


MEMORANDUM

TO: Honorable Mayor and City Council Members

FROM: Cheryl Bredbenner – Utilities Superintendent 

DATE: October 27, 2009

SUBJECT: Radio-read Meter Supplier

OCT 19 2009 

STRATEGIC PLAN TRACKING NO: G-MA-3

PURPOSE

The purpose of this item is to obtain City Council authorization for Orange City Utilities to change from its current meter supplier, Ferguson Enterprises, Inc. to Mainline Supply Company.

BACKGROUND

On May 22, 2007, City Council approved a change in our meter replacement program. The change was from Sensus Touch-read meters to Hersey Radio-read meters. At that time, Ferguson Enterprises was the sole-source supplier for Hersey Meters. City Council authorized a purchase agreement with Ferguson Enterprises that ran through September 30, 2008 and was extended through September 30, 2009. As of October 1, 2009, Hershey has switched suppliers to Mainline Supply Company. Mainline Supply will now be the sole-source distributor of Hershey Meters in Florida. Attached is a copy of a letter from Hersey indicating this sole-source relationship.

In a display of goodwill, Mainline Supply has agreed to supply our meters and accessories at the same prices Ferguson charged last year. If approved by Council, the agreement will be valid through September 30, 2010. It is presumed Mainline Supply will continue as the sole-source supplier of Hersey meters in the future. Pricing agreements on an annual basis would be subject to adjustment (Increased or decreased) based on the PPI (Producers Price Index) index WPU10280301 beginning October 1, 2010.

RECOMMENDATION

That City Council approve Mainline Supply Company as the City's sole-source provider of Hersey Meters.

~~Hersey~~ Meters

10210 Statesville Blvd.
P.O. Box 128
Cleveland, NC27013
Telephone:(704) 278-2221

Cheryl Bredbenner
Utilities Superintendent
City of Orange City
205 E. Graves Ave.
Orange City, FL 32763

8 September 2009

Hello Cheryl,

In order to better serve our customers, Hersey Meters has established a new stocking distributor in your area. Mainline Supply has dedicated local personnel who have both the advanced training and equipment necessary to provide faster and additional expertise to our AMR customers. With Mainline Supply as our partner, our AMR customers like you will benefit from shorter delivery times, quicker responses to any software or hardware related issues, and enhanced customer service.

Beginning October 1, 2009 Mainline Supply of Sanford, FL will be the sole source provider of Hersey Meters products to customers in your area. I apologize for any inconvenience this may cause. In order to make this transition as smooth as possible for you, we have agreed to make the same pricing, terms, and conditions from your current Hersey Meters contract through Ferguson, available to you through Mainline Supply.

As always your business is greatly appreciated. I look forward to this opportunity to provide you with enhanced customer support while continuing to supply you with highest level of products available.

Thank you,

Cory Sides
Hersey Meters
Territory Manager-FL
704-682-3193

MAINLINE SUPPLY COMPANY



ORLANDO BRANCH

2291 WEST AIRPORT BOULEVARD, SANFORD, FL 32771 • TELEPHONE 407-688-9191 • FACSIMILE 407-688-9180

October 5, 2009

Cheryl Bredbenner
Orange City, City of
Utilities Superintendent
205 East Graves Avenue
Orange City, FL 32763

Good Day;

As per our conversation, you are aware that Hersey Meters has switched distributors. Mainline Supply is now the only authorized Hersey Distributor in Florida. We are proud to have picked up the Hersey water meter line. Mainline is located in Sanford Florida, and we will be stocking all the material that you will need for your change out. Nothing will change for you, not pricing, or availability. You will receive extremely courteous and helpfully service. I have drawn up this letter and attached our quote (number 5147418) so that you can take it to council for their approval.

Highlights

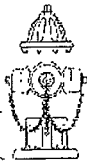
- 1.) Pricing will be good for one year, October 1, 2009 through September 30, 2010.
- 2.) If Force Majeure is Claimed with proper supporting documentation quote is invalid
- 3.) City reserves the right to order more or less then the contract amount without a price change.
- 4.) October 1, 2010 prices will be calculated and implemented on PPI index WPU10280301.
- 5.) All standard material will be available in Sanford Florida.

Please let me know if I or Corey Sides can do anything else for you or your staff.

Respectfully

Keith M. Jones
Municipal Sales
Mainline Supply

MAINLINE SUPPLY COMPANY



QUOTE

CUSTOMER NO	JOB NAME	QUOTE NO	QUOTE DATE	PAGE
210841	HERSEY HOT ROD EQUIPMENT	5147418	9/30/09	1

CUSTOMER	QUOTING BRANCH
ORANGE CITY, CITY OF 205 E GRAVES AVE ORANGE CITY, FL 32763	MAINLINE - ORLANDO FAX 407-688-9180 2291 W AIRPORT BLVD SANFORD, FL 32771 Telephone: 407-688-9191

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	EA	5/8" THROUGH 2" HOT ROD METERS V0G029294	146.0000	146.00
1	EA	5/8 X 3/4 SI BB SG TRL6 I-HRHP V0KS29294	220.0000	220.00
1	EA	1" 452 SI BB SG TRL6 I-HRHP WONS29192	398.0000	398.00
1	EA	1-1/2"562 2B SI SG TRL6 HRHP WONA29192	434.0000	434.00
1	EA	1-1/2"562 FE SI SG TRL6 HRHP WOPS29192	541.5000	541.50
1	EA	2" 572 SI SG 2B TRL6 HRHP 3' WOPA29192	495.0000	495.00
1	EA	2" 572 SI SG FE TRL6 HRHP HERSEY 420 COMPOSITE METER V0GC29494	140.0000	140.00
1	EA	5/8 X 3/4 COMPOSITE SG I-HRHP 2 THROUGH 6 MVR TURBINES Q9PS20592	548.0000	548.00
1	EA	MVR 160 SI 2B STD TRL6 HRHP Q0R020192	925.0000	925.00
1	EA	MVR 350 SG TRL HRHP 25 Q0S020192	1,387.0000	1,387.00
1	EA	MVR 650 SG TRL HRHP 25 Q0T020192	2,592.0000	2,592.00
1	EA	MVR 1300 SG TRL HRHP 25 3 THROUGH 6 FIRE LINE METERS H3R020192	2,470.5900	2,470.59
1	EA	3 X 3/4 FM3 SG H3S020192	3,470.5900	3,470.59
1	EA	4 X 1 FM3 SG H3T020192	6,705.8800	6,705.88
1	EA	6 X 2 FM3 SG HERSEY AMR EQUIPMENT AHRSTREET-KIT STREET MACHINE COMPLETE	3,902.3300	3,902.33

ALL STOCK DELIVERIES ARE SUBJECT TO SHIPPING CHARGES

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MAINLINE SUPPLY COMPANY



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MAINLINE - ORLANDO FAX 407-688-9180 2291 W AIRPORT BLVD SANFORD, FL 32771 Telephone: 407-688-9191

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	EA	AAMRPS-7527C	1,589.3600	1,589.36
1	EA	PISION WORKABOUTPRO G2 B TOOTH AAMRPS-WA3112	119.2500	119.25
1	EA	PISION PWR SUPPLY AUTO AAMRPS-WA4020	183.7500	183.75
1	EA	PISION TETHER SERIAL USB-RS232 AAMRPS-WA1010	256.5000	256.50
1	EA	PISION CRADLE VEHICLE PWR 12V AAMRPS-CA1210	150.0000	150.00
1	EA	VEHICLE DOCK PWR SUPPLY AAMRPS-WA4006	75.0000	75.00
1	EA	VEHICLE CRADLE MOUNT AAMRPS-WA4003	186.3000	186.30
1	EA	PISION WORKABOUTPRO G2 DOCK IAEZLINK	730.5900	730.59
1	EA	EZREADER LINK SOFTWARE IAEZREAD	2,683.3300	2,683.33
1	EA	EZREADER6 ROUTE MANAGER SOFTWR IAEZMOBILE	1,916.6700	1,916.67
1	EA	EZREADER MOBILE W/MAP H501VP4TWAND	1,731.6700	1,731.67
1	EA	VERSAPROBE TELESCOPING PITWAND H501VPCBLPS	284.1200	284.12
1	EA	VERSAPROBE INTERFACE CBL PSION HOTROD RADIO'S AND ACCESSORIES	80.0000	80.00
130	EA	AHRHPO3	2.0000	260.00
390	EA	HOT ROD HP YELLOW 3' WIRE IERTTUBE	.3000	117.00
1	EA	BURIAL SPLICE TUBE ONLY IERTCONNECTOR	37.5000	37.50
1	EA	3M UY 2 CONNECTOR *****DIRECT READ METERS*****	92.0000	92.00
1	EA	V0GS202P	28.0000	28.00
1	EA	5/8 X 3/4 430II SI SG PLAS BTM VOKS202		
1	EA	1 452IIS SI BB SG PLASTIC LID V0GC204		
		420 COMPOSITE SG		

ALL STOCK DELIVERIES ARE SUBJECT TO SHIPPING CHARGES