



ERIE COUNTY WATER AUTHORITY

INTEROFFICE MEMORANDUM

October 1, 2026

To: Jennifer Hibit, Secretary to the Authority

From: Lavonya C. Lester, Director of Administration *LCL*

Subject: Sole Source Purchase over \$20,000
PO#AML26-0148 / Gutermann Equipment
AquaScan Laptop Correlator
PN 2026000246

On September 14, 2026, Central Purchasing received a purchase request for an AquaScan 620L laptop-based correlator with two cordless sensors for detecting and locating suspected water leaks.

The total cost for the equipment is \$25,500.00

This laptop achieves strong and accurate results on all materials using its standard Aquascan accelerometer sensor-transmitters. It can pinpoint multiple leaks in one correlation. The combined accelerometer sensor-transmitter units communicate entirely wirelessly with the Aquascan laptop link and the laptop computer allowing the operator to close the manhole covers during the correlation work. The new device will replace our existing equipment. Leak Detection Unit has an existing Gutermann AquaScan 620L, however, the units are not operating properly. They are not providing a consistent correlation to indicate where a leak is. This causes our crews to dig additional excavations to locate the leak, which leads to additional restoration and cost. New equipment will aid in our effort to locate leaks efficiently and cost-effectively.

The items will be purchased from the distributor below:

EJ Prescott – They are the sole supplier of the Gutermann brand for leak detection equipment in the state of New York.

Budget:

Unit: 2502

GL: 401000 – 662028

Construction: Mains/Opr/Small Tools

The following documents are attached for the above-mentioned purchase:

- Quote and sole source justification letter from manufacturer
- Memorandum to Director of Administration
- Brochure and ECWA justification form

LCL:jmf

Attachments

cc: PUWA-722-202601

ERIE COUNTY WATER AUTHORITY AUTHORIZATION FORM
For Approval/Execution of Board Meeting Documents

Requestor/Project Mgr.: Lavonya Lester **Project No.:** 202600246

Document Name/Description: AquaScan Laptop Correlator with Two Cordless Sensors for Locating Water Leaks

Item Description: **Choose one:** Single/Sole Source Purchase - \$20,000 and above

Other: _____

Action Requested: **Choose one:** Board Approval

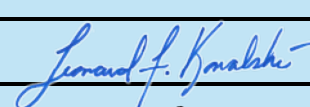
Other: _____



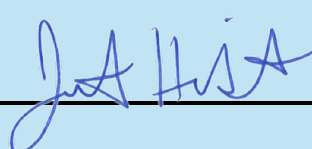
If Applicable, the MPO Amendment Form has been submitted to Central Purchasing.

APPROVED AS TO CONTENT:

✓Required Approvals:

☒	Chief Financial Officer	<u></u>	Date: <u>10/06/2026</u>
☒	Chief Operating Officer	<u></u>	Date: <u>10/02/2026</u>
☒	Claims Rep. – Risk Manager	_____	Date: _____
☐	Comptroller	_____	Date: _____
☒	Director of Administration	<u></u>	Date: <u>10/01/2026</u>
☐	Director of Distribution	_____	Date: _____
☐	Director of Human Resources	_____	Date: _____
☐	Director of Cybersecurity & IT	_____	Date: _____
☐	Director of Planning & WS	_____	Date: _____
☐	Director of Production	_____	Date: _____
☐	Director of Water Quality	_____	Date: _____
☒	Executive Engineer	<u></u>	Date: <u>10/2/2026</u>
☒	General Counsel (Legal)	<u></u>	Date: <u>10/01/2026</u>
☐	Sr. Director of Operations & Infra.	_____	Date: _____
☐	Other:	_____	Date: _____

APPROVED FOR BOARD RESOLUTION

Secretary to the Authority  Date: 10/07/2026

Remarks: PO Number AML26-0148

Resolution Date: _____ Item No: _____

SOLE SOURCE JUSTIFICATION

Requisition Item: Aquascan 620L- Laptop Leak Locating Correlator

Purchase Order or Master Purchase Order Number: AML26-0148

Prior Purchase Order or Master Purchase Order Number (if item has been approved previously): LJM19-0034

1. Please describe the item and its function: Aquascan 620L is a laptop based correlator with two cordless sensors for detecting and locating suspected water leaks.

2. This is a sole source* because:

- ☒ Sole provider of a licensed or patented good or service;
- ☐ Sole provider of items that are compatible with existing equipment, inventory, systems, programs or services;
- ☐ Sole provider of goods and services for which the Authority has established a standard**;
- ☐ Sole provider of factory-authorized warranty service;
- ☐ Vendor/distributor is a holder of a used item that would represent good value and is advantageous to the Authority (please attach information on market price survey, availability, etc.);
- ☐ Sole provider of goods or services that will meet the specialized needs of the Authority or perform the intended function (please detail below or in an attachment).

3. What necessary features does this vendor provide which are not available from other vendors? Be specific.
Combined sensor-transmitter communicates entirely wireless with laptop correlator

4. What steps were taken to verify that these features are not available elsewhere?

- ☒ Verification from manufacturer of sole source attached (current year).
- ☐ Other brands/manufacturers were examined (please list phone numbers and names and explain why these were not suitable).

- ☐ Other vendors were contacted (please list phone numbers and names and explain why these were not suitable).

SUBMIT TO DIRECTOR OF ADMINISTRATION FOR APPROVAL

Buyer's Signature: *Adam Massaro*

Buyer's Name

ADAM MASSARO

(Please Print)

Approved:

Barbara J. Foster
Director of Administration

Date:

9/14/2026

Date:

10/01/2026

* Sole Source: Only one vendor possesses the unique and singularly available capability to meet the requirement of the solicitation.

** Procurement of items for which the Authority has established a standard by designating a brand or manufacturer or by pre-approving via a testing, shall be competitively bid if there is more than one vendor of the item.



GUTERMANN

Cameron Keyes
Gutermann, Inc.
603-320-9166
55 Main St. Unit #311
Newmarket, NH 03857

2026-2027

Subject: Gutermann Leak Detection Equipment – Sole Source Documentation

To Whom It May Concern,

All Gutermann Products sold in the State of New York is distributed and supported sole source through Everett J Prescott (EJP) at the address following {32 Prescott Street} and other locations in region. EJP is the only organization that is currently authorized to sell, service, and support Gutermann products in the above region.

Regards,

X

Cameron Keyes

Cameron Keyes
Director North America

BID FOR ERIE COUNTY WATER AUTHORITY

Date: 09/14/2026

Bid #5611208 Information



Account Name: ERIE COUNTY WATER AUTHORITY

Date: 09/14/2026

We are pleased to present the following quotation from the **EJP Smart Utility Professionals (SUP) Team**.

EJP Smart Utility Professionals helps utilities make informed decisions by collecting, analyzing, and applying system data. Our goal is to provide utilities with meaningful information that improves system performance, operational efficiency, and long-term planning.

Our team provides solutions and services across water, wastewater, and stormwater systems, including **water metering, AMR/AMI systems, leak detection, pressure monitoring, GIS services, flow monitoring, and CSO/SSO monitoring.**

Working alongside our customers and trusted technology partners, we provide the equipment, software, technical expertise, and ongoing support needed to better understand and manage utility infrastructure. From measuring water consumption and identifying distribution system leaks to mapping assets and monitoring system performance, we turn data into actionable information.

Our approach begins with understanding each utility's specific needs and objectives. We then work to provide practical solutions that can help utilities:

- Improve operational efficiency and system performance
- Identify water loss, leaks, and other system issues
- Improve the accuracy and accessibility of infrastructure data
- Support proactive maintenance and asset management
- Evaluate and implement new technologies
- Make informed, data-driven capital and operational decisions

The EJP Smart Utility Professionals Team combines experienced personnel, proven technology partners, and ongoing technical support to help utilities get the greatest long-term value from their infrastructure investments.

Pricing & Terms: All pricing is based on current economic and market conditions. Pricing is subject to change, and additional charges may apply as a result of tariffs, duties, or other product cost adjustments beyond EJP's control.

Payment Terms: Net 30 days from the invoice date. Service charges may apply to past-due balances.

Non-Stock Items: All non-stock and special-order items are non-returnable and non-cancellable. We will not issue credit for these items once ordered.

SIGNATURE FOR CUSTOMER APPROVAL _____

DATE _____

BID FOR ERIE COUNTY WATER AUTHORITY

Date: 09/14/2026

Bid #5611208 Information



EJP Number	Product	Unit of Measure	Quantity	Unit Price	Extended Price
59945	AQUASCAN 620L LAPTOP CORR KIT	EA	1	\$ 25,500.00	\$ 25,500.00
SUBTOTAL					\$ 25,500.00

BID FOR ERIE COUNTY WATER AUTHORITY

Date: 09/14/2026

Bid #5611208 Information



E.J. Prescott, Inc. Terms and Conditions of Sale

- **Prices:** All prices are subject to change without notice, except where firm quotations have been provided in writing by authorized management personnel of E.J. Prescott, Inc. ("EJP").
- **Taxes:** Prices do not include any present or future federal, state, or local taxes (including, without limitation, sales tax, use tax, excise tax, or otherwise) unless specifically stated. It is the responsibility of the Buyer to pay all such taxes. Taxes where applicable may be added to the price of the products and shall be paid by the Buyer, unless the Buyer furnishes to EJP a tax exemption certificate in a form agreeable to the applicable taxing authorities. If EJP is required to prepay any such tax, Buyer will reimburse EJP in full upon demand.
- **Payment Terms:** EJP Open Credit accounts are established for commercial, non-consumer use only. Unless an approved commercial Open Credit account is established, payment in good funds or approved check must be made before or at time of delivery. Commercial Credit terms are Net 30 days, no cash discounts allowed. Service Charges commence after 30 days and are calculated on the last day of the month in which the 30th day falls. SERVICE CHARGE IS 1 1/2% PER MONTH (18% A.P.R.) ON THE BALANCE OVER 30 DAYS OF AGE. THE BUYER AGREES TO PAY ALL COSTS AND EXPENSES OF COLLECTION, INCLUDING REASONABLE ATTORNEY'S FEES, and EJP claims a mechanic's lien under applicable state law.
- **Acceptance by EJP:** All orders from the Buyer are subject to acceptance by authorized personnel of EJP, and, in the case of Open Account Sales, approval of the EJP Credit Department.
- **Cancellations:** SPECIAL OR NON-STOCK ITEMS MAY NOT BE CANCELLED OR RETURNED AFTER THE PRODUCT(S) IS PLACED INTO PRODUCTION. All charges and costs incurred by EJP as a result of cancellations or order changes will be billed to the Buyer.
- **Delivery:** EJP will make a good faith effort to complete delivery of the products; provided, however, that EJP assumes no responsibility or liability for loss or damage due to delay or inability to deliver, if such non-performance was the result of any events or circumstances beyond the control of EJP, including, but not limited to, acts of God, war, labor difficulties, fire, accidents, inability to obtain materials, and delays of carriers, contractors, suppliers, or manufacturers. Under no circumstances shall EJP be liable for any special, consequential, incidental, indirect, or liquidated damages, losses, or expense (whether or not based on negligence) arising directly or indirectly from delays or failure to give notice of delay.
- **Shipment:** Shipment of all products is to one given destination for all items including pipe, unless otherwise indicated in writing. Risk of loss shall transfer to the Buyer upon tender of goods to Buyer, Buyer's representative, or common carrier. The cost of any special packing or special handling caused by Buyer's requirements or requests shall be added to the amount of the order. If Buyer causes or requests a shipment delay, or if EJP ships or delivers the products erroneously as a result of inaccurate, incomplete or misleading information supplied by Buyer or its agents or employees, storage and all other additional costs and risks shall be borne solely by Buyer. Claims for products damaged or lost in transit should be made by Buyer to the carrier, as EJP's responsibility ceases upon tender of goods to Buyer, Buyer's representative or common carrier. Delivery will be made on hard surfaces only. Any damage or towing charges resulting from "non hard surface deliveries" shall be the responsibility of the Buyer.
- **Inspection and Acceptance:** Claims for damage, shortage or errors in shipping must be reported within 10 days following delivery to Buyer. Buyer shall have 10 days from the date Buyer receives any products to inspect such products and services for defects and nonconformance and notify EJP, in writing, of any defects, nonconformance or rejection of such products. After such 10 day period, Buyer shall be deemed to have irrevocably accepted the products, if not previously accepted. After such acceptance, Buyer shall have no right to reject the products for any reason or to revoke acceptance. Buyer hereby agrees that such 10 day period is a reasonable amount of time for such inspection and revocation.
- **Returns:** Materials cannot be returned without EJP's written consent. NO RETURNS ARE ALLOWED AND NO REFUNDS WILL BE MADE ON (i) PIPE OR (ii) SPECIALLY FABRICATED OR ORDERED ITEMS. THE SOLE AND EXCLUSIVE REMEDY FOR SUCH ITEMS ALLEGED TO BE DEFECTIVE IN WORKMANSHIP OR MATERIAL WILL BE THE REPLACEMENT OF THE ITEMS SUBJECT TO THE MANUFACTURER'S INSPECTION AND WARRANTY. All other returned material is subject to a MINIMUM 25% RE-HANDLING CHARGE, plus transportation charges. Unless otherwise agreed by the Buyer and EJP, all credit for returned material will be applied to future orders, subject to approval by the EJP Credit Department.
- **Warranty:** THE BUYER'S SOLE AND EXCLUSIVE WARRANTY, IF ANY, IS THAT PROVIDED BY THE PRODUCT'S MANUFACTURER. EJP MAKES NO EXPRESS OR IMPLIED WARRANTIES. EJP HEREBY DISCLAIMS ALL EXPRESS OR IMPLIED WARRANTIES, WHETHER IMPLIED BY OPERATION OF LAW OR OTHERWISE, INCLUDING, WITHOUT LIMITATION, ALL IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS OR FITNESS FOR A PARTICULAR PURPOSE. UNDER NO CIRCUMSTANCES, AND IN NO EVENT, WILL EJP BE LIABLE FOR PERSONAL INJURY, PROPERTY DAMAGE OR THIRD-PARTY CLAIMS, OR ANY OTHER LOSS, DAMAGE, COST OR REPAIRS OR INCIDENTAL, PUNITIVE, SPECIAL, CONSEQUENTIAL, OR LIQUIDATED DAMAGES OF ANY KIND, WHETHER BASED UPON WARRANTY, CONTRACT, STRICT LIABILITY, NEGLIGENCE OR ANY OTHER CAUSE OF ACTION ARISING IN CONNECTION WITH THE DESIGN, MANUFACTURE, SALE, TRANSPORTATION, INSTALLATION, OR REPAIR OF THE PRODUCTS SOLD BY EJP. THE TOTAL AGGREGATE LIABILITY OF EJP FOR ANY AND ALL CLAIMS ARISING OUT OF OR RELATED TO THIS DOCUMENT OR THE RELATIONSHIP BETWEEN THE PARTIES, REGARDLESS OF THE FORM OF ACTION, THEORY OF RECOVERY, OR WHETHER BASED IN CONTRACT, TORT, STRICT LIABILITY, NEGLIGENCE, OR ANY OTHER LEGAL THEORY, SHALL NOT EXCEED THE TOTAL AMOUNT ACTUALLY PAID BY THE BUYER TO EJP FOR THE SPECIFIC PRODUCT OR SERVICE THAT DIRECTLY GAVE RISE TO THE CLAIM, OR \$10,000, WHICHEVER IS LESS. BUYER ACKNOWLEDGES AND AGREES THAT THESE LIMITATIONS ARE AN ESSENTIAL BASIS OF THE BARGAIN BETWEEN THE PARTIES, REFLECTS THE ALLOCATION OF RISK BETWEEN THE PARTIES, AND THAT THE PRICING AND OTHER TERMS OF THIS DOCUMENT WERE NEGOTIATED BASED ON THESE LIMITATIONS AND THAT EJP WOULD NOT HAVE ENTERED INTO THIS DOCUMENT WITHOUT THESE LIMITATIONS.
- **Release and Indemnity:** The Buyer hereby irrevocably, unconditionally, and perpetually releases, discharges, waives all rights against, indemnifies, defends, and holds harmless EJP, its subsidiaries, officers, directors, shareholders, employees, agents, contractors, subcontractors, affiliates, successors, assigns, and insurers (collectively, the "Released Parties") from and against any and all claims, demands, actions, causes of action, liabilities, damages, losses, costs, and expenses, including attorneys' fees, court costs, expert witness fees, investigation costs, and any other expenses of any kind, arising out of or in any way connected with (i) the performance or non-performance of service work (or work outside the scope of the service work) by any of the Released Parties, (ii) any defect, failure, or issue related to any materials provided by the Released Parties or third parties, whether known or unknown, latent or patent, including but not limited to claims arising from the selection, use, installation, maintenance, repair, or performance of such materials, or from any defect in such materials, (iii) any acts, omissions, or negligence of the Released Parties, its representatives, or third parties in connection with the selection, use, installation, or maintenance of any materials or products, and (iv) the use, operation or possession of any item(s) rented from EJP.
- **Entire Agreement:** This document constitutes the entire, complete, and exclusive agreement between the parties with respect to the subject matter hereof and contains all the agreements and conditions of sale; no course of dealing or usage of the trade shall be applicable unless expressly incorporated herein. The terms and conditions contained herein may not be added to, modified, superseded or otherwise altered except by a written modification signed by authorized management personnel of EJP. All transactions shall be governed solely by the terms and conditions contained herein. All purchase orders issued pursuant to an EJP quotation shall be deemed issued subject to all EJP terms and conditions herein contained. These terms and conditions shall supersede those of the Buyer.
- **Governing Law:** This transaction shall be governed in all respects by the laws of the State of Maine (excluding choice of law provisions). All actions, regardless of form, arising out of or in connection with this transaction, the products sold by EJP, or the relationship between the Buyer and EJP shall be brought in the courts of the State of Maine within the applicable statutory period.
- **Communications:** Payments only should be directed to: E.J. Prescott, Inc., P.O. Box 350002, Boston, MA 02241-0502. All other correspondence and inquiries should be directed to your local EJP Division. The Home Office address is 32 Prescott Street, P.O. Box 600, Gardiner, Maine 04345. Telephone (207) 582-1851. Fax (207) 582-5637. E-mail ejp@ejprescott.com.

Please call your representative for additional information and quotes



AQUASCAN 620L

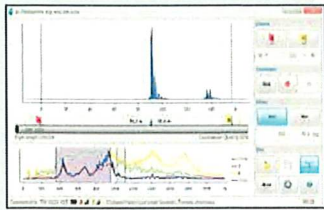
Laptop Leak Locating Correlator

Ultra-compact and extremely easy to use – the AQUASCAN 620L laptop correlator utilizing the industry-leading cordless sensors and a powerful “Auto Filter”.



AQUASCAN 620L

Laptop Leak Locating Correlator



So easy – your child could pinpoint leaks

The AQUASCAN 620L software is based on GUTERMANN's entirely revamped Java-based software platform and provides the same simple and easy to navigate user interface as the top-range correlator model AQUASCAN TM2. It also boasts some of the same features, which make GUTERMANN's latest laptop correlator generation so effective for both experienced operators and relative beginners.

The highly sophisticated "Auto Filter" automatically selects the most relevant frequency bands of interest and amplifies them further to generate an accentuated peak. No more playing around with manual filters in order to try to identify possible leak noise sources. No more ambiguity about the existence of a leak. The AQUASCAN 620L does it all for you and can even pinpoint multiple leaks in one correlation.

It's universally applicable and flexible in use

The versatile laptop correlator AQUASCAN 620L is a jack-of-all-trades and your correlator of choice for all standard situations. It achieves strong and accurate results on all materials using its standard AQUASCAN accelerometer sensor-transmitters. If need be, particularly on plastic pipes and bigger diameters, the AQUASCAN 620L can be used in connection with GUTERMANN's stainless steel hydrophone sensors for additional sensitivity in order to achieve even better results.

The software runs on any Windows-based computer, whether you prefer a light-weight and low cost ultra-book or tablet or a high-end ruggedized touchscreen computer, both of which can be supplied by GUTERMANN upon request.

Entirely cordless for quick and safe operation

The AQUASCAN 620L builds on the proven cordless sensor technology of the legendary AQUASCAN 610 stand-alone correlator. The combined accelerometer sensor-transmitter units communicate entirely wirelessly with the AQUASCAN laptop link and the laptop computer allowing the operator to close the manhole covers during the correlation work and eliminating the risk of tripping on cables. The only cables that you might ever need during operation are the cables connecting the sensor-transmitter to optional hydrophones.

This feature greatly facilitates longer correlation work. It also means that the AQUASCAN 620L complies with the strictest utility and contractor health & safety regulations and public Street Works Acts. Lastly, it means that your work kit is very compact and consists of only few items.

Benefit from the latest software technology

The latest GUTERMANN laptop correlator software builds on the most advanced correlation algorithms in the industry. The aforementioned "Auto Filter" removes ambiguity and provides quick and automatic results. The "Notch Filtering" function removes electrical mains noises from the sound spectrum, including higher harmonics. The clean and clear correlation screen shows the coherence analysis, the cross-spectrum analysis and the two sensor spectra, all of which can easily be switched on or off on the display at any point in time. Correlation files can be saved and exported for safekeeping, subsequent analysis or re-correlation, or for second opinion by a third-party or GUTERMANN experts.

As usual for Gutermaann products, the AQUASCAN 620L allows free firmware and software updates for the life of the product.

System Configuration

- 1 Correlator receiver (laptop link) with vehicle mount antenna
- 1 Pair of stereo headphones
- 2 Transmitting accelerometer sensors
- 1 12V vehicle charge cable with 3 connectors for receiver and sensors
- 1 110-240V AC adapter
- 1 Operating manual
- 2 Years warranty

Optional Accessories Configuration

- 1 high-end ruggedized Windows tablet PC with touch-screen and two hot-swappable batteries
- 1 low-cost pre-configured laptop
- 1 pair of stainless steel hydrophones
- 1 Correlator kit carry case

Technical Specifications

Pipe Material	All common pipe materials; mixed material mode
Sound Velocity	Integrated sound velocity table and on-site velocity check
Filters	Auto-filter, manual filter, notch filter
Frequency Analysis	High-resolution FFT, coherence analysis and cross-spectrum analysis
Frequency Response	1-5000 Hz
Peak Suppression	Unlimited, user selectable
Maximum Correlation	Unlimited time recording per correlation
Memory Capacity	Limited only by size of computer drive; optional post-processing of correlation with changed parameters
Sensors	Ultra compact high sensitivity piezo-ceramic sensors with integrated radio transmitter and magnetic fixing
Output	Wireless transmission from sensors to laptop link and from laptop link to PC
Input	Multi-purpose socket on sensors for battery charging, or connecting hydrophones, ground microphone or hand-probe
Power	Sensors: Rechargeable 3.7V Lithium-polymer battery (vehicle or indoor charging)
Battery Charging	Vehicle or indoor
Battery Charge Life	Sensors: up to 8 hours
Dimensions	Receiver: 200x110x30 mm (7.8"x4.3"x1.2"); transmitting sensors Ø62x158 mm (Ø2.4"x6.2")
Weight	Receiver: 0.4 kg (0.9 lbs.); transmitting sensors: 0.9 kg (2.0 lbs.)



Gutermaann AG
Sihlbruggstrasse 140
CH-6340 Baar, Switzerland
T. +41 41 7606033
F. +41 41 7606034
E. info@gutermann-water.com
W. gutermann-water.com

Your Nearest Distributor

AUSTRALIA · CANADA · FRANCE · GERMANY · MALAYSIA · MEXICO · PERU · SWITZERLAND · UK · USA