



Agenda Report

Fullerton City Council

MEETING DATE: APRIL 21, 2026

TO: CITY COUNCIL

SUBMITTED BY: STEPHEN BISE, P.E., DIRECTOR OF PUBLIC WORKS

PREPARED BY: ANDREW GRAJEDA, WATER SYSTEMS MANAGER
LOUIS GONZALES, WATER DISTRIBUTION SUPERVISOR
KATHY CHIANG, ADMINISTRATIVE ANALYST II

SUBJECT: REQUEST FOR PROPOSAL AWARD AND PURCHASE ORDERS TO BADGER METER, INC., FERGUSON WATERWORKS, IFLOW INC. AND THIRKETTLE CORPORATION FOR MULTI-YEAR WATER METER PROCUREMENT

SUMMARY

Award RFP No. 2526-RFP-007 to four vendors to purchase water meters for calendar years 2026 and 2027 to maintain City water meter replacement program implementation.

PROPOSED MOTION

1. Approve and award contracts to Badger Meter, Inc., Ferguson Waterworks, iFlow Inc. and Thirkettle Corporation (Aqua-Metric Sales Company) for RFP 2526-007 for product-specific water meters purchases.
2. Authorize Director of Administrative Services, or designee, to issue purchase orders not-to-exceed a cumulative \$720,000 annually for all vendors for water meter purchases in calendar years 2026 and 2027.
3. Authorize Director of Public Works, or designee, to execute one-year renewal option, if needed, for calendar year 2028. Authorize Director of Administrative Services, or designee, to issue purchase order not-to-exceed a cumulative \$720,000 annually for water meter purchases in calendar year 2028, if one-year renewal option executed.
4. Authorize Director of Public Works, or designee, to execute and administer all related procurement.

ALTERNATIVE OPTIONS

- Approve the Proposed Motion
- Reject all bids and delay the water meter replacement program
- Other options brought by City Council.

STAFF RECOMMENDATION

Staff recommends the Proposed Motion.

CITY MANAGER REMARKS

None.

PRIORITY POLICY STATEMENT

This item matches the following Priority Policy Statement:

- Infrastructure and City Assets.

FISCAL IMPACT

The Fiscal Year 2025-26 Adopted Budget includes sufficient funding within the Water Enterprise Fund (Fund 44) to purchase water meters for the Water Meter Replacement Program.

BACKGROUND AND DISCUSSION

Water meters are a critical component for City water service to accurately and fairly measure consumer consumption. The mechanical water meters used in Fullerton can wear down over time and lose accuracy, which impacts water-use measurement reliability. The City developed a water meter replacement program to address this issue and replace approximately 1,600 mechanical water meters each year. This purchasing supports the annual replacement program and ensures program continuity.

The City released a Request for Proposal (RFP), RFP 2526-007 on January 19, 2026 for five weeks to solicit vendors to procure water meters for the City's Annual Replacement Program. The City requested firm "fixed net" price unit costs, including all trade discounts, for City-approved water meters and strainers for two years (calendar years 2026 and 2027) along with a one-year renewal option (calendar year 2028). The City received seven proposals on February 23, 2026. Staff reviewed and rated the proposals based on adherence to RFP instructions and proposed costs and selected the following four vendors: Badger Meter, Inc, Ferguson Waterworks, iFlow Inc. and Thirkettle Corporation (Aqua-Metric Sales Company).

Staff recommends awarding RFP No. 2526-RFP-007, Water Meters, to the four recommend vendors for City water meter procurement for calendar years 2026 and 2027, with a one-year renewal option for calendar year 2028. Staff would utilize the approved vendors on an on-call basis, based on availability and pricing. In addition, staff recommends City Council authorize issuing purchase orders not-to-exceed a cumulative \$720,000 annually for water meter purchases for the approved term.

Attachments:

- Attachment 1 – Vendor Bid Comparison Chart
- Attachment 2 – Badger Meter, Inc. Proposal
- Attachment 3 – Ferguson Waterworks Proposal
- Attachment 4 – iFlow Inc. Proposal
- Attachment 5 – Thirkettle Corporation (Aqua-Metric Sales Company) Proposal

cc: City Manager Eddie Manfro