

State of Maine Procurement Justification Form

This form must accompany ALL contract requests and sole source requisitions submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below.

PART I: OVERVIEW

Department Office/Division/Program:		Inland Fisheries and Wildlife/Wildlife Resource Assessment Section	
Department Contract Administrator or Grant Coordinator:		Jennifer Vashon, Wildlife Biologist Brenda Lord, Wildlife Secretary	
(If applicable) Department Reference #:		N/A	
Estimated Contract or Grant Amount:	\$ 11,093.60	Advantage CT / RQS #:	CT-09A-20200608*3795
AMENDMENT	Original Start Date:		New Start Date:
	Original End Date:		New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
ALL OTHER	Proposed Start Date:	6/22/2020	Proposed End Date: 9/30/2020
Vendor/Provider/Grantee Name, City, State:		Matson's Laboratory, LLC, 135 Wooden Shoe Lane, Manhattan, MT 59741	
Brief Description of Goods/Services/Grant:		Section and age 1,934 bear teeth from the 2019 fall bear harvest	

PART II: JUSTIFICATION FOR VENDOR SELECTION

Mark an "X" before the justification(s) that applies to this request.

	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL QUESTIONS

Please respond to ALL of the following questions.

1. Provide a more detailed description of the goods, services or grant to supplement the response in Part I.

Matson's Laboratory will be cutting, staining, and reading sections of ~2,000 teeth extracted from black bears harvested during the 2019 hunting season to estimate the age of each harvested black bear to help inform harvest management decision. Matson's will update an excel spreadsheet prepared by MDIFW to include the estimated age of each bear by hunter seal number, provide a confidence factor associated with the age determination, and report any issues and other relevant comments associated with providing an accurate age for each tooth.

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PART III: SUPPLEMENTAL QUESTIONS

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

Since 1969, Matson's Laboratory in Missoula, Montana has been providing histological lab services for state and provincial fish and wildlife agencies across North America and is recognized world-wide as experts in the field. Matson's Laboratory developed histological preparation methodology and cementum aging techniques for nearly all North American mammals which has become the standard for age analysis. To date, they have sectioned and provided ages for over 2.6 million teeth to wildlife researchers and managers. MDIFW has been working with this vendor since 2008. Each year, we've received timely and accurate reports within contract deadlines. Currently, Matson's is the only laboratory that is available to cut and prepare large numbers of wildlife teeth for analysis on behalf of state wildlife agencies.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

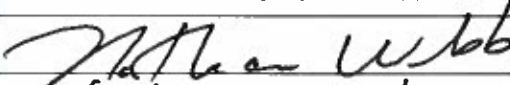

Matson's costs for tooth preparation (approximately \$5.70 / tooth) are as low, or lower than our in-house costs for performing the same service. However, their charges for reading tooth ages are more than the hourly rate our biologists are paid. However, laboratories that age teeth for individual hunters are charging \$18 / tooth and up which is considerably higher than Matson's rate.

The Department has worked with Dahl-Chase, Bangor, ME, to develop their expertise in cutting teeth. While the Department uses Dahl-Chase for cutting teeth when a fast turn-around time is needed, the tooth sectioning costs charged by Dahl-Chase are over \$1 / tooth higher than Matson Laboratory and Dahl-Chase does not age the teeth they cut.

4. Describe the plan for future competition for the goods or services.

Currently, Matson's is the only laboratory that is available to cut and prepare large numbers of wildlife teeth for analysis on behalf of state wildlife agencies. If another laboratory becomes available to provide this service, we will use a competitive process to select the best vendor to conduct this work.

PART IV: APPROVALS

Signature of requesting Department's Commissioner (or designee):	<i>By signing below, I signify that I approve of this procurement request.</i>		
			
Printed Name:	Nathan Webb	Date:	6/18/20
Signature of DAFS Procurement Official:			
Printed Name:	Kathy Paquette	Date:	6/20/2020