



PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		DMR/Bureau of Marine Patrol		
Department Contract Administrator or Grant Coordinator:		Colonel Matt Talbot		
(If applicable) Department Reference #:		MA 18P 2011230000000000056		
Amount: (Contract/Amendment/Grant)		\$ 50,000 (est. annual)	Advantage CT / RQS #:	
CONTRACT	Proposed Start Date:	11/30/2023	Proposed End Date:	11/30/2026
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Mercury Marine W6250 Pioneer Rd P.O. Box 1939 Fond du Lac, WI 54936-1939		
Brief Description of Goods/Services/Grant:		Mercury Marine Outboard engines, Parts, Supplies		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

The Department of Marine Resources - Bureau of Marine Patrol maintains and operates a fleet of patrol vessels along the coast for enforcement of fisheries and boating safety laws and regulations, as well as to conduct search and rescue missions within Maine’s coastal waters. A portion of the Bureau’s fleet is comprised of small and midrange vessels, 12 to 32-foot boats, which in the spring, summer, and fall months are critical to the Bureau’s ability to carry out their statutorily mandated purpose and duties both inshore and on tidal rivers. These vessels are relied upon for not only routine patrol and complaint investigation but serve the role of fast-response boats when officers are responding to boat accidents, search and rescues, and other coastal emergencies. Several of these vessels are in use year-around to supplement the Bureau’s fleet of large vessels.

The Bureau currently has vessels equipped with either single or twin Mercury outboard engines. The maintenance, service, repair, and installation of outboard engines on DMR watercraft is conducted by the Bureau’s own marine mechanics at a Department owned facility in Rockland. The DMR marine mechanics have the tools and computer diagnostic equipment to service Mercury outboard motors. They also maintain a relationship with Mercury Marine so they may conduct warranty work and service for Mercury engines.

Almost all of the outboard engines currently in service with the Bureau are Mercury outboard engines. Continuing to utilize outboard engines from this vendor allows the Bureau to use and re-use many components, parts, and service supplies interchangeably between vessels. The use of Mercury engines is also supported by the Bureau’s current inventory of specialized tools and diagnostic equipment. Purchasing engines or equipment from another manufacturer would require purchasing new specialized tools, diagnostic equipment, training for DMR’s mechanics, parts and supplies, as well as having to completely re-rig a vessel if an engine or components required replacement.

As it pertains to marine outboard engines, it is in DMR’s best interest to utilize parts and equipment from the same manufacturer whenever possible. Historically, when patrol boats have been purchased new from vendors in the past through a competitive bid process the vessels frequently come equipped with Mercury brand outboard engines.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

Mercury Marine is a reputable commercial marine outboard engine manufacturer offering a full line of marine outboard engines, components, parts, and equipment. Mercury Marine has been in business for 75 years and is well established in the industry. DMR’s marine mechanics maintain a government dealer relationship with the vendor that allows the Bureau to purchase engines, components, and parts at a dealer pricing level considerably less than retail costs. This relationship also allows the Bureau’s mechanics to perform approved warranty work on Mercury engines.

The Bureau’s marine mechanics possess a level of knowledge and experience to property install, maintain, and repair this vendor’s equipment. The mechanics also possess specific tools and computer diagnostic equipment specific to Mercury engines and equipment.

Almost all of the Bureau’s current fleet of outboard powered vessels are equipped with Mercury brand outboard engines.

PART III: SUPPLEMENTAL INFORMATION

The vendor-direct level of service and pricing for marine outboard engines, replacement parts, and supplies currently available to the Bureau from the Mercury Government Sales Program historically and routinely exceeds the retail pricing available for these items from commercial Mercury retail dealers. The existence of a MA with the vendor vastly improves the time frame DMR mechanics are able to make vessel repairs and get patrol vessels back in service.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

The cost for Mercury Marine outboard engines, parts and components required to maintain the Bureau's fleet of patrol vessels is being offered at government dealer level pricing direct from the manufacturer. The attached Mercury Marine price list, current as of May 2023, indicates a State Price 27.5% less than the Base Price and 34.1% less than the MSRP for marine outboard engines. Independent Mercury dealers are able to provide the same equipment to the Bureau, but not at the pricing level available directly from the manufacturer.

The validity of the pricing available direct from the vendor to the Bureau in comparison to the pricing available from other Mercury dealers has been proven numerous times in the past by comparing quotes. Independent Mercury dealers are now often unwilling to work with the Bureau as they recognize they will not be selected due to the price point available direct from Mercury which often exceeds their own dealer direct pricing.

In consideration of the Government Dealer relationship maintained by DMR; the current inventory of Mercury engines, parts, diagnostic equipment and proprietary tools; and the knowledge and experience of DMR's marine mechanics in servicing this brand of outboard equipment it is in DMR's best financial and operational interest to renew a master agreement with Mercury Marine for continued sales of engines, parts, and supplies.

4. Describe the plan for future competition for the goods or services.

The Department constantly reviews each vessel's maintenance and repair needs and attempts to balance the best up-front cost for equipment with the ability to service and maintain the equipment over the long term. The Department will continue to identify the most competitive and reliable source for marine outboard engines and equipment to maintain the vessel fleet.

PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)

Does this request utilize ARPA/MJRP funds?

Yes – If Yes, please attach the approved Business Case(s).

No – If No, proceed to Part V.

PART V: APPROVALS

The signatures below indicate approval of this procurement request.

Signature of requesting
Department's Commissioner
(or designee):

Patrick C Keliher
Patrick C Keliher (Oct 16, 2023 12:47 EDT)

Typed Name:	Patrick Keliher	Date:	
Signature of DAFS Procurement Official:	DocuSigned by: <i>William J.E. Allen</i> 2D5B6E39F57E44A...		
Typed Name:	William J.E. Allen	Date:	11/6/2023

NOI 1120231239 11/06/2023 - 11/12/2023







Mercury MA Renewal 2023 PJF

Final Audit Report

2023-10-16

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"Mercury MA Renewal 2023 PJF" History

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