

**RESOLUTION 20-66**

**A RESOLUTION AUTHORIZING SOLE SOURCE PURCHASE OF BADGER WATER METERS FOR THE WATER DISTRIBUTION DEPARTMENT**

**WHEREAS**, the City of Spring Hill exclusively installs Badger water meters for single family residential homes; and

**WHEREAS**, there are approximately eighteen thousand (18,000) Badger water meters installed in the city of Spring Hill; and

**WHEREAS**, the corporate office of Badger Meter, Inc. advises the City of Spring Hill that it is the exclusive distributor of Badger Meters in Tennessee; and

**WHEREAS**, the purchase of other types of water meters for the city's water service system will create undue hardships in efficiency, reliability, and accuracy in our monthly water reading accounts; and

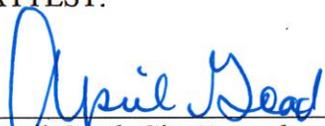
**WHEREAS**, the City of Spring Hill Water Distribution requests that the City continue its sole source purchasing of water meters from Badger Meter, Inc. for the fiscal year of 2021 based on current pricing.

**NOW, THEREFORE BE IT RESOLVED**, that the City of Spring Hill Board of Mayor and Aldermen, authorize this resolution to sole source purchase Badger water meters from Badger Meter, Inc. for fiscal year 2021 based on current pricing, as referenced in attached memo.

**Passed and Adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on the 15<sup>th</sup> day of June, 2020.**

  
\_\_\_\_\_  
Rick Graham, Mayor

ATTEST:

  
\_\_\_\_\_  
April Goad, City Recorder

LEGAL FORM APPROVED:

  
\_\_\_\_\_  
Patrick Carter, City Attorney

**SUBJECT:** Resolution to authorize sole source purchase of Badger water meters

**DATE:** June 1, 2020

**ATTENTION:** Board of Mayor and Aldermen

**STAFF:** Missy Stahl, Senior Project Manager



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**STAFF MEMORANDUM**

The City's Water Distribution department installs Badger water meters for single family, commercial and industrial units. We have approximately 18,000 meters currently installed in the City. Water meters are read monthly and the data imported into the Tyler Technologies Utility module for billing purposes.

We have used Badger water meters for many years and currently purchase meters for new builds at \$193.20/meter and replacement meters at \$149.75/meter. Because of their reliability and the established method to complete monthly readings and billing, it is recommended that we continue to sole source the purchase of these meters for FY 21.

\*\*Badger Meters has acquired National Meter which is the company we purchased the meters from prior to October 15, 2019. The sole source purchase was previously approved under the vendor of National Meter.

Staff recommends approval of this resolution.



**Badger Meter**

October 15, 2019

Dear Valued Customer:

At Badger Meter, we work to deliver the best customer experience, leverage our strong functional expertise across the globe, and execute on strategic priorities. To that end, in 2014, Badger Meter acquired National Meter & Automation. As a wholly owned distributor for Badger Meter, National Meter has always provided a wide range of water metering solutions and delivered high-touch local service and support to water utilities across the United States. This "customer first" culture has, and continues to be, an important part of how we do business.

To complete our alignment, effective Friday, November 1, 2019, National Meter will rebrand as Badger Meter. The rebrand will truly align us as "one Badger Meter"—helping us continue to serve our valued customers and maintain the outstanding culture we have grown. You will continue to be served by your current sales representative and inside sales team.

As part of this transition, please find included the Badger Meter W-9, as well as new payment instructions. If you have any questions, please contact Ben Loomis, Credit Manager, at 414-371-5997 or [bloomis@badgermeter.com](mailto:bloomis@badgermeter.com)

We want to thank you for your business and we look forward to continuing to serve your utility metering needs.

Sincerely,

BADGER METER, INC.

*Frank Fenton*

Frank Fenton  
Director, Utility Sales

Enclosures



**Badger Meter**

4545 W Brown Deer Road  
PO Box 245036  
Milwaukee, Wisconsin 53224-9536  
414-355-0400 | 800-876-3837  
[www.badgermeter.com](http://www.badgermeter.com)

May 18, 2020

City of Spring Hill WWTP  
3893 Mahlon-Moore Road  
Spring Hill, TN 37171

**RE: Sole Source Letter**

Dear Sir or Madam:

This letter will confirm that Badger Meter, Inc. is the sole manufacturer and direct supplier of Badger Meter utility products for the City of Spring Hill, Tennessee.

In the event you have any questions regarding this correspondence, I can be reached by telephone at 800-876-3837 ext. 16220 or via email at [bids@badgermeter.com](mailto:bids@badgermeter.com).

Sincerely,

BADGER METER, INC.

Rebecca L. Loomans  
Assistant Secretary