



## JUSTIFICATION AND APPROVAL FOR ALLOWING AWARD OF CONTRACT WITHOUT COMPETITION

*(Section A must be completed by the User Department and then submitted to the Department of Purchasing & Contract Compliance)*

### **SECTION A**

**Department:** *Public Works*

**Department Contact:** *Roy Barnes*

**Description of Supplies/Services:** *Maintenance and Repair for AQ2 Discrete Analyzer*

#### **Demonstration of Contractor's Unique Qualifications:**

Seal Analytical provides service and support for County owned equipment, the AQ2 Discrete Analyzer. This equipment is used to analyze wastewater samples for compliance purposes; specifically, it performs chemical analyses that are regulated by the County's National Pollutant Discharge Elimination System (NPDES) permit. If this equipment is not properly maintained and supported, the County would not be able to ensure compliance with its permit, which would cause the County to incur fines and penalties. The equipment was purchased through a competitive process several years ago but is still functional and the current technology. This vendor is the sole authorized provider of genuine parts, supplies, service and support for AQ2 Discrete Analyzer. They do not authorize any other service provider to service their analyzers nor do they supply any competing companies with genuine parts and consumables for resale.

*(Section B must be completed by the Department of Purchasing & Contract Compliance)*

### **SECTION B**

#### **MARKET SURVEY**

##### **Results of Market Survey**

**Date Public Notice posted on website:** November 2, 2021

**Date Public Notice closed:** November 8, 2021

#### **REVIEW OF OFFER(S)**

**Were any offers received (Y/N):** N

**Number of offers received:** None

**Respondents:** N/A

**Date Offers submitted to User Department for review:** November 8, 2021

**User Department review and recommendation:** Award without competition

**Purchasing Agent review and recommendation:** I concur with the user department recommendation to award without competition.

DEPARTMENT OF PUBLIC WORKS  
INTEROFFICE MEMORANDUM



**FULTON  
COUNTY**

**TO:** Felicia Strong-Whitaker, Purchasing  
**FROM:** David Clark, Director *sc*  
**DATE:** October 21, 2021  
**SUBJECT:** Sole Source – Seal Analytical, Inc.  
Maintenance and repair AQ2 discrete analyzer

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This letter is to inform that Seal Analytical, Inc. is the exclusive manufacturer and supplier of the AQ Automated Discrete technology (AQ2, AQ1, AQ400) in the United States. Seal Analytical, Inc. is also the sole authorized supplier of genuine parts, supplies, service and support for the Seal AQ instruments in the United States.

cc: Roy Barnes, Deputy Director, Public Works  
Gerald Pace, Deputy Director, Administration, Public Works *GP*  
*GP* Janice Dickenson, Material Management Manager, Public Works  
Charlie Crockett, Chief Assistant Purchasing Agent, Purchasing



October 14, 2021

Fulton County Dept of Public Works  
SFMOC  
7472 Cochran Road  
College park, GA 30349

To Patrick Person:

This is to certify that SEAL Analytical, Inc. is the **exclusive manufacturer and supplier** of AQ1, AQ2, AQ300 and AQ400 Automated Discrete technology in the United States. As such, we are the **sole authorized provider** of genuine parts, software, supplies, service, training and support for the SEAL AQ instruments in the United States.

SEAL Analytical, Inc. is the **global manufacturer and supplier** of what was Bran+Luebbe (formerly Technicon) continuous flow analyzers in the USA. This includes the QuAAtro, AA3, AA500 and AA100. We are also the **sole authorized provider** of genuine parts, software, supplies, service, training and support for the SEAL/Bran+Luebbe instruments (i.e. AutoAnalyzer II/3, TrAAcs and QuAAtro) in the United States.

SEAL Analytical, Inc. is also the **exclusive manufacturer and supplier** of the SEAL BD50 and BD28, DEENA, DEENA II, DEENA III, DEENA-m, and Smartblock II in the United States. As such, we are the **sole authorized provider** of genuine parts, software, supplies, service, training and support for these digestors in the United States.

This letter confirms that SEAL Analytical, Inc. **does not** supply **any** competing companies with genuine parts, software and consumables for resale **nor** do we authorize any other service provider to service our analyzers.

SEAL commits to providing an on-going improvement process to our clients. We serve out-of-production units and, when parts or modules are no longer available, we will provide a cost effective proposal to move to the next generation, removing retraining costs and ensuring that existing inventory of consumables do not become redundant.

Thank you for your interest in SEAL Analytical, Inc. products and service. We look forward to continuing our working relationship.

Sincerely,

Lalia Potter  
President  
SEAL Analytical, Inc.