



**DEPARTMENT OF PUBLIC UTILITIES
WATER DIVISION
MEMORANDUM**

DATE: January 22, 2020

TO: WILMA QUAN, City Manager
Office of the City Manager

FROM: MICHAEL CARBAJAL, Director 
Department of Public Utilities

THROUGH: BUD TICKEL, Assistant Director 
Department of Public Utilities

CHRIS CARROLL, Water Manager 
Department of Public Utilities

BY: RON SIMONS, Water System Supervisor 
Department of Public Utilities

SUBJECT: AWARD SOLE SOURCE PURCHASE WITH BADGER METER
INCORPORATED FOR THE AMOUNT OF APPROXIMATELY \$1.2
MILLION PER YEAR FOR WATER METERS AND PARTS

Badger Meter Incorporated manufactures and distributes Water Meters, parts, hardware and software technology around the world. Helping to protect the world's most precious resources. Badger Meter is a market leader in flow measurement technology with more than a century of innovation and strong, stable growth. Badger Meter serves water utilities, municipalities, and commercial and industrial customers worldwide. Measuring water, oil, chemicals and other fluids, Badger Meter products are known for accuracy, long-lasting durability, and for providing valuable and timely measurement data. Offering nearly all of the commercially available flow measurement technologies, Badger Meter offers solutions for a wide range of customer applications. Through a global network of manufacturing facilities, innovation centers, sales offices, and warehouses, Badger Meter helps customers throughout the world manage their operations, add to revenue and minimize waste.

Water metering and conservation in the state of California has become a point of emphasis due to years of drought. Badger Meter achieves this sustainability goal in three major categories:

1. Savings of water and other precious resources through customers' use of its metering products
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MEMORANDUM

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2. Energy savings resulting from use of recycled materials in the making of its products
3. Responsible management of its facilities


Presently, the City of Fresno has approximately 138,000 water meters, and with each one, an Automated Meter Endpoint that communicates with the Beacon system. The Beacon system, besides transmitting meter reads for billing, provides a host of other analytics crucial to a water utility to maximize this precious resource. Currently, no other meter manufacturer has the capability to integrate with the City's established Beacon system.

Due to the City of Fresno's existing partnership with Badger meter and how firmly established the metering system is not only with City staff, but also our customers who use the on-line Beacon system to track their water use. I believe this to be a good business decision and best value to the City.

It is recommended the City Council authorize a Sole Source/Single Source agreement to Badger Meter Incorporated for Water Meters, parts and software technology. The Sole Source Agreement has an annual value of approximately \$1.2 million.

Approved

Not Approved



Wilma Quan, City Manager

1/28/20

Date