



DEPARTMENT OF FINANCE

PUBLIC NOTICE

SOLE SOURCE PROCUREMENT

July 17, 2023

The City of Staunton has decided to award a sole source award to Core and Main for the purchase of water meters. Core and Main currently provides water meters for the City, and it has been confirmed through Neptune Technology Group that Core and Main is the exclusive distributor of Neptune Meters for the VA, WV, and MD markets.

The City owns, operates, and maintains nearly 9,500 active water meters throughout the City, nearly 100 % of which are Neptune meters. Using a single manufacturer (Neptune) provides full compatibility for all parts of our meter reading system, including meters, registers, equipment, hardware, software, and replacement parts. Therefore, Core and Main is the only practical source to supply the necessary meters.

The City intends to enter into a purchase agreement with Core and Main immediately and this sole source justification will remain in effect for future purchases.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "C. Horvat", with a large, stylized flourish extending from the end.

Chad Horvat
Finance Business Manger

POSTED DIGITALLY:

City Procurement Webpage
eVA
July 17, 2023



DEPARTMENT OF FINANCE

To: Amanda Kaufman, Assistant City Manager
From: Chad M. Horvat, Finance Business Manager
Date: 07/17/2023
Re: Sole Source Justification

Dave Irvin is requesting a sole source award to Core and Main for the purchase of water meters. Core and Main is our current water meter provider based on our last water meter bid. We have been previously advised by Neptune Technology Group that Core and Main is the exclusive distributor of Neptune Meters for VA, WV and MD markets and have recently confirmed that status.

The City owns, operates, and maintains nearly 9,500 active accounts (meters) throughout the City. Nearly 100 % of our city meters are Neptune meters. We transitioned from touch read meters to radio read type meters/registers several years ago. The Neptune radio read meters/registers require a specific "drive-by" reading system (hardware and software) that does not/will not work with other meters/registers. Using a single manufacturer (Neptune) provides full compatibility for all parts of our meter reading system (meters, registers, equipment, hardware, software, and replacement parts). Therefore, Core and Main is the only practicable source to supply the necessary meters.

Using different meters would require separate reading systems for each, resulting in increased overall costs for the City and its customers.

The City intends to enter into a purchase agreement with Core and Main immediately and this sole source justification will remain in effect for future purchases.

Sole Source Request approved: _____

A handwritten signature in black ink, appearing to read "CHAD M. HORVAT", written over a horizontal line.

Date of approval: _____

7/17/23