Olivehurst Public Utility District

Agenda Item Staff Report

Meeting Date: 11/19/26

Item description/summary:

Consider Approval for a Request for a Sol Source product – KPP400.

Back in May, OPUD requested a Sol Source device known as the KPP300. This device was unique In that The KPP300 is a patented product. There are other excavator type winch products that are similar but not equal to the Kobus brand. The KPP300 specifically is a hydraulic power pack unit that no other competitor in the market offers. The hydraulic power pack is self-contained (it's an all-encompassing system where an excavator, backhoe is not needed). OPUD was hopeful to receive this product, but it was coming from overseas. As we coordinated the shipping details, it's apparently on a boat somewhere without tracking devices. Due to the urgency, OPUD is looking for approval to go with the updated latest version, the KPP400 which is readily available, also a sol source product, located here locally. It's a more expensive product and requires an excavator which the District has. Getting the updated product before the Grant expires will allow OPUD to stay with its deadline of completing the project before funds expire.

Fiscal Analysis:

Provided by the Grant – Drought Relief Program. Total is $75,335.

Employee Feedback

n/a

Sample Motion:

Move forward to approve the Sol Source for KPP400 and cancel the one for the KPP300.

Prepared by: Swarnjit Boyal, Public Works Manager

EXHIBIT A – QUOTE

FERGUSON WATERWORKS

FERGUSON ENTERPRISES LLC #1423
7601 14TH AVENUE
SACRAMENTO, CA 95820-3601

Phone: 916-381-6100
Fax: 916-455-3402

Deliver To:
From: **Ryan Hughes**
ryan.hughes@ferguson.com
Comments:

FERGUSON ENTERPRISES LLC #1423
Price Quotation
Phone: 916-381-6100
Fax: 916-455-3402

Bid No: B562077
Bid Date: 11/17/26
Quoted By: RWH

Cust Phone: 530-743-4657
Terms: NET 10TH PROX

Customer: OLIVEHURST PUD
PO BOX 670
OLIVEHURST, CA 95961

Ship To: OLIVEHURST PUD
PO BOX 670
OLIVEHURST, CA 95961

Cust PO#: KOBUS

Job Name: KOBUS

Item	Description	Quantity	Net Price	UM	Total
SP-KS01001040001	KPP 400 SRS (USA SPEC) PIPE PULLER	1	56029.410	EA	56029.41
SP-KS03002013052	LEADER CABLE LOW FRICTION 30M	1	265.240	EA	265.24
SP-KS03002043400	LEADER CABLE DISPENSING REEL	1	242.380	EA	242.38
SP-KS03029XXXXXX	EXCAVATOR BRACKET	1	2743.900	EA	2743.90
SP-KS03029990010	EXCAVATOR QH FITTING KIT CLASS 10.9	1	205.790	EA	205.79
SP-KS03016040001	TOOL BOX KPP400 KIT (PULL IN HDPE)	1	2103.660	EA	2103.66
SP-KS04001101501	PULLING CABLE 10MM 15M (50FT) USA S	10	197.561	EA	1975.61
SP-KS04001102401	PULLING CABLE 10MM 24M (80FT) USA S	10	265.244	EA	2652.44
SP-KS04001141501	PULLING CAB;E 14MM 15M (50FT) USA S	5	246.952	EA	1234.76
SP-KS04001142401	PULLING CABLE 14MM 24M (80FT) USA S	5	342.988	EA	1714.94

	SHIPS FROM TEXAS				

Net Total:	$69168.13
Tax:	$5706.38
Freight:	$0.00
Total:	$74874.51

HOW ARE WE DOING? WE WANT YOUR FEEDBACK!
Scan the QR code or use the link below to
complete a survey about your bids:
https://survey.medallia.com/?bidsorder&fc=1423&on=456818

FERGUSON WATERWORKS

FERGUSON ENTERPRISES LLC #1423
Price Quotation

Fax: 916-455-3402

10:03:09 NOV 18 2026
Reference No: B562077

Quoted prices are based upon receipt of the total quantity for immediate shipment (48 hours). SHIPMENTS BEYOND 48 HOURS SHALL BE AT THE PRICE IN EFFECT AT TIME OF SHIPMENT UNLESS NOTED OTHERWISE. QUOTES FOR PRODUCTS SHIPPED FOR RESALE ARE NOT FIRM UNLESS NOTED OTHERWISE.

Due to the uncertain impact of potential tariffs, Ferguson's quotation/proposal has not included any provision or contingency for future tariffs or increase of existing tariffs. Ferguson reserves the right to adjust prices to reflect the impact of any new or increased tariffs that affect our costs at the time of shipment. Ferguson will provide notice of any such adjustments along with documentation supporting the changes.

CONTRACTOR CUSTOMERS: IF YOU HAVE DBE/MBE/WBE//VBE/SDVBE/SBE GOOD FAITH EFFORTS DIVERSITY GOALS/ REQUIREMENTS ON A FEDERAL, STATE, LOCAL GOVERNMENT, PRIVATE SECTOR PROJECT, PLEASE CONTACT YOUR BRANCH SALES REPRESENATIVE IMMEDIATELY PRIOR TO RECEIVING A QUOTE/ORDER.

Seller not responsible for delays, lack of product or increase of pricing due to causes beyond our control, and/or based upon Local, State and Federal laws governing type of products that can be sold or put into commerce. This Quote is offered contingent upon the Buyer's acceptance of Seller's terms and conditions, which are incorporated by reference and found either following this document, or on the web at https://www.ferguson.com/content/website-info/terms-of-sale
Govt Buyers: All items are open market unless noted otherwise.

LEAD LAW WARNING: It is illegal to install products that are not "lead free" in accordance with US Federal or other applicable law in potable water systems anticipated for human consumption. Products with *NP in the description are NOT lead free and can only be installed in non-potable applications. Buyer is solely responsible for product selection.
WATER FLOW RATE NOTICE: Lavatory Faucets with flow rates over 0.5 GPM are not allowed for 'public use' in California.

HOW ARE WE DOING? WE WANT YOUR FEEDBACK!
Scan the QR code or use the link below to complete a survey about your bids:
https://survey.medallia.com/?bidsorder&fc=1423&on=456818

EXHIBT B – SOL SOURCE DOCUMENTATION

Olivehurst Public Utility District
Solicitation Exemption Authorization Form
(Products & Services)

REQUISITION #: 2026-01	**ESTIMATE:** $75,335.00
VENDOR / SUPPLIER / BRAND NAME / CONTRACTOR: Kobus, Inc.	
TYPE OF PRODUCT / SERVICE & DESCRIPTION: Kobus Pipe Puller- KPP400. This machine allows you to pull the existing pipe out of the ground with minimal disruption utilizing it's patented trenchless technology. This is the latest pipe puller, improved from the KPP300.	

This form must accompany the requisition whenever a request is made for a non-competitive purchase. When the requesting department is requesting a particular vendor, brand, product, or service provider, this fact must be made clear on their requisition.

Best practice procurement for a public agency, as is Olivehurst Public Utility District, provides that we engage in soliciting competitive pricing for the products and services we acquire unless a determination of non-competition is made. It is the policy of the District that competitive pricing is obtained for all purchases of products over $10,000 and non-professional services greater than $14,999 unless there is a validated exemption to the competitive process.

When a requisition is made for a non-competitive acquisition of goods or services that contain specifications and/or other operational/technical requirements which limits the ability for the District to seek more than one bid or quotes in the marketplace, the requesting department representative must complete the information below with factual statements, attach any and all supporting documentation of their effort to review comparable products or services, and obtain approval to waive the competitive process.

Please check all of the following that apply to your request. Provide the information requested for the category you select. Purchasing can review a draft to ensure accuracy and provide guidance prior to sending out for signatures.

1. ☒ **SOLE SOURCE:** Products or services are available from one source only (i.e. one manufacturer, service provider of proprietary service, etc). What are the unique features, design, qualifications, rights, licenses, etc. of the product/brand/service/service provider that are not available in any other brand/service/service provider? The KPP400 is a patented product trenchless pipe puller. This is an excavator mounted unit that is a sole source product sold through distribution channels.

   Have you contacted other suppliers/service providers to evaluate items/services with similar features and capabilities? If no, explain why not. If yes, list suppliers/service providers and explain why their products/services do not meet the department's requirements. Yes Acme Trenchless has a one-size unit that is a 985 LBS but needs an excavator, backhoe to operate, and other trenchless units (Hammerhead) also need a backhoe for pulling, but these alternative explored devices splits existing pipe in place, leaving contaminants behind where as the Kobus Pipe Puller extracts/removes the pipe while the new pipes gets replaced from the location of the previous. County Requires within the roadway that all previous material be pulled out. We also contacted, Vermeer, they don't have anything like it, and they have a splitter that would leave pipe material in the ground such as Hammerhead.

2. ☐ **SOLE BRAND OR SERVICE:** Multiple sources may be able to supply the specified model and brand or service. In these cases, competitive bids or quotes will be solicited for the requested brand or service only. If only one source of supply of the brand exists (i.e. a dealer is the only one in a protected territory) the purchase will be made upon confirmation without further solicitation of bids or quotes.

   Why is the specified brand or service required (not just preferred) and how would your requirements for this specific brand or service be inhibited or burdened without purchase of the particular brand or service requested? The County has an upcoming project where storm drainage, sidewalk, curb and gutter is to be placed within Historic Olivehurst. As part of their design there are multiple locations of water services that need to be relocated. The other item of concern is there are service lines that are nearly 50 years old and when pulverization or asphalting occur, this could disrupt the ground and cause failure of water services or lead to leaks in the future. If water services are fixed in the future

then the repair cost are exponentially more. For this reason, it's important these services are replaced and relocated so they don't conflict with the future County project plus OPUD has existing funds via a grant that would cover the replacement cost. The project funding source ends on 12/31/2026 and there is not enough time to request a bid for this, advertise, award, purchase, and install by then.
The County also has stated if OPUD can do these replacements in the near future, before the county begins there project next year, OPUD wouldn't need to do the full asphalt repair and can do temporary repairs as long as they limit the amount of asphalt disturbed which is possible via the Kobus Pipe Puller-KPP400.

Have you contacted other suppliers/service providers to evaluate items/services with similar features and capabilities? If no, explain why not. If yes, list suppliers/service providers and explain why their products/services do not meet the department's requirements.

Click or tap here to enter text.

3. ☐ **REPLACEMENT OEM (ORIGINAL EQUIPMENT MANUFACTURER) PARTS:** The requested part is an integral repair part or accessory compatible with existing equipment. The District requires this replacement part from an original manufacturer. This replacement part is not interchangeable with other similar parts from other manufacturers. Please explain.

Existing Equipment:Click or tap here to enter text.
Equipment Manufacturer Name / Model #: Click or tap here to enter text.
Part Name and #: Click or tap here to enter text.

Multiple sources may be able to supply the specified model and brand. In these cases, competitive bids or quotes will be solicited for the requested brand only. If only one source of supply of the brand exists (i.e. a dealer is the only one in a protected territory) the purchase will be made upon confirmation without further solicitation of bids or quotes.

4. ☐ **STANDARDIZATION REQUEST:** The District requires the item(s) or service(s) in order to standardize on parts, design, quality, adherence to form, fit and/or function, and/or to maintain warranty or a maintenance contract on an existing product or system. Please specify. Click or tap here to enter text.

If justification is based on the need to match the new item or service with existing equipment, parts, etc., list the quantity, manufacturer/brand and model of the existing equipment pertaining to this request and why the matching is required (i.e. compatibility, repair and maintenance, training, productivity, minimization of supplies or spare parts, eliminates need to modify existing equipment, volume price discounts or savings, safety, etc).

Existing Equipment:Click or tap here to enter text.
Existing Equipment Manufacturer Name / Model #:
Click or tap here to enter text.
Quantity:Click or tap here to enter text.
Part Name and # (if applicable):Click or tap here to enter text.

Why is matching required? Please explain.

- ☐ Compatibility: Click or tap here to enter text.
- ☐ Repair and maintenance: Click or tap here to enter text.
- ☐ Training: Click or tap here to enter text.
- ☐ Productivity: Click or tap here to enter text.
- ☐ Minimization of supplies or spare parts: Click or tap here to enter text.
- ☐ Eliminates need to modify existing equipment: Click or tap here to enter text.
- ☐ Volume price discounts or savings: Click or tap here to enter text.
- ☐ Safety: Click or tap here to enter text.
- ☐ Other: Click or tap here to enter text.

5. ☒ **OTHER NON-COMPETITIVE RECOMMENDATION / BEST INTEREST OF THE DISTRICT (REQUIRES GM SIGNATURE BELOW):** Examples include time constraints (emergency situations), or quality/reliability and performance history indicate an award of contract to a particular supplier/service provider would not be in the best interest of the District.

Indicate which situation exists for this request along with applicable information to support this exemption.

Olivehurst Public Utility District (OPUD) requests to engage with Kobus, Inc. on a sole source basis to provide a device that can pull the waterlines in the existing locations by reducing pavement opening just to the location of the saddle/connection point (roughly a 2'x2') opening. OPUD has limited funds to replace roughly 312 services in locations where County will be doing road, storm, sidewalk, and gutter improvements. Due to limited remaining Grant funds for water service replacements, OPUD needs a device and tool that will limit excavation in the County right of way and be able to make the service line replacements within a relatively short time period (roughly 6 months) without an outside contractor due to limited funds remaining. This all needs to be done prior to the County project beginning which is slated in early 2027. OPUD also needs to purchase and install the equipment and request reimbursement prior to the end of the Funding request which is on 12/31/2026. Due to the time sensitivity, funding available for doing services (which would be done in house), the Kobus has been the only readily available solution that would meet our deadline while staying within budget available to the District and is unique and special to its kind based on the research and due diligence considered by the District. The device is also readily available and can be delivered within a week upon approval. As noted, the attached device is unique based on the service it provides and deadline for when the improvements need to happen. This device allows us to pull the new pipe via existing pipe and cut the pipe in place while removing it without disturbing the full width of the road with all new material and none of the old being left over.

Route for signature in the following order:

General Manager:	11/19/2026