FILE: B-216742

DATE: October 23, 1984

MATTER OF: Ron's Welding & Fabricating Inc.

DIGEST:

> Protest that an offeror was permitted to
> reduce its price as the result of the
> contracting activity's request for best and
> final offers is summarily denied, since
> discussions and best and final offers that
> include price changes are a normal aspect of
> negotiated procurements.

Ron's Welding & Fabricating Inc. protests the
proposed award of a contract for crane repair to Pacific
Marine Ship Repair under solicitation No. N00406-84-R-
2243, issued by the Naval Supply Systems Command. Ron's
Welding complains that Pacific Marine was permitted to
reduce its price as the result of the contracting activ-
ity's request for best and final offers, thus making the
firm the low offeror.

In their initial proposals, Ron's Welding offered the
second low price for the work at $88,000, and Pacific
Marine offered the high price at $158,774. However, as
the result of the contracting activity's subsequent
request for best and final offers, Pacific Marine reduced
its price by nearly half to $85,008, thus making it the
low offeror. One other offeror reduced its price
slightly, Ron's Welding made no price change, and the firm
consequently became the fourth low offeror.

Ron's Welding believes that it was somehow improper
for the contracting activity to permit Pacific Marine to
make such a significant change in its initial offered
price. We point out, however, that this was a negotiated
procurement, in which discussions and best and final
offers that may include price changes are normally
contemplated. Federal Acquisition Regulation, §§ 15.610,
15.611, 48 Fed. Reg. 42,102, 42,202, 42,203 (1983) (to be
codified at 48 C.F.R. §§ 15.610, 15.611).

Therefore, it was proper for the contracting activity here to request best and final offers and for Pacific Marine to revise its initial price in its best and final offer as a result.

The protest is summarily denied.

Acting Comptroller General
of the United States