



MEMORANDUM

DATE: February 22, 2018

TO: Dan Duchniak

FROM: Kelly Zylstra

RE: 2018 Inventory and Repair Materials Purchase

Requests for quotations for our 2018 inventory and repair parts were sent out to three firms on January 26, 2018. These quotes were received on February 12, 2018 and are summarized in the table below.

Funds for these purchases will be taken from Accounts #3431, 3451, 3481, 6730, and 6750, which have a combined amount of \$149,000 to be used for these purchases. Additional materials will be purchased from these accounts throughout the year.

	Valve Boxes	Sleeves, Mega Lugs	Hydrant: Extensions, Anodes, Curb Boxes, POLY	Curbstops, Inserts, Horns	Tapping Sleeves, Service Saddle	Valves	Total
FERGUSON	\$20,449.10	\$5,786.60	\$17,182.50	\$8,499.50	\$8,753.00	\$11,178.00	\$71,848.70
CORE&MAIN	\$19,629.50	\$6,373.00	\$16,293.00	\$9,068.50	\$8,865.00	\$13,221.00	\$73,450.00
FIRST SUPPLY	\$20,683.24	\$4,719.66	\$14,341.30	\$9,208.50	\$9,209.12	\$12,994.40	\$71,156.22

I am recommending award to Ferguson for all items. In the past we have divided up the purchases to between vendors, I am not recommending that this year for the following three reasons.

The first relates to Valve Boxes. Ferguson has provided superior customer support and has more knowledgeable sales staff than Core & Main (formerly HD Supply) since the retirement of Tim Holte who had been our HD representative for many years. Since Tim's retirement, we receive multiple questions relating to very basic orders, have received incorrect orders, and orders arrived poorly packaged and over the course of several days instead of one easy shipment. This results in an increased amount of our staff time, which I am confident will exceed the \$819.60 differential from the low bidder on this item.

The second relates to the quote for Sleeves and Mega Lugs. Domestic (vs imported) sleeves are thicker and more durable. In addition, domestic sleeves meet the requirements for SDWLP funding (use of American Iron and Steel), which allows us to use them on projects such as Main Street when needed.



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First Supply did not provide a quote for domestic sleeves, so despite their low bid on this item I am recommending Ferguson.

The third relates to Hydrants. We use both Waterous and Eddy and need to have parts available for both in our inventory; Ferguson was the only one to supply quotes for both. Even when looking specifically at the Eddy hydrants, which were bid by all three bidders, Ferguson was \$30 per hydrant less than the other two bidders.

These materials will allow us to continue our focus on system maintenance

Recommended Motion: Move to approve purchase of materials to Ferguson Water Equipment in the amount of \$71,848.87.