



## Request to Procure from a U.S. Business Form

### Section A: Client Information

Date: Friday, January 2, 2026

Department/Board: Public Works

Division/Section: Hamilton Water, Compliance and Regulations

### Section B: Vendor Information

Vendor's Full Legal Name: Gold Standard Diagnostics Horsham, Inc. (formerly Eurofins Abraxis)

Vendor's address: 795 Horsham Rd Horsham, PA 19044 USA

### Section C: Business Case

The procurement from this U.S. Business is required for the following reason(s):

- Risk to health or safety of residents, staff or environment;
- To maintain Operational Necessity; or
- It is demonstrably in the City's best interest

#### Describe the Goods and/or Services that is being procured:

Original Equipment Manufacturer (OEM) and supplier of Microcystin Test Kits, Certified Reference Materials and Laboratory Performance Testing samples for Microcystin by Enzyme Linked Immunosorbent Assay (ELISA) for the analysis of drinking water as required by O.Reg.170/03 under the Safe Drinking Water Act, 2002. This OEM is listed in the appendices of the proposed Standardization of Hamilton Water Equipment and Services Report PW26010.

#### Outline the circumstances and rationale to support the use of this request to procure from a U.S. Business, including any economic advantages that may be achieved:

Gold Standard Diagnostics is the sole worldwide manufacturer and North American distributor of ABRAXIS® ELISA kits required for the analysis of microcystin in drinking water. These kits are integral to the Laboratory's CALA-accredited and MECP-licensed analytical method and are prescribed under Ministry of the Environment reference method MCYST-3469, "Screening and Semi-Quantitative Analysis of Water



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Samples for Microcystin by Enzyme-Linked Immunosorbent Assay (ELISA)". Due to limited shelf life, kits cannot be stockpiled and must be procured on a just-in-time basis. Gold Standards' two-day delivery turnaround is critical to support emergency response requirements, including during Harmful Algal Bloom Event Response, which require increased sampling frequency and timely analysis to ensure prompt reporting of results to the Ministry of the Environment.

### **What efforts were made to engage Canadian Businesses and Non-U.S. Businesses:**

Current research conducted through internet searches, direct inquiries, and industry contacts indicates that there is no Canadian Business that manufactures or is authorized by Gold Standard Diagnostics to distribute these products. Representatives from Gold Standard Diagnostics were contacted to confirm whether any authorized distribution networks or vendors operate within Canada; none were identified.

### **Section D: Verification Completed**

**State the outreach completed with municipalities and/or similar organizations, industry experts, vendors and the outcome of this research.**

#### **Organizations consulted:**

Current research conducted through internet searches, direct inquiries, and industry contacts indicates that there is no Canadian Business that manufactures or is authorized by Gold Standard Diagnostics to distribute these products. Representatives from Gold Standard Diagnostics were contacted to confirm whether any authorized distribution networks or vendors operate within Canada; none were identified.

#### **Outcome of this research:**

The Ministry of the Environment, Conservation and Parks (MECP), Laboratory Services Branch, is accredited and licensed to perform the analysis of microcystin in drinking water using ELISA methodology. The Laboratory Services Branch utilizes Gold Standard Diagnostics CAAS instruments and Gold Standard Diagnostics microcystin ELISA kits, which are imported directly from Gold Standard Diagnostics. Gold Standard Diagnostics has provided written confirmation that there are no authorized North American distributors of its ABRAXIS® ELISA kits for the detection of microcystin and it attached to this form.



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**What methods were utilized to determine alternative Goods/Services provided by Canadian and or Non-U.S. Businesses cannot satisfy the requirements of the City. Outline the results of those methods.**

**Methods used to determine:**

Internet searches and consultation with industry stakeholders were conducted to determine whether any Canadian authorized distributors of ABRAXIS® ELISA kits exist. Gold Standard Diagnostics (Horsham) was also contacted to confirm whether any authorized distribution networks or vendors operate within Canada; none were identified.

**Results:**

Gold Standard Diagnostics (Horsham) certifies that it is the sole worldwide manufacturer and North American distributor of its ABRAXIS® ELISA kits for the detection of microcystin. This certification was provided, in writing by their General Manager, and is attached to this form.



## Request to Procure from a U.S. Business Form

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### Section E: General Manager Review

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This section must be completed before the request is forwarded to the Director of Procurement for review.

Request supported by General Manager: Yes

General Manager comments:

Click or tap here to enter text.

General Manager Name: Jackie Kennedy Title:

Title: General Manager, Public Works

Date: Friday, January 30, 2026

Signature:

A handwritten signature in blue ink, appearing to read "Jackie Kennedy", is written over a grey rectangular redaction box.

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### Section F: Procurement Review

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This section must be completed before the request is forwarded to the City Manager for review and approval.

Request supported by Procurement: YES

Procurement comments:

The Director of Procurement worked closely with Hamilton Water to ensure that due diligence was performed and that this request complies with the exceptions to procure from a US Business

Procurement Director Name: Tina Iacoe

Title: Director, Procurement

Date: February 3, 2026

Signature:

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### Section G: City Manager Approval

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## Request to Procure from a U.S. Business Form

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City Manager direction: Choose an item.

City Manager review/recommendation comments:

Click or tap here to enter text.

City Manager/Acting City Manager Name: Marnie Cluckie, City Manager

Approval Date: February 3, 2026

Signature:

A handwritten signature in blue ink that reads "M. Cluckie".

Marnie Cluckie  
City Manager  
February 3, 2026

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Gold Standard Diagnostics Horsham  
795 Horsham Road  
Horsham, PA 19044 USA

January 13, 2025

City of Hamilton, Public Works Department  
700 Woodward Avenue  
Hamilton, ON L8H 6P4  
Canada

I, Rich Quashne, certify that Gold Standard Diagnostics Horsham is the sole worldwide manufacturer and North American distributor of its' ABRAXIS® ELISA kits for the cyanotoxins Anatoxin-a, Cylindrospermopsin, Microcystins/Nodularins(ADDA), and Saxitoxins/Lyngbyatoxins plus associated products and technologies, including the CAAS Cube covered under U.S. patent numbers 6,967,240 for congener independent detection of microcystin and nodularin congeners and patent number 9,739,777 for rapid analysis for cyanobacterial toxins

Regards,

A handwritten signature in black ink, appearing to read "Rich Quashne".

Rich Quashne  
President/General Manager



## Request to Procure from a U.S. Business Form

### Section A: Client Information

Date: Friday, January 2, 2026

Department/Board: Public Works

Division/Section: Hamilton Water – Plant Maintenance and Technical Services (PMATS)

### Section B: Vendor Information

Vendor's Full Legal Name: **Veolia WTS Services USA Inc.**

Vendor's address: 4880 Cox Road, Suite 101, Glen Allen, Virginia, 23060

### Section C: Business Case

The procurement from this U.S. Business is required for the following reason(s):

- Risk to health or safety of residents, staff or environment;
- To maintain Operational Necessity; or
- It is demonstrably in the City's best interest

#### **Describe the Goods and/or Services that is being procured:**

Veolia is the Original Equipment Manufacturer of all Climber Screen® brand mechanical screening equipment used to remove solids and debris at the intake stages of water and wastewater processes at the Woodward Water and Wastewater Treatment Plant.

#### **Outline the circumstances and rationale to support the use of this request to procure from a U.S. Business, including any economic advantages that may be achieved:**

The climber screens are fully integrated into existing water and wastewater treatment processes, with all parts and servicing proprietary to Veolia Water Technologies & Solutions. Due to the critical role of these units, timely repairs are essential. Using non-Veolia parts would require major mechanical, electrical, and instrumentation modifications, increasing downtime and costs. Therefore, all components and services will be purchased directly from Veolia Water Technologies



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& Solutions to ensure reliability and continuity of operations. Veolia is already an approved vendor on the current Hamilton Water Standardization of Equipment and Services Report (PW23049).

### **What efforts were made to engage Canadian Businesses and Non-U.S. Businesses:**

Hamilton Water has determined that Veolia Technologies & Solutions also has an office in Ontario but the parts needed can only be purchased from the American location. No other suppliers have been identified through emails and internet searches.

### **Section D: Verification Completed**

**State the outreach completed with municipalities and/or similar organizations, industry experts, vendors and the outcome of this research.**

#### **Organizations consulted:**

Veolia has confirmed that there are no other sources for these parts and equipment and that all climber screen parts must be purchased from their US offices. Hamilton Water Maintenance staff have been consulted.

#### **Outcome of this research:**

These parts and equipment are proprietary and Plant Maintenance staff have not identified any available alternatives that would not require significant mechanical, electrical, and instrumentation modifications.

**What methods were utilized to determine alternative Goods/Services provided by Canadian and or Non-U.S. Businesses cannot satisfy the requirements of the City. Outline the results of those methods.**

#### **Methods used to determine:**

Internet searches and consultation with industry representatives and distribution networks.

#### **Results:**



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Information obtained verified that these parts and equipment cannot be purchased from a Canadian source – Veolia Technologies & Solutions has an office in Ontario but these parts and equipment must be purchased from their US location. See attached letter from Veolia affirming that they are the sole provider of the Climber Screen product.



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### Section E: General Manager Review

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This section must be completed before the request is forwarded to the Director of Procurement for review.

Request supported by General Manager: Yes

General Manager comments:

I understand that obtaining components to service existing equipment is required for the operation of facilities and support this procurement.

General Manager Name: Jackie Kennedy

Title: General Manager, Public Works

Date: Friday, January 30, 2026

Signature:

A handwritten signature in blue ink, appearing to read "Jackie Kennedy", written over a light gray rectangular background.

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### Section F: Procurement Review

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This section must be completed before the request is forwarded to the City Manager for review and approval.

Request supported by Procurement: YES

Procurement comments:

The Director of Procurement worked closely with Hamilton Water to ensure that due diligence was performed and that this request complies with the exceptions to procure from a US Business

Procurement Director Name: Tina Iacoe

Title: Director, Procurement

Date: February 3, 2026

Signature:

A handwritten signature in blue ink, appearing to read "Tina Iacoe", written over a light gray rectangular background.



## Request to Procure from a U.S. Business Form

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### Section G: City Manager Approval

City Manager direction: Choose an item.

City Manager review/recommendation comments:

Click or tap here to enter text.

City Manager/Acting City Manager Name: Marnie Cluckie, City Manager

Approval Date: February 3, 2026

Signature:

A handwritten signature in black ink that reads "M. Cluckie".

Marnie Cluckie  
City Manager  
February 3, 2026

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**VEOLIA WTS Services USA Inc.**

4880 Cox Road, Suite 101  
Glen Allen, VA 23060  
tel: +1 804-756-7600  
fax: +1 804-756-7643

**February 1, 2024**

**Matt Brash**  
**City of Hamilton**  
**Public Works/Hamilton Water**  
**Hamilton, ON**

**Email:** [Matthew.Brash@hamilton.ca](mailto:Matthew.Brash@hamilton.ca)

**Sole Source Letter**

The Climber Screen® is a trademark of Veolia WTS Services USA Inc, 4880 Cox Road, Glen Allen, VA 23060, and is designed and engineered specifically for your treatment application and installation. Climber Screens® are sold only by Veolia WTS Services USA Inc, an original equipment manufacturer of water and wastewater treatment equipment.

The components of the Climber Screens® are sold directly to end-users by Veolia WTS Services USA Inc. We do not sell through sales representatives or through distribution networks. The parts for your Climber Screens® are designed, engineered, and produced specifically for your equipment and application by Veolia WTS Services USA Inc.

Veolia WTS Services USA Inc. is committed to providing quality equipment, parts, and service for your plant. If you have any service or parts needs, please contact Martin Konkell at 804-316-1454 or [Martin.Konkel@veolia.com](mailto:Martin.Konkel@veolia.com)

All purchase orders must be made out to:

**VEOLIA WTS Services USA Inc.**  
4880 Cox Road, Suite 101  
Glen Allen, VA 23060

Regards,

A handwritten signature in black ink, appearing to read "Sean Leonard".

Sean Leonard  
Senior Parts & Service Sales Coordinator  
**Veolia WTS Services USA Inc.**



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### Section A: Client Information

Date: Friday, January 2, 2026

Department/Board: Public Works

Division/Section: Hamilton Water/Compliance & Regulations

### Section B: Vendor Information

Vendor's Full Legal Name: Buchi Corporation

Vendor's address: 19 Lukens Dr. Suite 400, New Castle, DE 19720

### Section C: Business Case

The procurement from this U.S. Business is required for the following reason(s):

- Risk to health or safety of residents, staff or environment;
- To maintain Operational Necessity; or
- It is demonstrably in the City's best interest

#### Describe the Goods and/or Services that is being procured:

The City engages this vendor through a Service Agreement for the ongoing Preventative Maintenance for Buchi laboratory instruments. Buchi instruments used in the laboratory include Syncore Analyst R6 evaporator, a Vacuum Pump V-100 and three Rotavapor R-300's.

These instruments are used in the analysis of drinking water and non-drinking water samples for Oil & Grease, Total Petroleum Hydrocarbons, Semi-Volatile organics and PCB's for concentration/evaporation purposes.

#### Outline the circumstances and rationale to support the use of this request to procure from a U.S. Business, including any economic advantages that may be achieved:

BUCHI Corporation only authorizes factory trained Service Engineers to perform services such as installation, training, IQ/OQ, preventative maintenance, contracts, and billable/warranty repair on



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genuine BUCHI products. No other third-party service provider is authorized by Buchi Corporation to provide the services listed above. Using an unauthorized vendor for these service would void existing warranties and reduce the reliability of the calibration and measurement capabilities of the instruments in use. Buchi has provided a letter confirming this information. Buchi Corporation is already an approved Original Equipment Manufacturer (OEM) on the Hamilton Water Standardization of Equipment and Services Report (PW23049).

### **What efforts were made to engage Canadian Businesses and Non-U.S. Businesses:**

Research into service providers was completed using internet searches and other industry contacts to determine if there are any other authorized service providers in Canada. Buchi was contacted to determine if they could identify any authorized distribution networks or vendors in Canada.

### **Section D: Verification Completed**

**State the outreach completed with municipalities and/or similar organizations, industry experts, vendors and the outcome of this research.**

#### **Organizations consulted:**

Research included internet searches and consultation with the industry to determine what methods and service providers are available to perform these services. Buchi was contacted by email to determine if they could identify any authorized distribution networks or vendors in Canada.

#### **Outcome of this research:**

The above research did not identify any authorized distribution networks or vendors in Canada who could provide these services. Buchi was contacted and provided confirmation, in writing, that there are no other authorized vendors for these services in Canada.



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**What methods were utilized to determine alternative Goods/Services provided by Canadian and or Non-U.S. Businesses cannot satisfy the requirements of the City. Outline the results of those methods.**

**Methods used to determine:**

Internet searches and consultation with the industry was used to determine if there are any service providers available to perform these services as an alternative to Buchi. Buchi was contacted by email to determine if they could identify any authorized distribution networks or vendors in Canada.

**Results:**

Research into alternative vendors did not identify any authorized service providers. Discussions with Buchi confirmed that the use of unauthorized vendors could void existing warranties and compromise the accuracy and reliability of instrument calibration and measurement. These risks could result in non-compliance with Ministry of the Environment approvals and regulatory requirements. Buchi has further confirmed that no other authorized service providers are available, and a confirmation letter from Buchi is attached.



## Request to Procure from a U.S. Business Form

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### Section E: General Manager Review

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This section must be completed before the request is forwarded to the Director of Procurement for review.

Request supported by General Manager: Yes

General Manager comments:  
Services on specialty lab equipment is required.

General Manager Name: Jackie Kennedy

Title: General Manager, Public Works

Date: Friday, January 30, 2026

Signature:

A handwritten signature in blue ink, appearing to read "Jackie Kennedy", written over a light gray rectangular background.

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### Section F: Procurement Review

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Procurement comments:  
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Procurement Director Name: Tina Iacoe

Title: Director, Procurement

Date: February 3, 2026

Signature:

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### Section G: City Manager Approval

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## Request to Procure from a U.S. Business Form

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City Manager direction: Choose an item.

City Manager review/recommendation comments:

Click or tap here to enter text.

City Manager/Acting City Manager Name: Marnie Cluckie, City Manager

Approval Date: February 3, 2026

Signature:

A handwritten signature in black ink that reads "M. Cluckie".

Marnie Cluckie  
City Manager  
February 3, 2026

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BÜCHI Corporation

19 Lukens Dr. Suite 400  
New Castle, DE 19720

T 302-652-3000  
[www.buchi.com](http://www.buchi.com)

January 7, 2025

Dear Robin Lockhart,

In the regions of the United States of America, Puerto Rico, and Canada, BUCHI Corporation only authorizes factory trained Service Engineers to perform services such as Installation, Training, IQ/OQ, Preventative Maintenance, Contracts, and Billable/Warranty Repair on genuine BUCHI products. No other third-party service provider is authorized by BUCHI Corporation to provide service of the above mentioned. To schedule a service with a factory trained BUCHI Service Engineer, please contact us at 302-652-3000.

Sincerely,

A handwritten signature in black ink, appearing to read "Joshua Rumfield".

Joshua Rumfield  
Head of Professional Services