



**E.M.W. GAS ASSOCIATION**

PO Box 118 - 416 5<sup>th</sup> Street  
Estancia, New Mexico 87016-0118

[www.emwgas.com](http://www.emwgas.com)

Phone (505) 384-2369

Fax (505) 384-2234

**Sole Source Request and Determination Form  
Posted at [www.emwgas.com](http://www.emwgas.com) on December 6, 2018**

A sole source **determination** is not effective until the **sole source request for determination** has been posted for (30) calendar days without challenge, and subsequently approved in writing by the Chief Procurement Officer.

The foregoing is a requirement under NMSA 13-1-126 – 13-1-126.1 as amended by Laws 2013, Chapter 40 § 6 effective June 14, 2013.

**I. Central Procurement Office**

EMW Gas Association  
POB 118, Estancia, NM 87016  
Chief Procurement Officer: Kay Brown, CPO  
Telephone Number: 505-384-2369  
Email Address: [kay@emwgas.org](mailto:kay@emwgas.org)

**II. Prospective Contract/Contractor**

Mountain States Pipe Supply (MSPS)  
7765 Electronic Drive  
Colorado Springs, CO 80922

**Prospective Contract Amount: \$9,732.00**

Term of Prospective Contract: February 6, 2019 – May 15, 2019.

**III. Product Specifications**

**60 AC-250 1" Meters 20LT Conn 2'PT Index & ERT (installed)**

**IV. Procurement Criteria:**

MSPS is the only factory-authorized distributor for American Meter and Itron Electronic Read Transmitters in New Mexico. These products are highly technical and a critical safety component of the distribution of Natural Gas to over 5000 customers in the EMW Gas Association Service Area.

**V. Sole Source Justification:**

Both manufacturers referred to MSPS as the only authorized distributor of these products for the state of New Mexico.

**VI. Unique properties of Service/Items of Personal Property Sought:**  
 The unique character of this particular integration of meters and ERTs with the existing system and particular safety concerns connected with the high risk of vendor failure in performing this essential service make this sole source procurement necessary. MSPS is the only authorized distributor of these materials in New Mexico and also is the only company authorized to perform the installation.

**VII. Similar Professional Services/Items of Personal Property Disqualifying Factors:**  
 Because the manufacturer has not authorized another provider, no alternatives exist.

**VIII. Entity Due Diligence for Determination Basis:**  
 Letters of sole source validation were submitted from the manufacturers, (*Elster American Meter Company LLC and Itron Corporation*) to support this procurement on November 28 and 29, 2018.

**Certified by:**

<i>Eddie O'Brien</i>	12-6-18
Eddie O'Brien, General Manager	Date

**Challenges:**

Vendor Name	Date Challenge Received

- 1.) *Signature of EMW Gas Association's Chief Procurement Officer (CPO) certifies the sole source has been posted for thirty (30) calendar days and has received no challenges.*
- 2.) *Signature of the CPO Sole source is granted as of the date of the signature by the Procurement Officer.*
- 3.) *Signature of the Procurement Officer on this form is required and is the final signature required for this sole source procurement to proceed.*

**Approved:**

Kay Brown, Chief Procurement Officer	Date



Itron Corporation  
2111 N Molter Road  
Liberty Lake, Washington 99019

November 28, 2018

EMW Natural Gas  
416 5<sup>th</sup> Street  
Estancia, New Mexico

To whom it concerns:

Please accept this letter as verification that Mountain States Pipe and Supply is the sole source for Itron Water and Gas endpoints, including Itron Reading Solutions for the State of New Mexico, Arizona, Colorado and Wyoming.

Best Regards,

Christian Anderson  
Director of Channel Management, Western US  
Itron Inc

# Honeywell

November 29, 2018

Rene Van Kersbergen  
Sales Channel Manager – Meters & Regulators  
Elster American Meter Company LLC  
2221 Industrial Road  
Nebraska City, NE 68048  
United States

T +1 (407)755-8527  
Rene.vankersbergen@Honeywell.com

EMW Gas Association  
416 5<sup>th</sup> Street  
P.O. Box 118  
Estancia, NM 87016-0118

Re: Elster American Meter Company LLC

Dear Valued Customer:

As you are aware, Elster American Meter Company LLC (“Elster”) is recognized as a world leader in the design, manufacture and sale of precision gas measurement instruments. Elster is a subsidiary of Honeywell International Inc. However, our legal name remains Elster American Meter Company LLC. We trace our North American roots back more than 175 years. Our company is the only manufacturer of Elster products in North America. No other companies are authorized to manufacture our products.

Mountain State Pipe and Supply, with principle place of business located at 7765 Electronic Drive, Colorado Springs, CO 80922, is the exclusive distributor of our products to municipal utilities in New Mexico. No other distributors or sales representatives are authorized to sell our products in this market. It is the sole source distributor of Elster precision gas measurement instruments to municipal gas utilities in New Mexico.

I hope this information proves helpful. Please feel free to contract me should you have any additional questions. Thank you.

Yours truly,



Rene Van Kersbergen  
Sales Channel Manager



**MOUNTAIN STATES PIPE & SUPPLY**  
 7765 Electronic Drive  
 Colorado Springs CO 80922  
 United States  
 (719) 634-5555

**Quotation**

Estimate # EST3316  
 Date 11/29/2018  
 Acct. No. 2613  
 Expires 12/29/2018  
 Entered By: Scott vanTeylingen  
 Sales Rep HOUSE COLO SPGS  
 Shipping Charges INB/ OUTB  
 Terms NET 30  
 Quote Reference

**Bill To**  
 E.M.W. GAS ASSOCIATION  
 P O BOX 118  
 ESTANCIA NM 87016-0118  
 United States

**Ship To**  
 E.M.W. GAS ASSOCIATION  
 408 5TH STREET  
 ESTANCIA NM 87016  
 United States

Line#	Item	Description	Qty	U/M	Price/ Ea	Amount
1	AMC4BF22ABK4	AC-250 1" 20-LT CONN 2' PT INDEX & ERT INSTALLED	60	EA	82.10	4,926.00
2	ERG-5007-001	100G DATALOGGING FN ELSTER/AMERICAN RESIDENT	60	EA	70.60	4,236.00
3	ERT INSTALL	ERT INSTALL	60	EA	4.50	270.00
4		10-14 WEEKS ARO FOB: DELIVERED FREIGHT PRE-PAY AND ADD TO INVOICE				

*(Signature)*  
 12-6-18

**Subtotal** 9,432.00  
**Estimated Shipping (Best Way)** 300.00  
**Total** \$9,732.00

Pricing valid for 30 days from quotation date unless noted otherwise. Estimate is based on information provided by customer, and is not guaranteed for accuracy of quantity or type. All items FOB: Origin, Freight Pre-Pay and Add to Invoice unless noted otherwise. All items subject to prior sale. Prices subject to change without notice.