

**FAYETTEVILLE PUBLIC WORKS COMMISSION
SOLE SOURCE REQUEST**

TO: Timothy L. Bryant, CEO/General Manager DATE: May 18, 2026
CC: Carolyn Justice-Hinson, Chief Customer Officer *Carolyn Justice-Hinson*
FROM: Corey Brown, Meter Services Manager *Corey Brown*

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PWC’s Utility Field Services Department seeks approval to purchase specific equipment pursuant to a sole source exception to the competitive bidding requirements. North Carolina law allows an exception from the competitive bidding requirements for “Purchases of apparatus, supplies, materials, or equipment when: (i) performance or price competition for a product are not available; (ii) a needed product is available from only one source of supply; or (iii) standardization or compatibility is the overriding consideration.” NCGS §143-129(e)(6). Such an exception is only available in this instance if the Commission approves the purchase.

The request is specifically to authorize a one-time purchase of water meters, identified as 5/8 X 3/4 IPERL + 10 USG TRPL CUSTOM, 520M-F1-TC-X-E-MI 1P PIT W-ID/LD, 1-1/2 R2 CHMBR CUST 20" TRPL, 3" T2 OMNI CHMBR 20" TRPL, 4" T2 OMNI CHMBR 20" TRPL, and 8" T2 OMNI CHMBR 20" TRPL manufactured by Sensus USA, Inc. from Ferguson Waterworks. Two quotes from Ferguson dated April 14, 2026 (Quote No. B830227) in the amount of \$212,935.36 and May 14, 2026 (Quote No. B832499), in the amount of \$333,354.28 are attached. This request is based on the overriding consideration of standardization and compatibility with existing PWC metering infrastructure and systems.

PWC previously conducted a competitive bid process for the 2013 Connect Project (PWC1718064), which resulted in the selection and deployment of Sensus meters for water and electric metering applications. Since that time, Sensus meters and ERTs have been fully integrated into PWC’s operations and infrastructure. PWC also maintains an Advanced Metering Infrastructure (AMI) Agreement with Sensus USA Inc., which supports system integration, communication, and ongoing metering operations. Although alternative manufacturers exist, none can be integrated into PWC’s existing Sensus AMI system without (i) loss of required system interoperability, (ii) material modification of network and data infrastructure, and (iii) substantial duplication of cost and operational disruption. The Sensus platform operates as a proprietary, fully integrated system across approximately 191,000 deployed Sensus meters, and introduction of non-Sensus components would create unacceptable risks to system reliability, data integrity, and service continuity.

It is in PWC's best interest to continue standardizing metering equipment for the following reasons:

- **Water Meter Integration:** All approximately 105,000 PWC water meters currently deployed in the field utilize Sensus FlexNet technology, supporting compatibility across metering platforms and data systems.
- **Compatibility with Existing Infrastructure:** Sensus meters are fully integrated with PWC's metering infrastructure, communication systems, and data management platforms.
- **Operational Efficiency:** Maintaining a single manufacturer standard reduces staff learning curves, improves installation consistency, and enhances field efficiency.
- **Inventory Optimization:** Standardization reduces the need to stock multiple meter types and replacement parts, minimizing warehouse complexity and carrying costs.
- **Lifecycle and Maintenance Consistency:** Uniform equipment supports streamlined maintenance practices, consistent repair processes, and improved long-term asset management.
- **System Integration and Contract Alignment:** Continued use of Sensus meters ensures alignment with existing AMI infrastructure and contractual agreements, avoiding integration risks and additional system costs.

Approval of this sole source request will allow PWC to procure the required water meters from Ferguson, the authorized distributor for Sensus water products, to maintain adequate inventory levels and support ongoing installations and replacements without disruption.



March 23, 2026

Re: Sole Source

To Whom It May Concern:

Sensus, a Xylem brand recognizes Ferguson Enterprises as the sole Authorized Distributor of Sensus products for the state of North Carolina. Fayetteville PWC cannot purchase Sensus products from any other Sensus distributor partner other than Ferguson. Contractually, no other Sensus distributor partner is allowed to sell products outside of their territory. Ferguson is the sole reseller for Sensus products in North Carolina. Please contact Ferguson Enterprises for all of your Sensus needs.

We look forward to providing your business with quality water products and service in the near future. Please feel free to contact me if you have any questions.

Sincerely,

Trena Simmons

Trena Simmons
Partner Success Specialist
Sensus, Xylem Brand

Trena Simmons
639 Davis Drive
Morrisville, NC 27560 USA
T: 919.538.2098
trena.simmons@xylem.com
sensus.com



FERGUSON WATERWORKS #1689
1044 TAYLOR'S CREEK DRIVE
GREENVILLE, NC 27834-1044

Phone: 252-321-1132
Fax: 252-321-1945

Deliver To: KENNY HORNE
From: Bryan Jones
bryan.jones2@ferguson.com
Comments:

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FERGUSON ENTERPRISES VWV

Price Quotation
Phone: 252-321-1132
Fax: 252-321-1945

Bid No: B830227
Bid Date: 04/14/26
Quoted By: BJ

Cust Phone: 910-223-4156
Terms: NET 10TH PROX

Customer: PUBLIC WORKS COMMISSION
955 OLD WILMINGTON ROAD
METERS
FAYETTEVILLE, NC 28301

Ship To: PUBLIC WORKS COMMISSION
955 OLD WILMINGTON ROAD
METERS
FAYETTEVILLE, NC 28301

Cust PO#:

Job Name: MTRS AND MXU'S

Item	Description	Quantity	Net Price	UM	Total
SP-IX2S1GD3XXXXXXC	5/8 X 3/4 IPERL + 10 USG TRPL CUSTO	576	144.722	EA	83359.87
S5396353752201MI	M520M-F1-TC-X-E-MI 1P PIT W4D/ILD	850	145.500	EA	123675.00
FIMAGSUR	MANUFACTURER SURCHARGE	1	5900.494	EA	5900.49

Net Total: \$212935.36
Tax: \$14905.47
Freight: \$0.00
Total: \$227840.83

Quoted prices are based upon receipt of the total quantity for immediate shipment (48 hours). SHIPMENTS BEYOND 48 HOURS SHALL BE AT THE PRICE IN EFFECT AT TIME OF SHIPMENT UNLESS NOTED OTHERWISE. QUOTES FOR PRODUCTS SHIPPED FOR RESALE ARE NOT FIRM UNLESS NOTED OTHERWISE.

Due to the uncertain impact of potential tariffs, Ferguson's quotation/proposal has not included any provision or contingency for future tariffs or increase of existing tariffs. Ferguson reserves the right to adjust prices to reflect the impact of any new or increased tariffs that affect our costs at the time of shipment. Ferguson will provide notice of any such adjustments along with documentation supporting the changes.

CONTRACTOR CUSTOMERS: IF YOU HAVE DBE/MBE/WBE/VBE/SDVBE/SBE GOOD FAITH EFFORTS DIVERSITY GOALS/REQUIREMENTS ON A FEDERAL, STATE, LOCAL GOVERNMENT, PRIVATE SECTOR PROJECT, PLEASE CONTACT YOUR BRANCH SALES REPRESENTATIVE IMMEDIATELY PRIOR TO RECEIVING A QUOTE/ORDER.

Seller not responsible for delays, lack of product or increase of pricing due to causes beyond our control, and/or based upon Local, State and Federal laws governing type of products that can be sold or put into commerce. This Quote is offered contingent upon the Buyer's acceptance of Seller's terms and conditions, which are incorporated by reference and found either following this document, or on the web at <https://www.ferguson.com/content/website-info/terms-of-sale>
Govt Buyers: All items are open market unless noted otherwise.

LEAD LAW WARNING: It is illegal to install products that are not "lead free" in accordance with US Federal or other applicable law in potable water systems anticipated for human consumption. Products with *NP in the description are NOT lead free and can only be installed in non-potable applications. Buyer is solely responsible for product selection.



HOW ARE WE DOING? WE WANT YOUR FEEDBACK!

Scan the QR code or use the link below to complete a survey about your bids:
<https://survey.medallia.com/?bidsorder&fc=2719&on=102729>



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From: Bryan Jones
bryan.jones2@ferguson.com
Comments:

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Phone: 252-321-1132
Fax: 252-321-1945

Bid No: B832499
Bid Date: 05/14/26
Quoted By: BJ
Cust Phone: 910-223-4156
Terms: NET 10TH PROX

Customer: PUBLIC WORKS COMMISSION
955 OLD WILMINGTON ROAD
METERS
FAYETTEVILLE, NC 28301
Ship To: PUBLIC WORKS COMMISSION
955 OLD WILMINGTON ROAD
METERS
FAYETTEVILLE, NC 28301

Cust PO#:
Job Name: OMNI CHAMBERS

Item	Description	Quantity	Net Price	UM	Total
SP-R1X9XX2GXB1ZXSC	1-1/2 R2 CHMBR CUST 20" TRPL PWC	561	530.531	EA	297627.89
SP-T3X9XX2GXB1ZXSC	3" T2 OMNI CHMBR 20" TRPL CUST PWC	25	945.272	EA	23631.80
SP-T4X9XX2GXB1ZXSC	4" T2 OMNI CHMBR 20" TRPL CUST PWC	7	965.536	EA	6758.75
SP-T8X9XX2GXB1ZSC	8" T2 OMNI CHMBR 20" TRPL CUST PWC	2	2667.920	EA	5335.84

Net Total: \$333354.28
Tax: \$23334.80
Freight: \$0.00
Total: \$3566689.08

Quoted prices are based upon receipt of the total quantity for immediate shipment (48 hours). SHIPMENTS BEYOND 48 HOURS SHALL BE AT THE PRICE IN EFFECT AT TIME OF SHIPMENT UNLESS NOTED OTHERWISE. QUOTES FOR PRODUCTS SHIPPED FOR RESALE ARE NOT FIRM UNLESS NOTED OTHERWISE.

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