



## 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 **Tiffany Rank, P.E.**

Division/Dept **Water Quality**

Phone **(859)425-2406**

Email **tiffanyr@lexingtonky.gov**

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

Cost: **\$20,858.44**

Sole Source Request for the Purchase of:

**CAPITAL CONTROLS® Series 5200B Chlorine Gas Feeder, Full Size Floor Cabinet (Chlorinator)**

**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 **JAGS Environmental, Inc. (formerly Delaney & Assoc. Inc.)**

Contact Name **Brian Gatewood**

Address **31 Erlanger Rd.**

**Erlanger, KY 41018**

Phone **(859)342-4944** Email **brian@jagsenv.com**

**STATEMENT OF NEED:** (Add additional pages as needed)



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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.**

The product requested for purchase is the aforementioned CAPITAL PRODUCTS® Series 5200B chlorine gas feeder. This specific unit and model is a vacuum operated, solution feed, differential pressure regulated type, and can manually or automatically control chlorine gas feed in response to a 4 to 20 mA dc signal applied to an electric motor operated control valve. This specific chlorine gas feeder is the current model offered by manufacturer to replace existing obsolete unit.

**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.

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:

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**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.).**

Manufacturer was contacted to determine regional/national vendor(s) for specified product and was provided with written communications indicating Sole Source Representative for this area (copy attached).

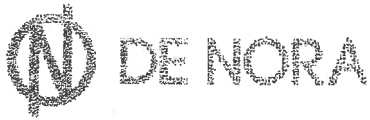
**4. How was the price offered determined to be fair and reasonable?**

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

The price was determined to be fair and reasonable based on the manufacturer's list price for product.

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

The cost savings realized by acquiring goods from this supplier is that this supplier is the exclusive representative for the municipal market in this area. Further, additional costs are avoided by replacing existing obsolete unit with the current manufacturer's latest model instead of selecting a different manufacturer of chlorine gas feed equipment that would require additional equipment/component replacement(s) and thereby increasing the overall cost.



January 3, 2019

To: City of Lexington

Subject: Sole Source Representative

First of all, I want to thank you for your consideration of De Nora Water Technologies, Inc. Products, Capital Controls Gas Feed equipment.

This letter confirms that our exclusive representative for the municipal market for gas disinfection and instrumentation in your area is:

Delaney and Associates, Inc  
31 Erlanger Road  
Erlanger, KY 41018  
Tel: (859) 342- 4944

Please do not hesitate to contact me with any questions.

Best Regards,

Gary M. Lohse, P.E.  
Eastern Regional Sales Manager  
De Nora Water Technologies, Inc.  
3000 Advance Lane  
Colmar, Pa 18915  
Cell: (215) 859-3814  
Email: [gary.lohse@denora.com](mailto:gary.lohse@denora.com)

cc: Jason Bivins, Delaney and Associates, Inc

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our research - your future

**DE NORA WATER TECHNOLOGIES, INC**  
3000 Advance Lane, Colmar, PA 18915, United States - ph +1 215 997 4000 - fax +1 215 997 4062  
mail [info.dnwt@denora.com](mailto:info.dnwt@denora.com) web [www.denora.com](http://www.denora.com)



**JAGS Environmental, Inc.**  
 (Formerly Delaney & Assoc. Inc.)  
 31 Erlanger Rd.  
 Erlanger, KY 41018  
 859-342-4944 PHONE

# QUOTE

DATE	QUOTE NO.
1/9/2019	609

NAME/ADDRESS
LEXINGTON FAYETTE URBAN CO GOVT DIVISION OF ACCOUNTING 200 EAST MAIN STREET LEXINGTON KY 40507

P.O. NO.

DESCRIPTION	QTY	UNIT	TOTAL
FX4045C3-01030301010102XX, Floor Cabinet   **8 weeks Lead time for this item**	1	20,858.44	20,858.44

Thank you for your inquiry.

**TOTAL**           \$20,858.44