



Bid Waiver Form

Short Description of Goods/Services	25 Foot SAFE Boat (foam stabilized watercraft)
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Date	04/13/2020
Department	Sheriff's Office
Name	Kerry Porter
Email	porter.kerry@danesherriff.com
Phone	(608) 284-6873
Purchasing Agent	Pete Patten

Vendor Name	SAFE Boats International, LLC
Vendor MUNIS #	
Requisition #	
Requisition Year	2020
Total Cost	\$ 180,078.53
Vendor Quote Attached	<input checked="" type="checkbox"/> Yes – Quote is required to be attached.

Provide a detailed description of the goods/services intended to be purchased:

25 foot Center Console aluminum boat with foam stabilization (full buoyancy floatation collars). Modified transom to mount 30" shaft engine. Reinforced push knees. Removable T-Top with radar pod, wind screen, OHIP and bolster pipes. Seat storage locker in front of console. Upgraded SBI-1221 flip up seats with suspension. Single strobe light mounted on a folding post. Black rubberized rail wrap. Black rub-strake. SAFE XDR-2 collar system upgrade. Bow cover. Collar ID Midships. Mercury Verado twin engine rigging. 110VAC Shore power kit 3 battery system with pronautic. Upgrade to stainless steel steering wheel. Universal laptop mounting tray. Offshore safety kit. Docking kit. Anchor kit. Wire label package on SAFE tt/cc. SAFE Boats owner's reference guide. 25 ft aluminum trailer. Shipping preparation.



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Procurement Exception List	
<input type="checkbox"/>	Emergency Procurement
<input checked="" type="checkbox"/>	Only one vendor possesses the unique and singularly available ability to meet the Department's requirements
<input type="checkbox"/>	Unique and specific technical qualifications are required
<input type="checkbox"/>	A special adaptation for a special purpose is required
<input type="checkbox"/>	A unique or opportune buying condition exists

Provide a detailed explanation as to why the competitive bidding (RFB/RFP) process cannot be used. Also provide a detailed justification in relation to the Procurement Exception chosen:

SAFE Boats customizes its design with specialized option packages to meet the requirements of law enforcement and other response agencies. SAFE Boats is an exclusive patent holder for foam stabilized watercraft. These properties include:

- *Mechanical and chemical attachment systems
- *Full buoyancy flotation collars which enable the boat to remain afloat with no additional flotation in the event of a catastrophic hull breach
- *Collar size and dimensions provide stabilization and displacement when the watercraft executes a tight turn or when it is loaded heavily
- *SAFE Boats also provides a full sided hull, unlike other manufacturers

SAFE Boats are not available for purchase through any dealer network and/or distributor. The boats can only be purchased factory direct through their facility.

Other singularly unique characteristics of the SAFE Boat design include:

- *Speed Shoe - bottom of the hull flattens towards the engine to allow the boat to reach plane faster and perform better at higher speeds.
- *Air tested hulls and fuel tanks - The hull volume below decks and fuel tank are pressure tested and are a watertight structure.
- *Performance wings - this is the aluminum wing structure fabricated underneath the collars of the boat allowing for better performance, faster response time, and added maneuverability in and intercept or rescue scenario.

Bid Waiver Approval (Purchasing Use Only)

Under \$36,000 Controller Approval	Date

\$36,000 or over Personnel & Finance Committee Approval Date	



SAFE Boats International, LLC.
8800 Barney White Rd.
Bremerton, WA 98312
360-674-7161
360-674-7149 fax
www.safeboats.com

RE: JUSTIFICATION LETTER

SAFE Boats International is the exclusive patent holder of U.S. Patents 5,282,436, 5,647,297, 5,870,965, 6,810,827, 5,870,965, 5,647,297, 5,282,436, 7,070,730 and 7,201,865 all of which pertain to foam stabilized watercraft. No other manufacturer can legally produce a foam stabilized watercraft with the same properties as a SAFE Boat. Those properties include:

- Mechanical and chemical attachment systems;
- Full buoyancy flotation collars which enable the boat to remain afloat with no additional flotation in the event of a catastrophic hull breach;
- Collar size and dimensions provide the ultimate in stabilization and displacement when the watercraft executes a tight turn or when it is loaded heavy.
- SAFE Boats also provides a full sided hull, unlike many other manufacturers.

SAFE Boats are not available for purchase through any dealer network and/or distributor, thus there is no other manufacturer producing any like vessel on any current contract vehicle in the U.S. The boats can only be purchased factory direct through our facility at:

- SAFE Boats International
8800 Barney White Road
Port Orchard, WA. 98367

There are many factors that make up a SAFE Boat that other builders just don't add in to their boats. These other builders just don't have the resources or experience to build boats like SAFE does. This is also the reason why you may see other builders pricing at lower levels than a SAFE Boat. Our boats tend to be a bit more expensive, but when looking at this long term important purchase, the value is gained back two fold with use and longevity. Be advised, comparing a SAFE to another builder is just not apples to apples. The purchase of a SAFE guarantees the buyer of a durable long standing work boat with an incredibly long life, unlike other boats. While other agencies will be replacing their non-SAFE boats, those that purchase SAFE's have their boats for years and years (if not decades) afterwards, and end up looking back smiling at their decision.

1) Speed Shoe -- this is the portion of the bottom of the hull that flattens out towards the engines. It allows a SAFE to reach plane faster and perform at higher speeds than other boats of the same length, allowing for quicker response time.

2) Foam Collars: Our foam collars are patented and no other builder can build a boat with collars specific to "foam stabilized water craft". Basically, the interaction with the water is what this patent covers. This gives you floatation and stabilization. Again, no other builder can do this due to our patents. They are foam so there is no air to deflate and they are an important part of the performance of the boat in general. They are not just "fenders".

3) Performance Strakes: A run of the mill boat builder doesn't have the time or resources to put strakes on the bottom of the boat like a SAFE. Our strakes are concave and promote lift. It is a time consuming expensive task to make these concave strakes. This added lift reduces drag, allowing for better performance, and again allows for a quicker response time.

4) Air Tested Hulls and Gas Tanks: SBI air tests every one of our hulls and gas tanks in entirety. There are no other builders that can claim this. 3,500,000 hull hours in the field to date and not ONE hull failure. NOT ONE! It is the time and cost put into this proven hull design that achieves this feat. The hull and deck of the SAFE Boat is a watertight structure. Deck hatches and inspection ports are bolted or welded in and sealed. The entire hull volume below decks and fuel tank are pressure tested to 33 CFR 183.510, in excess of those required by the enhanced pressure test.

5) Performance Wings: this is the aluminum wing structure fabricated underneath the collars of a SAFE. Again, allowing for better performance and faster response time and added ability/maneuverability in an intercept. The wing/fin acts on fluid dynamics and a principle in physics known as Bernoulli's Principle that explains the relationship between velocity and the pressure of moving water. As the velocity of a fluid increases, the pressure exerted by that fluid decreases. This results in a vacuum being created under the fin. When the boat enters into a corner, the inside fin dips into the water. Since there is now a vacuum under the fin the boat remains stable through the turn and will not "trip" to the outboard side of the turn creating a situation known as "catching a chine".

Please don't hesitate to contact SBI directly if you have any questions regarding SAFE and why SBI really does build the only boat of its kind on the market.