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TO: Crystal Feast, Interim Financial Services Director  
Wanda Roop, Procurement Manager

FROM: Jeff Pearson, Utilities Director

DATE: September 20, 2024

SUBJECT: FY 2025 Sole Source Request for Beamex 3-Year Service/Warranty Plan  
for Factory Calibration on 2 Beamex MC6 Calibrators

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### **Background:**

The Water Production Division is requesting to utilize Beamex Inc for a three-year period to provide annual calibration services and an extended warranty (Care Plan) at a total cost of \$14,256.00 for 2 Beamex hand-held MC6 calibrators that we already own. Beamex Inc. is the sole source vendor for providing calibration and maintenance for the MC6 calibrator, which they manufacture.

In 2018, the Utilities Department purchased 2 Beamex MC6 hand-held calibrators at a total of \$29,605.00. The handheld calibrators are used under a routine schedule (or for troubleshooting when issues arise) to calibrate plant analytical sensors and transmitters which are critical to maintaining the integrity of the automated plant treatment processes and ensures the finished water quality meets all regulatory standards. The calibrator also provides documentation of proper calibration and compliance with calibration rules enforced by the EPA, FDEP, and the DOH.

### **Recommendation:**

The Utilities Department recommends utilizing the three-year service plan for calibration service with an extended warranty. In the past we have utilized Beamex in FY 2021, purchase order 21500444, Contract CON-UT20-24/MC that was approved for 3-years, \$3,440.00 per year. In order to lock in the rate of \$4,752.00 per year the initial payment of \$14,256.00 would be paid in year 1 of the contract, Beamex will no longer offer the three 1-year payment option.

### **Cost of NIST 3-year Annual Calibration of MC6's With Extended Warranty**

- Beamex Care Plan - MC6 - s/n #606128 – for 3-years - \$7,128.00
- Beamex Care Plan - MC6 - s/n #606129 – for 3-years - \$7,128.00

**Total cost for the 3-year service plan \$14,256.00**

The additional benefits of the 3-year option with the extended warranty are:

- Free repairs even in the case of accidental damage, ensuring that our calibrators will always remain in operating condition.
- Free shipments to and from the Beamex laboratory for annual inspection.
- Extended warranty.
- Replacement of wearable parts.
- Applicable updates of firmware.
- Priority service (we jump the line of other calibrators needing service)

Note: All work is done at the Beamex laboratory and shipments to and from are free. No Certificate of Insurance is required since the inspections are done solely at their facility.

**Funding Availability:**

Funds are budgeted in 400-36011-546102-36-70-533060-000-000 and 400-36012-546102-36-70-533060-000-000.

JP/mej: Sole Source contract request for Beamex

Attachments: Beamex Quote #24073063-REV0  
Sole source and vendor letter  
PO 21500444 and Contract CON-UT20-24/MC

C: Gustave Dowd, Water Production Manager  
Robert Schreiber, Electrical Instrumentation Supervisor  
David Jimenez, Electrical Instrumentation Assistant Supervisor