



THE CITY OF KEY WEST
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**To: Gregory Veliz, City Manager
Mark Finigan, Finance Director**

From: Ian McDowell, Assistant Engineer

Date: 1/13/2021

Reference: OM19002101 Navy Mole Pier - Trelleborg marine fenders and jewelry

Pursuant to purchasing Code 2-844 relating to Brand Name Specifications, "Since use of a brand name specification is restrictive of product competition, it may be used only when the Purchasing Agent makes a written determination that only the identified brand name item will satisfy the City's needs."

Additionally, "The Purchasing Agent shall seek to identify sources from which the designated brand name item can be obtained and shall solicit such sources to achieve whatever degree of price competition is practicable. If only one source can supply the requirement, the procurement shall be made under the sole source procurement provisions of section 2-797".

In this case, the sole source vendor, Trelleborg Marine Systems North America, Inc., is the direct manufacturer and primary vendor of Seaguard foam marine fenders and fender hardware that the current fender system at the Mole Pier is comprised of. Although other manufacturers produce marine fenders, Trelleborg has been in use at the Mole Pier for over two decades and has proven itself to be a reliable product that offers cost-saving refurbishment services on their own products. Previous in-kind projects OM1302 in 2013 and OM19001702 in 2017 also explicitly specified Trelleborg products and took advantage of Trelleborg's refurbishment program. Furthermore, the introduction of fenders from a different manufacturer would present undesirable performance and maintenance inconsistencies in the fender system.

Purchasing Code 2-797 (1) b. states, "A contract may be awarded without competition when the department head makes a written determination and the purchasing agent verifies that, after conducting a good faith review of available sources, there is only one source for the required commodity or contractual service."

After a good faith review, this confirms that Trelleborg Marine Systems North America, Inc. is the direct manufacturer and sole vendor of Trelleborg foam marine fenders and hardware in North America.

Date

Approved by David Sermak
Purchasing Agent

Date

Key to the Caribbean – average yearly temperature 77 ° Fahrenheit.

MEMORANDUM