

# Heber Public Utility District Report to the Board of Directors

**MEETING DATE:** March 19, 2020

**FROM:** Laura Fischer, General Manager

**SUBJECT:** Approve the Sole Source Purchase of KOCH Valve Operating Equipment.

**ISSUE:**

Shall the Heber Public Utility Board of Directors approve the sole source purchase of KOCH valve operating equipment?

**GENERAL MANAGER RECOMMENDATION:**

Approve the sole source purchase of KOCH valve operating equipment.

**FISCAL IMPACT:**

\$40,000 included in the FY 2019-20 Budget under Capital Outlay.  
The sole source purchase price is \$36,872.38 including all fees and taxes.

**BACKGROUND:**

During the budget process, staff presented to the Board their need to purchase a valve operating equipment. The Board approved the purchase of the equipment in the capital outlay budget in the amount of \$40,000.

Staff attended the Tri-State Conference and met with several vendors who sell valve exercising equipment and found that the KOCH equipment had unique features of interest. KOCH came to Heber with their equipment to demonstrate their equipment and unique features. During that demonstration the KOCH equipment was able to exercise a valve that has been stuck for several years.

The unique features that are sole source are: the 270 degree articulating 13' reach valve turning arm that has the max torque of 750 lbs.; and computer control system for controlling a valve machine.

**DISCUSSION:**

In order to purchase this equipment without moving through the bid process, documentation must be made to justify the sole source purchase. The explanation must have three components:

1. Why is the time/service unique?

The articulating 13' reaching arm is extremely important for hard to reach valves. No other manufacturer has the articulating arm with that length.

2. How do you know that there is only one source for this item/service?

Staff has reviewed other products and the KOCH manufacturer has provided a letter stating they are the sole source for specific features and products. This letter is attached.

3. The basis upon which the price/cost was determined to be fair and reasonable.

Staff researched this product from other manufacturers online with their published price lists, and comparisons were made to product catalogs online. Staff found the cost reasonable and less than budgeted.

**RECOMMENDATION:**

Staff recommends approval of the sole source purchase of the KOCH valve operating equipment as presented.

**ALTERNATIVES:**

- 1) Do not approve the sole source purchase of KOCH valve operating equipment.
- 2) Do not the purchase of a valve operating equipment.
- 3) Provide alternate direction to staff.

Respectfully Submitted,

Laura Fischer, General Manager

Attachment: Backup Material from KOCH including price quote.



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 ehwachs.com

# Quotation

Page 1 of 1

TO: **Matt Hughes**  
 Foreman  
 Heber Public Utility District  
 1085 Ingram Ave  
 Heber, CA 92249

Date: 3/3/2020  
 Quotation Number: KR134773  
 Payment Terms: Net 30 Days  
 Shipping Terms: FOB Origin  
 Valid Through: 5/2/2020  
 Estimated Delivery: See Below

E.H. Wachs is pleased to offer the following quotation.

Item Number	Description	Qty	U/M	Unit Price (USD)	Line Total (USD)
1	79-000-25 Compact LX (Gas) – VMT (RH): Single turner valve maintenance trailer; includes Wachs 750 Ft/lb (1020 Nm) Extended Reach Valve operator, telescoping valve key and Wachs ruggedized HC-100 with GPS controller/datalogger. A 16 H.P (12 kW) Briggs and Stratton V-Twin engine with hydraulic pump provides ample power for all contained functions, including an auxiliary HTMA Class II circuit; 10 gallon (38 L) reservoir, fan cooled heat exchanger, continuous duty rated for 8 GPM (30.3 LPM) @ 1,800 PSI (125 bar). The LX package bundles the light bar with arrow board, 45' (14 M) auxiliary hydraulic hose reel for operation of hydraulic power tools, Bluetooth tethering module (installed in ERV-750) for wireless communication between the exerciser and Controller/Data Logger and steel storage bin.  Already GPS enabled, however adding option 79-412-02 (Trimble R2 GNSS receiver) provides survey grade centimeter accuracy.	1	EA	33,450.00	33,450.00
2	SALES TAX Sales Tax 7.75%	1	EA	2,592.38	2,592.38
				<b>Subtotal</b>	<b>36,042.38</b>
				<b>Motor Freight</b>	<b>830.00</b>
				<b>Total (USD)</b>	<b>\$36,872.38</b>

We will prepay and add shipping charges to your order, or we can ship collect via your choice of carrier service. If you have any questions please feel free to call Kenny Koch at 909-380-4816 or call me at 815-943-4785 x2773.

(SALES TAX!!!!) We collect sales tax in all but the following states: AK, DE, MT, OR and NH. If you are tax exempt please supply your identification number and certificate with your order. If your exempt number is not on file, tax will be added to your invoice.

Please reference this quote number when placing your order. Thank You.

Ken Redding  
 Utility Technical Sales Rep  
 815-943-4785 x2773  
 kredding@ehwachs.com

Sales of E.H. Wachs products and services are expressly limited to and made conditional on acceptance of its current Terms and Conditions of Sale, found at [www.ehwachs.com](http://www.ehwachs.com) ("Terms"). Any additional or different terms are hereby rejected. Commencement of work by E.H. Wachs or acceptance of delivery of products by you constitutes your acceptance of the Terms.

August 27, 2019

This letter serves as a sole source document for the Valve Maintenance Trailer (VMT) & Valve Maintenance Skid (VMS) line of products (including the Hydro-Excavation units) manufactured by E.H. Wachs, Utility Products Division.

The VMT/VMS equipment and accessories are designed, manufactured, assembled and distributed solely by E.H. Wachs. The design of this tool is so unique; it has been awarded multiple US patents:

Patent Number [9,523,443](#) – Position locking system for valve operating machine

Patent Number [9,188,240](#) – Positioning system for valve operating machine

Patent Number [9,038,667](#) – Dual arm valve operating machine

Patent Number [8,025,078](#) - Vehicle mountable arm for valve operating machine

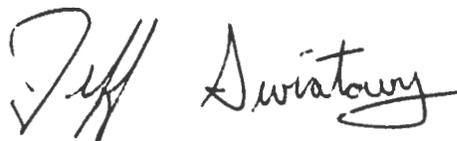
Patent Number [5,937,373](#) (expired) – Computer control system for controlling a valve machine

Patent Number [5,381,996](#) (expired) – Sliding valve operator

In the domestic US, regional distribution is through direct salesmen or exclusive territory dealers; for your area Kenny Koch is the only outlet to purchase these products.

To the best of our knowledge, no other vendor manufactures and distributes units with these unique feature sets. Please let me know should you need further details.

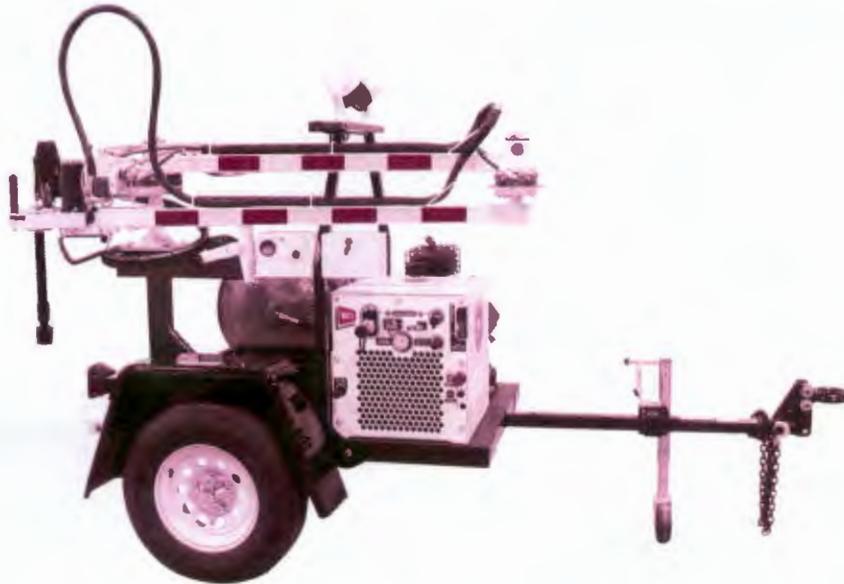
Sincerely,



Jeff Swiatowy  
Business Unit Manager  
Wachs Utility Products

# Compact LX

## VALVE MAINTENANCE TRAILER



The extended reach ERV-750 valve exerciser allows valve operation from the roadside.

The E.H. Wachs exclusive Compact LX - Valve Maintenance Trailer, comes with our industry-leading ERV-750 extended reach valve exerciser and our newest controller — the HC-100 wireless handheld computer / controller / datalogger with GPS and VITALS software. Designed to carry our powerful ERV-750 (Extended Reach Valve) valve exerciser, it's compact, lightweight and easily transportable by even the lightest vehicle. At only 63in wide (160 cm) and weighing only 1400 lbs (635 kg), the COMPACT LX will fit into some mighty "compact" areas.

### FEATURES

- 270° of motion, 13ft total extended reach, 750 ft/lbs ERV-750 valve exerciser
- Ruggedized HC-100 controller/data logger with built in GPS
- **Gas:** 16HP Briggs and Stratton V-Twin, #79-000-25
- HTMA Class II circuit, 10 gal reservoir, fan cooled heat exchanger, 8gpm @2000psi
- Lightweight, single axle trailer for ease of transport.
- 4ft-9ft telescoping valve key

### LX PACKAGE BUNDLE

- LED work light & arrow board bar
- 45in auxiliary hydraulic hose reel
- Bluetooth connectivity
- Storage tray

### SPECIFICATIONS



HC-100 controller/data logger with built in GPS makes valve operation easy



The rugged Compact LX Valve Maintenance Trailer is ready to go at a moment's notice.

# PRODUCT SPECIFICATIONS

## Compact LX – Valve Maintenance Trailer

Valve Exercising Equipment		Yes	No	Specify
ERV-750 Patents: #9,188,240 #9,038,667 38,025,078	Articulating arm, automated valve operator utilizing industry exclusive intelligent automation to control torque, direction and turns. Twin arms (one telescoping) provide 13' [3.9 m] reach over 270 degrees of freedom while hydraulic disk brakes safely secure exerciser capable of 750 Ft-Lb [1016 Nm] of torque. Constructed of 3" [76 mm] square steel tube and powder coated for long life. A light weight, telescoping valve key is also provided.	X		
Valve Machine Intelligent Automation	Wachs valve exercisers utilize industry exclusive "no assumption" automation technology to safely and effectively turn valves using AWWA recommended procedures. This technology protects the operators by keeping "hands off" the machine while exercising the valve and protects the valve by not assuming size, direction or current position. Allowing the machine to follow the path of least resistance, the programming and sensors automatically stop the rotation and reverse in half turn increments as to flush calcification from valve gate. This automation always exercises valve at the minimum torque required to turn, then automatically lowers preset threshold once rotation begins so impact at end of valve travel is soft as possible.	X		
HC-100	Ruggedized PDA style handheld controller to operate and collect data for either arm (ERV-750) or slide (TM-6 upgraded & TM-7) style valve exercisers. Rugged handheld controller with built in GPS, the bright touch screen is water resistant and meets military specifications. Submeter GPS options available.	X		
Data Management	Fully compatible with either VITALS or infraMap with VITALS software packages which enable full data logging and synchronization between the handheld and your desktop. Allows importing of existing data labels and categories with user defined fields.	X		

Power Pack				
Engine	Briggs & Stratton 16 HP [11.9 KW] gasoline, model 305447 Vanguard 16 HP V-Twin H/S	X		
Controls	Digital tachometer, engine hour meter, volt meter, arrow board control and service light switch	X		
Hydraulic System	Direct coupled pump rated at 8 GPM [30 LPM] @ 1,800 PSI [124 BAR] continuous duty. 10 gallon [37 L] hydraulic reservoir with thermostatic controlled fan cooled heat exchanger. Instrumentation includes an oil level gauge, temperature gauge, pressure gauge and selector valve switching to a HTMA class II auxiliary hydraulic circuit.	X		

Wachs Utility Products  
 600 Knightsbridge Pkwy · Lincolnshire, Illinois 60033 · 847.537.48800  
[www.turnvalves.com](http://www.turnvalves.com)

# PRODUCT SPECIFICATIONS

Trailer		Yes	No	Specify
Frame	2,300 LB [1043 KG] GVWR trailer with single axle, independent torsion wheel suspension. Uni-frame design converts from fork truck skid to trailer with bolt on components. All steel construction with metal deck. Tongue weight is 200 LB [90 KG] dry (without options).	X		
Lighting	DOT approved LED lighting with Weather Pack environmentally sealed connectors.	X		
Finish	Entire trailer is solvent washed and phosphoric etched. All seams are caulked then a two part urethane paint (color white/black) applied. A durable plastic bed lining product is then applied to trailer deck. Fenders are powder coated for durable, chip resistant finish.	X		
Pintle Hitch	Pintle with Safety Chains	X		
Safety Compliance	Member of the National Association of Trailer Manufacturers (NATM) and verified compliant with NATM Guidelines. Guidelines are a compilation of federal safety standards and regulations along with industry best practices that govern trailer construction. Compliant manufacturers have had a third-party expert verify their processes are designed to produce trailers which meet Federal Motor Vehicle Safety Standards and recommended industry practices. It signifies a commitment to safety.	X		

LX Package		Yes	No	Specify
Storage Tray	Heavy duty, expanded metal storage tray.	X		
Service Lighting	Programmable arrow board includes eight function control box with six individual segments and (2) mounted halogen swiveling work lights	X		
Bluetooth Tether	Wireless control of your valve exercising machine(s) via a secure Bluetooth connection.	X		
Hydraulic Hose Reel	50' [15.2 m] spring rewind hose reel for auxiliary hydraulic power with quick disconnects.	X		

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