

**JUSTIFICATION FOR OTHER THAN FULL AND OPEN COMPETITION
FOR A PARTICULAR BRAND NAME, PRODUCT, OR A FEATURE OF A PRODUCT
PARTICULAR TO ONE MANUFACTURER**

Solicitation No.: R11PS34239

Title: Floway Replacement Pumps

Introduction: Pursuant to Federal Acquisition Regulation 11.105(b), the following data is provided to document the Government's need to require a particular brand name, product, or a feature of a product particular to one manufacturer and justify that no other product from another manufacturer will meet this need.

1. Identification of Agency, Contracting Activity and Document.

- a. Agency – Bureau of Reclamation
- b. Yuma Area Office -Acquisition and Assistance Group
- c. JOTFOC for a Particular Brand Name, Product, or a Feature of a Product Particular to One Manufacturer.

2. Nature and/or Description of Action Being Approved. Purchase of Turbine Pump and Motor Systems for the 242 and the South Gila Wellfields.

3. Description of the Particular Brand Name, Product, or a Feature of a Product Particular to One Manufacturer Required to Meet Agency's Need & the Estimated Value. Purchase of Floway brand replacement turbine pumps and motors, the estimated value is \$805,000.00. The price is based on previous purchase (PO#R11PC34094) for similar items, but price may be lower or higher due to the fluctuation of material costs. Adequate small business competition is expected in order to determine a fair and reasonable price.

4. Unique Features of the Particular Brand Name, Product, or a Feature of a Product. This request is for turbine pump and motor replacements. The turbine pumps must be manufactured by Floway because it will enable YAO to prevent costly down time since the spare parts in stock can be used with the new replacement pumps. If another pump brand is purchased, it would require that all well pumps be replaced and existing stocked spare parts would become obsolete. All the YAO operational wells use Floway brand products in their operation and an inventory of Floway pumps and motors are maintained for standardization and operational consistency. To maintain a standardized inventory and operational reliability, additional Floway brand pumps and motors are required to replace parts that are inoperable in the wells.

5. Evaluation of Other Potential Sources.

- a. **Explain why this particular brand-name, product, or feature of a product is essential to the Government's requirements.** Purchasing the Floway brand turbine pumps achieves, 1) reduced replacement spare parts and inventory costs, 2) increased efficiency and 3) Government will not have to bear the costs of training employees to use new equipment.
- b. **List other companies contacted and state the findings:** Other products evaluated would cost YAO thousands of dollars to rework existing equipment. YAO completed a best value determination several years ago to standardize the well field pump systems.

By utilizing the Floway brand well field system, the Government has been able to cut costs on down time and purchase of replacement parts to a minimum, therefore; it is to the best interest of the Government to acquire only Floway brand pumps.

Reference: Contract #

Contract #