



Northwest Marine Technology, Inc.

Pioneering solutions for the problems of aquatic resource management

Sole Source Letter

March 10, 2017

To Whom It May Concern:

Northwest Marine Technology (NMT) continues to be the leader in tagging technology as we enter our 46th year in business. We have proprietary products and to the best of our knowledge we are the sole producer of this type of tagging and fish handling technology in the world.

- Decimal Coded Wire Tags (CWTs), CWT injection equipment, CWT detection equipment and parts and repair for injection and detection equipment are manufactured and distributed solely by NMT. Each group of tags is made for a specific agency containing a unique batch or individual code.
- The Visible Implant Elastomer (VIE) tagging system utilizes a specially developed, biocompatible and medical grade elastomer material that provides externally visible, internal marks. The elastomer is injected as a liquid into tissue with a needle and then cures into a pliable solid. The elastomer material and the equipment to inject elastomer are manufactured solely by NMT.
- The Visible Implant Alphanumeric Tag is a pliable, fluorescent tag and has a coding scheme of three alphanumeric characters. This tag and equipment to inject this tag are manufactured solely by NMT.
- The AutoFish System (AFS) is manufactured exclusively by NMT. This system is protected by U.S. patents (5,816,196 and 6,145,476).

As in the past, the web published annual price list will determine individual item pricing. NMT will continue to offer discounts on volume sales of coded wire tags and electronic sampling gear.

Please let me know if you need further details.

Sincerely,

A handwritten signature in black ink that reads "Jaime".

Jaime Smith, President

Northwest Marine Technology, Inc.

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