



Border States - NAG
120 Merovan Dr
North Augusta SC 29860-8643
Phone: 803-278-1504

AUGUSTA-RICHMOND CITY
UTILITY DEPT
535 TELFAIR ST BLDG 1000 STE 800
AUGUSTA GA 30901-2379

Quote

Page: 1 of 1

Quote: 28672247
Sold-To Acct #: 190153
Valid From: 09/01/2026 To: 09/08/2026
PO No: SCHNEIDER ROOM
Payment Terms: NET 30 DAYS

Created By: Aaron P. Black
Tel No: 803-278-1504
Fax No:

Inco Terms:
FOB ORIGIN

Taxes, if applicable, are not included.

Ship-to:
AUGUSTA-RICHMOND CITY
2869 CENTRAL AVE
AUGUSTA GA 30909-3911

Cust Item	Item	Material MFG - Description	Quantity	Price	Per	UoM	Value
000010	158215	SQD - 9001KA1 N/O N/C CONTACT BLOCK STOCK Cust Material #: 158215	20 EA	39.03	/ 1	EA	780.60
000020	154732	SQD - LK70AN LDCNTR GND LUG 12-2AWG AL 14-2 CU FACTORY STOCK Cust Material #: 154732	10 EA	8.24	/ 1	EA	82.40
000030	2104518	SQD - STBACH1400K ANALOG C IN 8CH KIT FACTORY STOCK Cust Material #: 2104518	5 EA	539.99	/ 1	EA	2,699.95
000040	2306950	SQD - BMXNOE0110 ETHERNET FACTORY CAST MODUL FACTORY STOCK Cust Material #: 2306950	5 EA	2,198.22	/ 1	EA	10,991.10

Total Value

14,554.05

To access Border States Terms and Conditions of Sale, please go to
<https://www.borderstates.com>

Shipping and handling fees in this quote are an estimate only and will
be finalized at the time of invoice.

All clerical errors contained herein are subject to correction. In the event of any cost or price increases from manufacturers or other suppliers, caused by, but not limited to, currency fluctuations, raw material or labor prices, fuel or transportation cost increases, and any import tariffs, taxes, fees, or surcharges, Border States reserves the exclusive right to change its pricing at the time of shipping and will provide notice of any such change to its customers prior to costs being incurred.



UTILITIES DEPARTMENT

Wes Byne, P.E.
Director

TO: Andy Penick
Director, Procurement Department

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

FROM: Stephen Orton (706) 836-7283

DATE: 9/8/2026

SUBJECT: JUSTIFICATION FOR SOLE SOURCE

Border states is our Schneider Electric industrial automation products and software sole source provider based on its status as the **only Schneider Electric-authorized Industrial Automation Distributor (IAD) serving Georgia with access to the applicable special pricing and industrial automation product and software contracts** required for this purchase.

The requested products and software are Schneider Electric industrial automation components and related offerings that must be procured through an authorized distribution channel to ensure product authenticity, manufacturer support, applicable warranties, software licensing, and access to the manufacturer's contracted pricing. Border States' authorized IAD status provides access to Schneider Electric's industrial automation product portfolio and applicable special pricing and software contracts.

Augusta Utilities Department
452 Walker Street, Suite 200 - Augusta, GA 30901
(706) 312-4154 - Fax (706) 312-4123
WWW.AUGUSTAGA.GOV



Print Form

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

Vendor: Border States E-Verify Number: 843796

Commodity: Automation Products

Estimated annual expenditure for the above commodity or service: \$ 14,554.05

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).

1. ☒ X 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.)
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: Stephen Orton Department: 4416 Date: 9/8/2026

Department Head Signature:  Date: 24 Sept 26

Approval Authority: _____ Date: _____

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

COMMENTS:

