

Fairfax Water Procurement Procedures

ATTACHMENT E
SOLE SOURCE DETERMINATION OVER \$50,000

September 12, 2022

MEMORANDUM

To: Jamie Bain Hedges, General Manager
Through: John Kingsbury, Deputy General Manager *JUK*
Through: Donald R. Legg, CPPO, Procurement Manager *DRL*
From: Portia Pisigan, Organics Laboratory/ Water Security Supervisor
Subject: Request for Sole Source Contract Award to Inficon, Inc.

1. Background: Fairfax Water Laboratory has two hazardous air pollution on site (HAPSITE) instruments, one of which is reaching the end of its useful life cycle and must be replaced. The unit has been in use for 15 years and future repairs may not be possible due to the lack of available replacement parts. The Laboratory utilizes the HAPSITE to identify potentially harmful substances, such as volatile organic compounds (VOCs). The instruments, manufactured by Inficon Inc., are portable Gas Chromatograph/Mass Spectrometers (GCMS). In addition to the VOCs, they can identify toxic industrial chemicals (TICs), toxic industrial materials (TIMs), and select semi-volatile organic compounds (SVOCs). Fairfax Water has used the HAPSITE for identifying unknown chemicals during spill and contamination events. The Laboratory has developed methods to identify chemicals such as gasoline, diesel, and hydraulic fluid. The portability of the instruments is a key feature for use in emergency situations that necessitate expedited analysis of samples.
2. Justification: Inficon, Inc. is the sole manufacturer of the HAPSITE family of equipment. The individual parts that comprise the instruments are proprietary. The GCMS is self-contained and uses nitrogen as the carrier gas as opposed to helium primarily used in comparable instruments made by other manufacturers. FW Laboratory utilizes Nitrogen instead of Helium for analysis due to cost and availability. Helium has become less available in recent years and the prices have increased significantly due to global shortages. In addition, these instruments have the capability to run more methods than currently in use and can detect as low as 0.5 ppb by Headspace method for Volatile Organic Compounds which similar instruments cannot achieve. Currently, there are no equivalent products commercially available that meet these specifications.
3. Recommendation: I have reviewed contract pricing and believe it to be in the best interest of Fairfax Water to award a Sole Source contract to Inficon, Inc. for \$159,536.10 to purchase one HAPSITE GCMS and HAPSITE ER SituProbe Sampling System.
4. Determination: In accordance with Section 2.2-4303(E) of the Code of Virginia, as amended, it is my determination that the above-named vendor is the only known source practicably available to obtain the goods and/or services specified above.



Jamie Bain Hedges, General Manager

9/12/2022

Date