



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

Sole Source Purchases are defined clearly, based upon a legitimate need, and are limited to a single supplier. Sole source purchases are normally not allowed except when based upon strong technological grounds such as operational compatibility with existing equipment and related parts or upon a clearly unique and/or cost effective feature requirement. The use of sole source purchases must be justified and shall be limited only to those specific instances in which compatibility or technical performance needs are being satisfied.

Sole Source Services are defined as a service provider providing technical expertise of such a unique nature that the service provider is clearly and justifiably the only practicable source available to provide the service. The justification shall be based on the uniqueness of the service, sole availability at the location required, or warranty or defect correction service obligations of the service provider.

This form must be filled out for the request to purchase any good or non-professional service that requires a competitive procurement process (informal quotes (\$1001-\$10,000), formal quotes (\$10,001 - \$19,999.99), or formal bid (\$20,000 or more) as defined in the LFUCG's Purchasing Manual. This form must be completed in its entirety and attached to the purchase requisition.

Note: Sole Source Purchase requests for goods exceeding \$20,000 will require approval by the Urban County Council by submitting an Administrative Review Form. A copy of this form must be signed off by Central Purchasing and attached to the Administrative Review Form.

Requesting Division

Name: Matthew Chancellor
Division/Dept.: WATER QUALITY/ WEST HICKMAN WWTP

Phone: 859-280-8650
Email: mchancellor@lexingtonky.gov

Type of Purchase: (x) Goods/Materials/Equipment () Services

Cost: \$104,925.00

Sole Source Request for the Purchase of: Full diagnostic health check on 4 Sulzer HST40 blowers

X One Time Purchase

To Establish Sole Source Provider Contract

{subject to annual review and approval by Central Purchasing and/or Urban County Council}

Vendor Information

Business Name: Southern Sales

Contact Name: Kenny Graham

Address: 2937 Kraft Dr Nashville, TN. 37204

Phone: 615-254-0066 Email: _____



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STATEMENT OF NEED: (Add additional pages as needed)

My division/department's recommendation for sole source is based upon an objective review of the product/service required and appears to be in the best interest of the LFUCG. I know of no conflict of interest on my part, and I have no personal involvement in any way with this request. No gratuities, favors, or compromising actions have taken place. Neither has my personal familiarity with particular brands, types of equipment, materials, persons or firms been a deciding influence on my request to sole source this purchase when there are other known suppliers to exist.

1. Describe the product or service and list the necessary features this product provides that are not available from any other option.

This is for repair parts for aeration blower.

2. Below are eligible reasons for sole source. Check one and describe.

Licensed or patented product or service. No other vendor provides this. Warranty or defect correction service obligations to the consultant. Describe why it is mandatory to use this licensed or patented product or service.

Existing LFUCG equipment, inventory, custom-built information system, custom-built data inventory system, or similar products or programs. Describe. If product is off-the-shelf, list efforts to find other vendors (i.e. web site search, contacting the manufacturer to see if other dealers are available to service this region, etc.)

Uniqueness of the service. Describe.

The LFUCG has established a standard for this manufacturer, supplier, or provider and there is only one vendor. Attach documentation from manufacturer to confirm that only one dealer provides the product.

The attached Sole Source Letter to confirm that Southern Sales is the contracted Sulzer sole distributor for Sulzer wastewater (formerly ABS) products for the Municipal Wastewater market.

Factory-authorized warranty service available only from this single dealer. Sole availability at the location required. Describe.

Used item with bargain price (describe what a new item would cost). Describe.

Other - The above reasons are the most common and established causes for an eligible sole source. If you have a different reason, please describe:

3. Describe efforts to find other vendors or consultants (i.e. phone inquires, web site search, contacting the manufacturer to see if other dealers are available to service region, etc.).

4. How was the price offered determined to be fair and reasonable?

(Explain what the basis was for comparison and include cost analyses as applicable.)

5. Describe any cost savings realized or costs avoided by acquiring the goods/services from this supplier.



JUSTIFICATION FOR SOLE SOURCE CERTIFICATION

Nationally Southern Sales utilize a network of independent distributors/service centers to serve Municipal Industrial, Building Trades and Dewatering market segments/territories has the expertise, knowledge, training and access to the latest product developments and upgrades, along with genuine OEM parts. Southern Sales is trained in the latest methods in care and start-up of our equipment and has the ability to execute warranty claims.

SULZER

Flow Equipment
Sulzer Pumps SolMions, Inc.
108 Ieigus Road, Suite 1180
Wallingford, CT 06492
Phone (203) 238 2700
www.sulzer.com

Date March 8, 2023

Subject : Southern Sales Contracted Sulzer Distributor for Sulzer (ABS) Products

To the Lexington-Fayette County Government:

The purpose of this letter is to confirm that Southern Sales is the contracted Sulzer sole distributor for Sulzer wastewater (formerly ABS) products for the Municipal Wastewater market. Southern Sales' territory includes the states of Kentucky and Tennessee including Fayette County and Jessamine County

Nationally we utilize a network of independent distributors/service centers to serve Municipal, Industrial, Building Trades and Dewatering market segments in specific territories. The authorized distributor for Sulzer products in these segments/territories has the expertise, knowledge, training and access to the latest product developments and upgrades, along with genuine OEM parts.

Southern Sales is trained in the latest methods in care and start-up of our equipment and has the ability to execute warranty claims.
Please do not hesitate to contact me if I can provide any additional information

Best Regards



Steve Lammey
National Sales Manager
Sulzer Pump Solutions
steve.lammey@sulzer.com
651-242-0576

SULZER CONFIDENTIAL