



**PUBLIC WORKS DEPARTMENT
MEMORANDUM #2012 – 12**

DATE: March 8, 2012
TO: Honorable Mayor Joyce Downing and City Council Members
FROM: William A. Simmons, City Manager 
David H. Willett, Director of Public Works 
SUBJECT: CR – 27; 2012 Water Meter/Reader Replacement Purchase

BACKGROUND

In 2001, the City of Northglenn began the process of replacing all commercial and residential water meters and upgrading the reading devices from a manually read system to an automated/electronically read system. The conversion provided a more accurate means to measure water use and reduced the number of staff required to read the meters on a monthly basis. The conversion process was completed in 2006. Ongoing meter replacement ensures accurate measurement of water usage and allows the City the ability to receive revenue for that usage. The City has at total of 10,245 commercial and residential water meters.

The initial portion of the conversion was completed using Badger water meters and Itron automated readers. After a few years of service life, it was discovered that the Itron units suffered premature failure of the batteries causing the readers to lose reading capability sooner than anticipated. The batteries alone were not replaceable on the Itron units. The remaining portion of the installation was bid and Badger/Orion units supplied by National Meter and Automation were selected for the rest of the conversion process. The Badger/Orion units proved to be of higher quality and greater dependability than the original Itron readers. The Itron automated reader units and aging meters are being phased out over the next few years.

National Meter and Automation, Inc., of Centennial, Colorado, is the sole source distributor of Badger/Orion products in the Denver metro area. Attached for Council reference are the following documents:

- Sole source letter from National Meter and Automation
- 2012 pricing data
- 2011 pricing data (for comparison)

BUDGET/TIME IMPLICATIONS

The 2012 adopted Water & Wastewater Fund/Capital Improvement Program budget shows an appropriation of \$150,000 for the purchase of commercial and residential water meters (approximately 400 meters) and electronic readers (approximately 700 readers). Installation of these units is performed by the Public Works Department/Distribution and Collection Division staff.

RECOMMENDATION

Attached to this memorandum is a Resolution that, if approved, would allow the City Manager to issue a Purchase Order to National Meter and Automation in an amount not to exceed \$150,000. Staff recommends approval of this resolution.

STAFF REFERENCE

David H. Willett, P.E., Director of Public Works
Norm Bell, Public Works Operations Superintendent

dwillett@northglenn.org or 303.450.8783
nbell@northglenn.org or 303.450.4005

The logo for National Meter and Automation, Inc. features the word "NATIONAL" in a large, bold, sans-serif font. A stylized circular graphic with a vertical line through it is positioned to the left of the "N". Below "NATIONAL" is the text "METER AND AUTOMATION, INC." in a smaller, all-caps, sans-serif font.

NATIONAL
METER AND AUTOMATION, INC.

7220 S Fraser St, Centennial, CO 80112 Tel: (303) 339-9100 Fax: (303) 649-1017

February 20, 2012

City of Northglenn
12301 Claude Ct
Northglenn, CO 80233

To Whom It May Concern:

This letter will serve to confirm that National Meter & Automation, Inc. is the sole authorized distributor of Badger Meter, Inc. utility products for the State of Colorado. The products covered under this authorized distributor agreement with Badger Meter, Inc. include water meters in all sizes and types and the Orion Automatic Meter Reading (AMR) System. Please contact me directly at jterry@nmaai.com if additional information is required.

Thank You,

Jimmy L. Terry, Jr.
Sales Support Manager
National Meter and Automation, Inc.



2012 Master Pricing

7220 South Fraser St.
 Centennial, CO 80112
 Phone: 303.339.9100
 Fax: 303.649.1017

DATE: January 30, 2012
 QUOTED BY: Alan Johnspn
 CUSTOMER EMAIL: _

BILL TO:

City of Northglenn
 Scott Rafferty
 PO Box 330061
 Northglenn, CO. 80233

SHIP TO:

City of Northglenn
 Scott Rafferty
 12301 Claude Court
 Northglenn, CO. 80241

SALESPERSON	PAYMENT TERMS	SHIPPING METHOD	SALES TAX	SUBJECT TO REVIEW	SHIPPING TERMS
Jimmy Terry	Net 30 Days	Best Way	Exempt	12/31/2012	Our Trock

Product Description	AMOUNT
BR25 5/8"x3/4" Bronze Water Meter Body Only	\$55.82
BR25 5/8"x3/4" Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$235.75
M25 5/8"x3/4" Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$179.93
BR35 3/4"x9" Bronze Water Meter Body Only	\$91.38
BR35 3/4"x9" Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$271.31
M35 3/4" Orion Assy Only, data Profile, Mounting Kit, Gallons	\$179.93
BR55 1" Bronze Water Meter Body Only	\$133.30
BR55 1" Bronze Water Meter w/ Orion Assy, Date Profile, Mounting Kit, Gallons	\$313.23
M55 1" Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$179.93
BR70 1" Bronze Water Meter Body Only	\$144.10
BR70 1" Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$324.03
M70 1" Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$179.93
BR120 1 1/2" Bronze Water Meter Body Only	\$351.43
BR120 1 1/2" Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$545.42
M120 1 1/2" Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$193.99
BR170 2" Bronze Water Meter Body Only	\$480.75
BR170 2" Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$674.74
M170 2" Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$193.99
BR160TP 1 1/2" Turbo Series Bronze Meter Body Only	\$708.48
BR160TP 1 1/2" Turbo Series Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$933.39
M160 1 1/2" Turbo Series Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$224.91



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Product Description	AMOUNT
BR200TP 2" Turbo Series Bronze Meter Body Only	\$793.93
BR200TP 2" Turbo Series Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$1,018.84
M200 2" Turbo Series Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$224.91
BR450TP 3" Turbo Series Bronze Meter Body Only	\$931.13
BR450TP 3" Turbo Series Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$1,156.07
M450 3" Turbo Series Orion Assy Only, Mounting Kit, Gallons	\$224.91
BR1000TP 4" Turbo Series Bronze Meter Body Only	\$1,248.26
BR1000TP 4" Turbo Series Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$1,473.17
M1000 4" Turbo Series Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$224.91
BR2000TP 6" Turbo Series Bronze Meter Body Only	\$2,108.54
BR2000TP 6" Turbo Series Bronze Water Meter w/ Orion Assy, Data Profile, Mounting Kit, Gallons	\$2,333.45
M2000 6" Turbo Series Orion Assy Only, Data Profile, Mounting Kit, Gallons	\$224.91
BR2CS 2" Compound Series Bronze Water Meter Body Only	\$1,518.15
BR2CS 2" Compound Series Bronze Water Meter w/ Orion Assy, 308 Summator, Data Profile, Mounting Kit, Gallons	\$2,080.43
M2CS 2" Compound Series Orion Assy Only, 308 Summator, Data Profile, Mounting Kit, Gallons	\$562.28
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BR3CS 3" Compound Series Bronze Water Meter Body Only	\$1,726.20
BR3CS 3" Compound Series Bronze Water Meter w/ Orion Assy, 308 Summator, Data Profile, Mounting Kit, Gallons	\$2,288.48
M3CS 3" Compound Series Orion Assy Only, 308 Summator, Data Profile, Mounting Kit, Gallons	\$562.28
BR4CS 4" Compound Series Bronze Water Meter Body Only	\$2,811.39
BR4CS 4" Compound Series Bronze Water Meter w/ Orion Assy, 308 Summator, Data Profile, Mounting Kit, Gallons	\$3,373.67



National Meter & Automation, Inc.
 9800 E Easter Ave, Suite 130
 Centennial, CO 80112
 Phone: (303) 339-9100 Fax: (303) 649-1017

Scott Rafferty
 City of Northglenn
 12301 Claude Court
 Northglenn Co 80241

2-15-2011

2011 Meter Prices

BR25 5/8"x 3/4" Bronze Water Meter Body Only.....	\$54.19
BR25 5/8"x 3/4" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$228.88
✕ M25 5/8"x 3/4" Orion Assy, Mounting Kit, Gallon.....	\$174.69
BR35 3/4"x 9" Bronze Water Meter Body Only.....	\$88.72
BR35 3/4"x 9" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$263.41
M35 3/4"x 9" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$174.69
BR55 1" Bronze Water Meter Body Only.....	\$129.42
BR55 1" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$304.11
✕ M55 1" Orion Assy, Mounting Kit, Gallon.....	\$174.69
BR70 1" Bronze Water Meter Body Only.....	\$139.90
BR70 1" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$314.59
✕ M70 1" Orion Assy, Mounting Kit, Gallon.....	\$174.69
BR120 1 1/2" Bronze Water Meter Body Only.....	\$341.19
BR120 1 1/2" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$529.53
M120 1 1/2" Orion Assy, Mounting Kit, Gallon.....	\$188.34
BR170 2" Bronze Water Meter Body Only.....	\$466.75
BR170 2" Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$655.08
M170 2" Orion Assy, Mounting Kit, Gallon.....	\$188.34
BR160 1 1/2" Turbo Series Bronze Water Meter Body Only.....	\$687.84
BR160 1 1/2" Turbo Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$906.20
M160 1 1/2" Turbo Series Orion Assy, Mounting Kit, Gallon.....	\$218.36
BR200 2" Turbo Series Bronze Water Meter Body Only.....	\$770.81
BR200 2" Turbo Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$989.17
M200 2" Turbo Series Orion Assy, Mounting Kit, Gallon.....	\$218.36
BR450 3" Turbo Series Bronze Water Meter Body Only.....	\$904.01
BR450 3" Turbo Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$1122.29
M450 3" Turbo Series Orion Assy, Mounting Kit, Gallon.....	\$218.36



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BR1000 4" Turbo Series Bronze Water Meter Body Only.....	\$1211.90
BR1000 4" Turbo Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$1430.26
M1000 4" Turbo Series Orion Assy, Mounting Kit, Gallon.....	\$218.36
BR2000 6" Turbo Series Bronze Water Meter Body Only.....	\$2047.13
BR2000 6" Turbo Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$2265.49
M2000 6" Turbo Series Orion Assy, Mounting Kit, Gallon.....	\$218.36
2" Compound Series Bronze Water Meter Body Only.....	\$1473.93
2" Compound Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$2019.83
2" Compound Series Orion Assy, Mounting Kit, Gallon.....	\$545.90
3" Compound Series Bronze Water Meter Body Only.....	\$1675.92
3" Compound Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$2221.82
3" Compound Series Orion Assy, Mounting Kit, Gallon.....	\$545.90
4" Compound Series Bronze Water Meter Body Only.....	\$2729.50
4" Compound Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$3275.40
4" Compound Series Orion Assy, Mounting Kit, Gallon.....	\$545.90
6" Compound Series Bronze Water Meter Body Only.....	\$3493.76
6" Compound Series Bronze Water Meter w/ Orion Assy, Mounting Kit, Gallon.....	\$4039.33
6" Compound Series Orion Assy, Mounting Kit, Gallon.....	\$545.90
1 1/2" Drop In Meter Gasket.....	\$1.81
2" Drop In Meter Gasket.....	\$1.81

Prices firm till 12-31-2011

Prices subject to review after 12-31-2011

Alan Johnson
Operations Manager
National Meter & Automation, Inc.

SPONSORED BY: MAYOR DOWNING

COUNCILMAN'S RESOLUTION

RESOLUTION NO.

No. CR-27
Series of 2012

Series of 2012

A RESOLUTION TO AUTHORIZE THE CITY MANAGER TO ISSUE A PURCHASE ORDER TO NATIONAL METER AND AUTOMATION, INC. IN AN AMOUNT NOT TO EXCEED \$150,000.00 FOR THE PURCHASE OF COMMERCIAL AND RESIDENTIAL WATER METERS AND ELECTRONIC READERS

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF NORTHGLENN, COLORADO, THAT:

Section 1. The City Manager is hereby authorized to issue a Purchase Order to National Meter and Automation, Inc. in an amount not to exceed \$150,000.00 for the purchase of commercial and residential water meters and electronic readers.

DATED at Northglenn, Colorado, this ____ day of _____, 2012.

JOYCE DOWNING
Mayor

ATTEST:

JOHANNA SMALL, CMC
City Clerk

APPROVED AS TO FORM:

COREY Y. HOFFMANN
City Attorney