453416
Date: 2016.03.01 11:32:14 -08'00'

Contracting Officer Signature _____ Date _____

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

DBI-Sala P/N 1111667: Harness, Standard - Qty 150, [REDACTED]

RDD:04/15/2016

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Title **NE.1163453416** DN: c=US, o=U.S. Government, ou=DoD, ou=PKI, ou=USN,
Date **2016.03.01 11:42:16 -08'00'** cn=LASLEY.STEPHEN.EUGENE.1163453416
Contracting Officer Signature _____ Date _____