



MEMORANDUM

TO: CITY COUNCIL

FROM: BILL ROBESON, ASSISTANT CITY MANAGER/DIRECTOR OF PUBLIC WORKS

BY: SHANE TAYLOR, UTILITIES MANAGER

SUBJECT: CONSIDERATION TO AUTHORIZE PURCHASE OF WATER METERS

DATE: JULY 27, 2021

SUMMARY OF ACTION:

Authorize the annual bulk purchase of replacement water meters from Aqua Metric.

IMPACT ON FINANCIAL AND PERSONNEL RESOURCES:

The FY 2021/22 Budget includes funding of \$51,200 in the Water Fund for new water meters and water meter replacements.

RECOMMENDATION:

It is recommended the City Council approve the purchase of water meters from Aqua Metric in the amount of \$51,200 during FY 2021/22.

BACKGROUND:

The City's water distribution system currently has 6,584 metered connections. The Utilities Division budgets annually to purchase water meters for new connections and for replacement of old meters. The meter of choice for the last 45 years has been Sensus.

ANALYSIS OF ISSUES:

Per the City's Purchasing Policies and Procedures Manual, this purchase order is allowed as a sole source procurement because Aqua Metric is the only distributor of Sensus meters (Attachment 2).

The authorization of a blanket purchase order in the amount of \$51,200 will allow the City to take advantage of free shipping on orders of \$10,000 or more. This amount will allow purchase of water meters and parts to meet the needs of the City for FY 2021/22.

**CITY COUNCIL
CONSIDERATION TO AUTHORIZE PURCHASE OF WATER METERS
JULY 27, 2021
PAGE 2**

ADVANTAGES:

A single purchase order with Aqua Metric will provide the most efficient and cost effective method of purchasing the necessary Sensus water meter/parts in Fiscal Year 2021/22.

DISADVANTAGES:

No disadvantages noted at this time.

ALTERNATIVES:

The following alternatives are provided for Council consideration:

1. Approve a purchase order in the amount of \$51,200;
2. Do not approve the purchase order;
3. Modify as appropriate and approve staff's recommendation; or
4. Provide direction to staff.

ENVIRONMENTAL REVIEW:

No environmental review is required for this item.

PUBLIC NOTIFICATION AND COMMENTS:

The Agenda was posted at City Hall and on the City's website in accordance with Government Code Section 54954.2.

Attachments:

1. Price Quote from Aqua-Metric
2. Letter from Aqua-Metric identifying the company as sole source distributor



Shane Taylor
 Water Department
 City of Arroyo Grande
 Arroyo Grande, CA 93420

January 1, 2021

Ref: 2021 water meter pricing:

Mr. Taylor,

Aqua-Metric Sales Company is pleased to offer you the following prices on Sensus AMR/AMI water meter products.

** TRPL housings- \$21.34 Needs to be ordered on a separate line item, housings are not included with meters anymore

E- Plus Register w/TRPL	\$75.18
Accustream meters	
5/8" X 3/4"	\$163.14
3/4"	\$163.14
1"	\$228.24

<u>Omni</u>	<u>R2</u>	<u>T2</u>	<u>C2</u>
1-1/2"	\$590.91	\$1,005.40	\$1,566.47
2"	\$821.43	\$1,145.30	\$1,809.34
2" (short 10")	\$723.21		
3"		\$1,427.58	\$2,291.69
4"		\$2,787.04	\$3,987.13
6"		\$5,009.08	\$7,200.72

Terms are net 30 days. Free shipping with orders > or = \$10,000. Quote valid thru 12/31/2021
 Please add your tax rate to the totals of your orders.

Hector Gutierrez
 Aqua-Metric Sales company
 Account manager
 951-255-5736 mobile
Hector.gutierrez@aqua-metric.com



William J Boyd
District Manager
Western Region

4050 Flat Rock Drive
Riverside, Ca 92505

T: 909 553-1399
F: 951 784-5317
bill.boyd@sensus.com
www.sensus.com

July 2, 2021

To Whom It May Concern:

Please be advised that Aqua-Metric Sales Company of Riverside, California, is the sole factory authorized distributor representative for all Sensus USA products, parts, and services, including but not limited to, the FlexNet AMI system, iPerl, Ally, SR11, accuStream, and Omni meters, in the Southern California and Clark County Nevada geographic areas.

Customers purchasing Sensus products from Aqua-Metric Sales enjoy full factory warranty coverage as well as the ability to draw from local inventory and obtain local services that the factory cannot provide.

In this way, we hope to provide our customers with the best of both worlds: factory support and technical knowledge coupled with local sourcing and timely service.

We at Sensus USA appreciate your continued business. Should you have any questions regarding this or any other matter, please feel free to contact me at any time.

Sincerely,

William J Boyd

William J. Boyd
District Manager
Sensus USA
(909) 553-1399