


HONOLULU BOARD OF WATER SUPPLY (BWS) REQUEST FOR SOLE SOURCE

DATE: OCTOBER 8, 2018

TO: ERNEST Y. W. LAU, P.E.
MANAGER AND CHIEF ENGINEER

VIA: VICKI KITAJIMA
PROCUREMENT AND SPECIFICATIONS SPECIALIST VI

FROM: MIKE FUKE 
ACTING PROGRAM ADMINISTRATOR, FIELD OPERATIONS

SUBJECT: REQUEST FOR SOLE SOURCE AWARD

Pursuant to Section 103D-306, of the Hawaii Revised Statutes (HRS) and Subchapter 9, Chapter 3-122 of the Hawaii Administrative Rules, I am requesting that a sole source award be approved to purchase the following:

Vendor Name & Address:

MARS Company
3925 SW 13th Street
Ocala, Florida 34474

Amount of the Contract: Contract Amount of \$57,041.88

Term of the contract: One (1) time Contract.

Prior Sole Source Contract numbers and dates:

None

Description of goods to be purchased:

1. Water Meter Test Bench Inspection	\$ 7,041.88
2. Repair	\$ 50,000.00
3. Total	\$ 57,041.88

Explanation how the unique features, characteristics or capabilities are required for BWS use:

The Board of Water Supply uses the MARS Company Water Meter Test Bench. The components and software of the test bench have reached the end of their service life and has begun to fail. To assess/repair the Test Bench, a qualified technician is required. Since MARS does not authorize other representatives for its test bench, MARS is the sole source to provide the service required.

Other possible sources for the goods

None

I certify that the information provided above is to the best of my knowledge, true, correct and that the goods described above are available through only one (1) source.

Direct Questions to: Michael Fuke

Phone: (808) 748-5505

Michael Fuke

Michael Fuke

Requestor

Division Head

10/02/18
Date

10/08/18
Date

Posting dates pursuant to Hawaii Administrative Rules Section 3-122-82: OCT 17 2018
to OCT 29 2018

REVIEWED AS TO PROCUREMENT FORM:

Vicki A. Kitajima
VICKI KITAJIMA
Procurement & Specifications Specialist VI

11/7/18
Date

CERTIFIED AS TO AVAILABILITY OF FUNDS: 2019-820-3021

Roopu
FINANCE 10/11/18

10-11-18
Date

APPROVED AS RECOMMENDED/ NOT APPROVED:

Ernest Y. W. Lau
ERNEST Y. W. LAU, P.E.
Manager and Chief Engineer

11/20/18
Date



July 12, 2018

Mr. Wayne Tello
Honolulu Board of Water Supply Field Operations
2442 Kini place
Honolulu 96819

Dear Mr. Tello:

We enjoyed speaking with you and your colleagues recently regarding maintenance and repair of your existing MARS Test Bench System.

As per our discussion, the information below outlines the estimated cost for a MARS certified maintenance technician to travel to your facility and perform an on-site test bench system(s) inspection. This is necessary to accurately determine the scope and associated cost of bringing your test bench systems into proper working condition including an estimate to perform maintenance and test bench accuracy calibration certifications. Subsequent to the inspection above, MARS will provide you will a written proposal and detailed state-of-work for performing the associated activities.

<u>Item</u>	<u>Description</u>	<u>Price</u>
1	Water Meter Test Bench Inspection (as described above)	\$ 6,725.00
2	Tax Rate 4.712%	\$ 316.88
3	TOTAL	\$ 7,041.88

Terms

- Prices quoted are in US dollars (USD).
- The pricing does not include any taxes, duties or tariffs, if applicable.
- Any work to be performed outside the above Scope of Work may require a Change Order.
- Payment terms– Net 30 days.
- Prices based on the following:
 - Economy class airfare for a single MARS certified technician
 - Two days for the onsite inspection
 - 3-night hotel accommodation nearby at the Outlaw hotel (or equivalent)
 - Transportation and per-diem travel expenses

The above pricing is valid for sixty (60) days from the date of this letter.

If you have any questions or comments, please feel free to call me at 352-694-7195 or via email at JButt@marswater.com

Again, thank you for this opportunity to be of service.

Sincerely,

Jeff Butt – VP of Business Development
MARS Company



October 3, 2018

Mr. Norman Abe
Honolulu Board of Water Supply Field Operations
2442 Kini Place
Honolulu, HI 96819

Dear Mr. Abe:

MARS Company is the only manufacturer who produces computer driven high-speed water meter test equipment and turnkey installation packages in the United States. We are also the only producer of computer software designed to meet the meter testing needs and compliance with the American Water Works Association (AWWA) testing recommendations for the modern Utility. This software can be used in a meter shop, a mobile meter test van or in conjunction with a truck-mounted test system. With other MARS Company products, we operate through several major Distributors and Manufacturer Representatives in various locations in the U.S. and Canada.

However, with the meter test equipment and the MARS M3 Software used in a meter shop, a mobile meter test van or with a truck-mounted test system, MARS Company operates direct with the Utility and, due to the technical nature of this product, is the only authorized representative to provide service and support.

In addition, MARS Company is the only Water Meter Test Bench Manufacturer both located and incorporated in the State of Florida. MARS Company has been situated in Ocala for over thirty (30) years.

MARS Company is the **only manufacturer to provide on-site installation, training and ongoing hardware and software maintenance of water meter test bench systems.**

Please call me at (813) 466-9808 if you have any further questions or comments.

Very truly yours,
MARS Company

Jeff Butt
Vice President Business Development

CC: Mr. Dave Corey – CEO, MARS Company

**BOARD OF WATER SUPPLY
CITY AND COUNTY OF HONOLULU**

October 17, 2018
(Date Notice Posted)

NOTICE OF INTENT TO ISSUE A SOLE SOURCE AWARD

The Chief Procurement Officer is reviewing a request to make a sole source award to MARS Company to provide service to.

The award shall be made to:

Name of Vendor: MARS Company

Address of Vendor: 3925 SW 13th Street
Ocala Florida 34474

Cost: \$57,041.88

Direct any inquiries to: Vicki A. Kitajima

Address: Board of Water Supply
Procurement Office
630 S. Beretania St.
Honolulu, HI 96843

Telephone No.: (808) 748-5151

Fax Telephone No.: (808) 550-9193

Submit written objection(s) to this Notice of Intent to Issue a Sole Source Award contract within seven (7) calendar days from the date this notice was posted to:

Manager and Chief Engineer
Board of Water Supply
630 S. Beretania St., Room 201
Honolulu, HI 96843

Telephone No. (808) 748-5151

Sole Source Reference No.: BWS 19-04-SS