



MEMORANDUM

TO: Gene Baietto, Purchasing Manager

FROM: Terry Brandenburg
Health Commissioner

DATE: December 1, 2010

SUBJECT: REQUEST FOR THE SOLE SOURCE PURCHASE OF
AN X-RAY FLUORESCENCE ANALYZER

I am requesting the sole source purchase of an X-Ray Fluorescence Analyzer from the Thermo Scientific Corporation.

This is a very specialized piece of equipment designed to test for the presence of lead in painted surfaces and our research only turned up a few manufacturers. We have consulted with the state lead poisoning program and with other local health departments about their experience with lead analyzers and the product from Thermo Scientific Corporation rates very high.

The specific reasons for the sole source purchase are: (1) the unit only requires a replacement of the radioactive source every four years rather than annually (the annual cost is currently \$2,400), (2) training will be provided on site rather than at a national training site and (3) the purchase agreement will include the trade in of the current analyzer provided by the State of Wisconsin approximately ten years ago saving the estimated \$1,500 cost to decommission the unit.

This purchase was approved in the revised 2010 CDBC grant budget.

I would be pleased to answer any questions regarding this request.

TB/gs