



Print Form

Sole Source Justification (Reference Article 6, Procurement Source Selection Methods and Contract Awards, § 1-10-56 SOLE SOURCE PROCUREMENT)

Vendor: YSL Inc. E-Verify Number: 1366505

Commodity: THM Analyzer

Estimated annual expenditure for the above commodity or service: \$ 46,500.

Initial all entries below that apply to the proposed purchase. Attach a memorandum containing complete justification and support documentation as directed in initialed entry. (More than one entry will apply to most sole source products/services requested).

- BA 1. SOLE SOURCE REQUEST IS FOR THE ORIGINAL MANUFACTURER OR PROVIDER, THERE ARE NO REGIONAL DISTRIBUTORS. (Attach the manufacturer's written certification that no regional distributors exist. Item no. 4 also must be completed.)
- _____ 2. SOLE SOURCE REQUEST IS FOR ONLY THE AUGUSTA GEORGIA AREA DISTRIBUTOR OF THE ORIGINAL MANUFACTURER OR PROVIDER. (Attach the manufacturer's — not the distributor's — written certification that identifies all regional distributors. Item no. 4 also must be completed.)
- _____ 3. THE PARTS/EQUIPMENT ARE NOT INTERCHANGEABLE WITH SIMILAR PARTS OF ANOTHER MANUFACTURER. (Explain in separate memorandum.)
- BA 4. THIS IS THE ONLY KNOWN ITEM OR SERVICE THAT WILL MEET THE SPECIALIZED NEEDS OF THIS DEPARTMENT OR PERFORM THE INTENDED FUNCTION. (Attach memorandum with details of specialized function or application.)
- _____ 5. THE PARTS/EQUIPMENT ARE REQUIRED FROM THIS SOURCE TO PERMIT STANDARDIZATION. (Attach memorandum describing basis for standardization request.)
- _____ 6. NONE OF THE ABOVE APPLY. A DETAILED EXPLANATION AND JUSTIFICATION FOR THIS SOLE SOURCE REQUEST IS CONTAINED IN ATTACHED MEMORANDUM.

The undersigned requests that competitive procurement be waived and that the vendor identified as the supplier of the service or material described in this sole source justification be authorized as a sole source for the service or material.

Name: Benjamin Ashley Department: Utilities / Lab Date: 5/19/25

Department Head Signature: Frank W. Byrns Date: 29May25

Approval Authority: [Signature] Date: 6/3/25

Administrator Approval: (required – not required) _____ Date: _____

COMMENTS:

AUGUSTA UTILITIES DEPARTMENT IN-HOUSE REQUISITION

CHECK ALL THAT APPLY:

DATE: 5/19/2025
DIVISION Water Plant Laboratory
FUND #: 506043570 5421110

WATER ☒ SEWER ☐ SUPPLIES ☒ SERVICE ☐
EQUIPMENT ☒ TOOLS ☐ SAFETY ☐ OFFICE ☐
CHEMICAL ☒ GASES ☐ REPAIR ☐ MAINTENANCE ☐
LAB ☒ UNIFORM ☐ LIFT STATION ☐ OTHER ☐
IT ☐ SCADA ☐ INVENTORY ☐ BID ITEM ☐
ROUTINE ☐ EMERGENCY ☐ SOLE SOURCE ☒ PREFER ITEM ☐

SHIP TO: Water Plant Laboratory
2835 Central Ave.
VENDOR: YSI, Inc.
ADDRESS: 26717 Network Pl., Chicago, IL 60673-1267
PHONE #: 1-979-204-4002
QUOTED BY: Hank.Hahn@xylem.com

ITEM #	ITEM DESCRIPTION	QUANTITY	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE	UNIT PRICE	TOTAL PRICE
1.	485128 THM Analyzer	1	43,621.00	43,621.00		0.00		0.00
2.	485286 LapTop THM 1000	1	1,030.00	1,030.00		0.00		0.00
3.	485074 THM Std.	1	124.00	124.00		0.00		0.00
4.	Tariff Surcharge 3.5%	1	1,567.13	1,567.13		0.00		0.00
5.				0.00		0.00		0.00
6.				0.00		0.00		0.00
7.				0.00		0.00		0.00
8.				0.00		0.00		0.00
9.				0.00		0.00		0.00
10.				0.00		0.00		0.00
11.				0.00		0.00		0.00
12.				0.00		0.00		0.00
13.				0.00		0.00		0.00
14.				0.00		0.00		0.00
SHIPPING CHARGES								
TOTAL				46,342.13		0.00		0.00

JUSTIFICATION AND EXPLANATION FOR PURCHASE:

THM Analyzer, laptop with software, and calibration standard used for monitoring disinfection by-products throughout distribution system.

REQUESTED BY: Thompson, Caldwell APPROVED BY: Benjamin Ashley 5/19/25
Director's Signature: Frank W Byne



UTILITIES DEPARTMENT

Wes Byne, P.E.
Director

TO: Darrell White
Interim Director, Procurement Department

THRU: Wes Byne, P.E. *FWB*
Director, Utilities Department

FROM: Benjamin Ashley

CC:

DATE: 5/19/2025

SUBJECT: JUSTIFICATION FOR SOLE SOURCE

To whom it may concern,

Xylem Analytics / YSI is the only manufacturer of a stand-alone laboratory benchtop THM analyzer used in the detection of disinfection by-products in drinking water samples. Xylem Analytics / YSI is the sole distributor of said analyzer, and it must be purchased directly from them. Analyzer is needed to monitor water quality throughout the distribution system and to remain in compliance with our quarterly disinfection by-products sampling.

Benjamin Ashley
Water Quality Manager
Augusta Utilities



May 1, 2025

Benjamin Ashley
Water Quality Manager
Augusta Utilities
2835 Central Avenue
Augusta, GA 30909

Dear Benjamin,

This letter is to justify the sole source procurement of the YSI THM 1000 THM Analyzer from Xylem Analytics. The YSI THM 1000 is a dedicated instrument manufactured exclusively by Xylem Analytics in Yellow Springs, OH. This analyzer utilizes proprietary Surface Acoustic Wave (SAW) technology, which is unique and exclusive to the THM 1000 Analyzer.

SAW technology allows for rapid, precise measurement of trihalomethanes (THMs) in drinking water without the need for complex sample preparation or hazardous chemicals. Key features and capabilities of the THM 1000 Analyzer include:

1. **Rapid analysis:** Provides THM results in less than 30 minutes, significantly faster than traditional lab-based methods.
2. **On-site monitoring:** Allows drinking water facilities to monitor and optimize chemical dosing to control THM levels in real-time.

The THM 1000 Analyzer offers several advantages over traditional THM analysis methods:

1. **Speed:** Enables quick response to changing water conditions, potentially preventing regulatory violations.
2. **Cost-effectiveness:** Reduces reliance on external laboratory testing, potentially lowering long-term analytical costs.
3. **Ease of use:** This analyzer assists water treatment facilities in complying with the U.S. EPA's Stage 2 Disinfectants and Disinfection Byproducts Rule, which regulates THM levels in drinking water.

The YSI THM 1000 THM Analyzer represents a unique and necessary tool for rapid, on-site THM analysis in drinking water. Its proprietary technology, specific capabilities make Xylem Analytics the

Xylem is an official distributor of
C. Gerhardt GmbH & Co. KG



sole source for this equipment, consumables and support. Additional technical specifications and information are available upon request from Xylem Analytics.

Sincerely,

Hank Hahn

Hank Hahn

Senior Sales Specialist

Xylem Analytics



Quote Number: B258851
Quote Created: 2025 Apr 24
Quote Expiration Date: 2025 Jun 13

Quote Prepared For:

Ben Ashley
Augusta Utilities
2835 CENTRAL AVE
AUGUSTA, GA30909
(706) 842-1920
beashley@augustaga.gov

Prepared by: Hank Hahn
Cell Phone: +1 979 204-4002
Email: hank.hahn@xylem.com

NOTICE:

All prices quoted are exclusive of any applicable sales, use, excise, Goods and Services Tax, Value Added Tax, or similar tax, or duties, tariffs, or other governmental charges. Customer will have the responsibility for the payment of all such levies (whether local, state, or federal) imposed on Xylem or on the goods and/or services quoted.



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North American distributor of
C. Gerhardt GmbH & Co. KG

Quote #: B258851
Expires: 2025 Jun 13

Proposal Summary

#	Part Number	Description	List Price USD	Qty	Ext. Price USD
1	485128	THM ANALYZER, LAB,W/ ACCESSORIES, THM 1000	\$43,621.00	1	\$43,621.00
2	485286	LAPTOP, ORDER SPEC, THM 1000	\$1,030.00	1	\$1,030.00
3	485074	THM STANDARD,100UG-ML,1 AMPOULE,WITH DOCUMENTATION	\$124.00	1	\$124.00
				Subtotal	\$44,775.00

Total List Price \$44,775.00

Tariff Surcharge (3.5%) \$1,567.13

Payment Remit Address for quote B258851

Remit to

YSI, Inc.

26717 Network Place

Chicago, IL 60673 - 1267

Please review the last page of this quote for payment details via
ACH, Wire, Swift and Check

Grand Total (in USD) \$46,342.13

Terms TBD

Ex Works (Incoterms 2020)
Seller's plant or
Distribution Center **Origin**

This order is subject to the Standard Terms and Conditions of Sale - Xylem Americas effective on the date the order is accepted which terms are available at <https://www.xylem.com/en-us/support/xylem-americas-standard-terms-and-conditions/> and incorporated herein by reference and made a part of the agreement between parties.



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YSI Inc. Order Process and Payment Remittance Instructions
Including YSI, OI Analytical, SI Analytical, Bellingham + Stanley,
Gerhardt, WTW and ebro

Credit Card Order

Please call Customer service at (937)-767-7241 (Option 3) and reference quote B258851

PO (Purchase Order) Please make the PO out to "YSI Inc." using the address below, and make sure to copy your Sales Rep hank.hahn@xylem.com.

Address

YSI Inc.
1725 Brannum Lane
Yellow Springs, OH 45387

Email (preferred) or fax the PO along with a copy of this quote to:

ysi.orders@xylem.com

Fax: (937) 767-1058

Purchase Order Guidelines:

- **Submission Method:** POs must be sent via Email or Fax. Carrier submissions are not accepted.
 - **PO Details:** Ensure all POs include complete billing and shipping information and are clearly marked.
 - **PO Content:** Ensure all Item Numbers, Quantities, and Prices for each line item are listed on the PO.
 - **Contact Information:** Provide an email address for Order Acknowledgement, Shipping Acknowledgement, and Invoice.
 - **Additional Charges:** Taxes, tariffs, and shipping charges are extra and not included in the pricing unless specifically listed as a line item.
 - **Tax Exemption:** Tax-exempt customers must include their Tax ID on the PO and provide proof of Tax Exemption status.
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Payment Remit Address

YSI Inc.
26717 Network Place
Chicago, IL 60673-1267

Tax Identification # 31-0526418
DUNS 00-424-6716

By Check (Drawn on US Banks Only)

YSI Inc.
26717 Network Place
Chicago, IL 60673-1267
Account Number: 20000011127562
Account Name: YSI Inc.

By ACH (with Addenda Record), Wire or SWIFT

JPMorgan Chase Bank, N.A.
New York, NY 10005
Wire Routing Number: 021000021
ACH Routing Number: 028000024
SWIFT BIC: CHASUS33



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