



Sole Source Application and Determination Form

A sole source determination is not effective until the sole source application for determination has been posted on the Purchasing website for thirty (30) calendar days without protest and is subsequently approved in writing by the Vice President of Administration and Finance.

1. **Name of Department:** Facilities Management
Contact Name: Jonathan Reed or Jade Lucero
Phone: 575-835-5533
Email: jonathan.reed@nmt.edu or jade.lucero@nmt.edu
2. **Name of Prospective Vendor:** Simpson Norton Corporation
Contact Name: Kenny Blake
Phone: 505-269-4938
Email: kenny.blake@simpsonnorton.com
Estimated Cost: \$65,000
Duration (for Services or Professional Services – limited to four years): N/A, Equipment Purchase

3. **Purpose/need for purchase and detailed list of items of tangible property, services, or professional services:**

This equipment is essential for the precise maintenance of reel cutting units and bed knives used on the New Mexico Tech Golf Course's equipment fleet (e.g., walk mowers, riding greens mowers, fairway mowers). The golf course's operational standards require grinding consistency to a tolerance of +/- 0.001 inch to ensure turf health, ball speed, and playability, directly supporting NMT's athletic and recreational mission. This new unit will directly interface and integrate with existing Foley grinding support equipment already in use.

4. **Detailed explanation of criteria developed for this purchase:**

Criterion 1: Integration with Existing Infrastructure (Mandatory): The unit must be functionally and mechanically compatible with the Foley 672 Bed Knife Grinder currently owned and operated by the department. This ensures that the specialized

magnetic bed knife mounting system and grinding consumables (e.g., grinding wheels) are interchangeable across both units, eliminating the need to purchase and stock two sets of proprietary parts.

Criterion 2: Technical Consistency and Precision (Mandatory): The grinder must utilize the patented Foley Accu-Touch Digital Control System to ensure identical grinding procedures, consistent finish quality, and minimal risk of error when switching between the existing and new equipment.

Criterion 3: Specialized Training and Part Commonality: The system must utilize the same proprietary setup and operational methodology as the existing Foley equipment. This is required to leverage the specialized 15+ years of institutional knowledge held by NMT's certified mechanics, preventing the cost and lost productivity associated with new vendor-specific training and a duplicate set of proprietary service tools.

5. Provide a detailed, sufficient explanation of the reasons, qualifications or unique capabilities of the prospective vendor that make that prospective vendor the one source for providing the items of tangible property, services, or professional services:

Simpson Norton Corporation is the exclusive authorized New Mexico distributor and factory-certified service center for Foley Company grinding equipment. The unique qualifications of Simpson Norton Corporation as the sole source vendor are:

- a) **Proprietary Distribution Rights:** They possess the exclusive, non-competitive right to sell the new Foley 653 Accu-Master AC Front Load Grinder within the State of New Mexico.
- b) **Exclusive Access to Factory Training and Parts:** As the authorized distributor, Simpson Norton Corporation is the sole source for factory-certified installation, warranty service, and the proprietary OEM replacement parts (e.g., grinding wheels, fixtures) that are non-transferable and unavailable through other competitive sources.

Foley has a great reputation in the golf industry and currently their products are being utilized at our facility. Simpson Norton Corporation is the exclusive distributor for Foley products in New Mexico.

6. Provide a detailed, sufficient explanation of how the items of tangible property, services, or professional services is/are unique and how this uniqueness is substantially related to the intended purpose of the department/grant:

The Foley 653 Accu-Master AC Front Load Reel Grinder possesses unique characteristics essential to NMT's operational and financial requirements, making it the only product that can meet the intended purpose:

- a) **Unique Operational and Maintenance Standardization:** This specific Foley model is the only one that uses the identical proprietary mechanical mounting fixtures, reel

support systems, and electrical interface logic as the existing Foley 672 Bed Knife Grinder. This standardization is not available from competitors like Bernhard or Peerless.

- b) **Seamless Parts and Consumables Commonality (Substantial Financial Relation):** By maintaining the Foley product line, the department only needs to stock one consolidated inventory of proprietary, high-wear consumables (e.g., diamond wheels, balancing mandrels, and specialty tools) that are shared between the new reel grinder and the existing bed knife grinder. This commonality provides a unique and quantifiable financial advantage in inventory control and reduces the risk of equipment downtime due to stocking the wrong part—an advantage lost with any other brand.
- c) **Leveraging Existing Institutional Expertise (Substantial Operational Relation):** The new Foley unit's controls and maintenance procedures are virtually identical to the unit it replaces and the companion bed knife grinder. This enables the department to immediately utilize the specialized, long-term technical expertise (as noted in Section 7) already possessed by NMT mechanics, eliminating the need for costly external training and a steep learning curve required to integrate a competitor's system.

7. Please provide a narrative description department's due diligence in determining a basis for the procurement. Include:

- a. **method used to research and review other available sources (i.e. list of potential vendors from Purchasing, internet, state pricing agreements, purchasing cooperatives)**
- b. **list of vendors contacted, the date and method of contact (i.e. email, phone call)**
- c. **documentation explaining why:**
 - i. **those vendors cannot provide the required items of tangible property, services, or professional services**
 - ii. **other similar items of tangible property, services, or professional services cannot meet the intended purpose of department/grant:**

The department conducted extensive due diligence to confirm that no other product or vendor could fulfill the requirements while maintaining the essential operational standardization and technical consistency required.

a. Method Used to Research and Review Other Available Sources

The Facilities Management Department performed a comprehensive search focused on the three major manufacturers of precision reel and bed knife grinding equipment: Foley, Bernhard, and Peerless.

Internet Research: Reviewed manufacturer websites, product specification sheets, and industry forums (e.g., Golf Course Superintendents Association of America - GCSAA) to compare product features and technical specifications related to integration and parts commonality.

b. Vendors Contacted

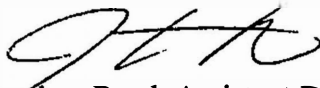
- Simpson Norton Corp Sales Representative via phone call
- United Ag & Turf Sales Representative via phone call

c. Documentation Explaining Why Other Vendors/Products Cannot Meet the Intended Purpose

- i. Other Vendors Cannot Provide the Required Items: The items of tangible property (Foley 653 Accu-Master Grinder and its proprietary OEM parts) are exclusively distributed in New Mexico by Simpson Norton Corporation. The two other leading competitors contacted (Bernhard and Peerless distributors) do not have access to or the right to distribute Foley products.
- ii. Other Similar Items of Tangible Property Cannot Meet the Intended Purpose: While competitors like Bernhard and Peerless offer technically advanced reel grinding equipment, their products cannot meet the essential requirement of operational and parts commonality with NMT's existing Foley 672 Bed Knife Grinder for the following reasons:
 - a) Incompatibility of Parts: Competitor's systems use proprietary grinding wheels, mounting fixtures, and electrical components that are not interchangeable with the Foley system. Adopting a competitor's product would mandate the purchase and separate stocking of an entire, duplicate set of proprietary parts, leading to increased inventory costs and higher potential for purchasing errors.
 - b) Loss of Institutional Knowledge: Implementing a new system from a different manufacturer would require mandated, costly training for NMT mechanics to learn a completely new set of operational controls, diagnostics, and repair procedures. The existing 15+ years of specialized Foley experience is instantly negated, resulting in a quantifiable loss of operational efficiency and increased labor costs.

Conclusion: The unique requirement for standardization and parts commonality with existing, essential Foley infrastructure and the need to leverage specialized institutional knowledge substantially link the intended purpose to the Foley product, making it the sole product that satisfies the department's operational and financial needs.

I certify I have performed thorough and diligent research and analysis to determine that Simpson Norton Corporation is the only source capable of providing the required Foley Equipment. I understand that violations of the New Mexico Procurement Code (Chapter 13, Article 1 NMSA 1978) can carry severe penalties. I affirm that the information provided in this Sole Source Determination is true and accurate to the best of my knowledge and belief.



11/3/25

Name, Title: Jonathan Reed, Assistant Director Grounds & Golf Course

Lisa Majkowski 11.05.2025

Review: Purchasing Services: Lisa Majkowski, Director

Website Posting Date: 11.07.2025

Posting Expiration Date: 12.07.2025

Protested (Yes/No):



Delilah Walsh (Nov 6, 2025 17:17:51 MST)

06-Nov-2025

Approval: Delilah A. Walsh

Vice President of Administration and Finance