

**FAYETTEVILLE PUBLIC WORKS COMMISSION
SOLE SOURCE REQUEST**

TO: Timothy L. Bryant, CEO/General Manager DATE: June 30, 2026
CC: Carolyn Justice-Hinson, Chief Customer Officer ^{CJH}
FROM: Corey Brown, Meter Services Manager ^{CB}

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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 various water meters, chambers and ERTs, identified as 5/8 X 3/4 IPERL + 10 USG TRPL CUSTO, 6" OMNI T2 MTR 20TRPL 10USG CUSTSER, 8 FLG OMNI T2 METER, M520M-F1-TC-X-E-MI 1P PIT W-ID/LD, ADPTR TRPL 520-520C BLK, 1-1/2 R2 CHMBR CUST 20' TRPL PWC, 2" R2 CHMBR 20' TRPL CUST PWC, 3" T2 OMNI CHMBR 20' TRPL CUST PWC, 4" T2 OMNI CHMBR 20" TRPL CUST PWC, 6" OMNI T2 CHMBR 20" TRPL CUST PWC and 8" T2 OMNI CHMBR 20" TRPL CUST PWC manufactured by Sensus USA, Inc. from Ferguson Waterworks. A quote from Ferguson dated June 29, 2026 (Quote No. B835844) in the amount of \$243,455.94 is 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.



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:

13:54:49 JUN 29 2026

FERGUSON ENTERPRISES LLC #1856

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

Bid No: B835844
Bid Date: 06/29/26
Quoted By: BJ

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

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

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

Cust PO#:

Job Name: STOCK 2026 QUOTE

Item	Description	Quantity	Net Price	UM	Total
SP-IX2S1GD3XXXXXC	5/8 X 3/4 IPERL + 10 USG TRPL CUSTO	384	149.590	EA	57442.56
SP-T6X1XX2GXB1ZXSC	6" OMNI T2 MTR 20TRPL 10USG CUSTSER	2	4940.380	EA	9880.76
SP-SOMNI218	8 FLG OMNI T2 METER	1	9581.870	EA	9581.87
S5396353752201MI	M520M-F1-TC-X-E-MI 1P PIT W-ID/LD	397	146.500	EA	58160.50
S5396115239001	ADPTR TRPL 520-520C BLK	195	0.930	EA	181.35
SP-R1X9XX2GXB1ZXSC	1-1/2 R2 CHMBR CUST 20' TRPL PWC	109	557.460	EA	60763.14
SP-R2X9XX2GXB1ZXSC	2" R2 CHMBR 20' TRPL CUST PWC	22	601.010	EA	13222.22
SP-T3X9XX2GXB1ZXSC	3" T2 OMNI CHMBR 20' TRPL CUST PWC	2	990.614	EA	1981.23
SP-T4X9XX2GXB1ZXSC	4" T2 OMNI CHMBR 20" TRPL CUST PWC	6	1010.455	EA	6062.73
SP-T6X9XX2GXB1ZXSC	6" OMNI T2 CHMBR 20" TRPL CUST PWC	1	1876.519	EA	1876.52
SP-T8X9XX2GXB1ZSC	8" T2 OMNI CHMBR 20" TRPL CUST PWC	3	2792.011	EA	8376.03

Net Total: \$227528.91
Tax: \$15927.03
Freight: \$0.00
Total: \$243455.94



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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>

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