RMLD Reading Municipal Light Department
RELIABLE POWER

March 18, 2022

Town of Reading Municipal Light Board

Subject: IFP 2022-09 Pole Mounted Transformers

Pursuant to M.G.L. c. 164 § 56D, on February 9, 2022, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle and was posted on the RMLD website requesting sealed proposals for Pole Mounted Transformers.

An invitation for proposals was sent to twenty (20) companies:

Sealed proposals were received from four (4) companies: Graybar Electric Company, Inc., Howard Industries, Inc. c/o Power Sales Group, Stuart C. Irby Company, and WESCO Distribution, Inc.

The sealed proposals were publicly opened and read aloud at 11:00 a.m. on March 16, 2022, in the Town of Reading Municipal Light Department's Audio Visual Spurr Room, 230 Ash Street, Reading, Massachusetts.

The proposals were reviewed, analyzed, and evaluated by staff and recommended to the General Manager.

> Move that IFP 2022-09 for Pole Mounted Transformers be awarded to: **Graybar Electric Company, Inc., for $226,120**[1], pursuant to M.G.L. c. 164 § 56D, on the recommendation of the General Manager.

[1]See attached analysis.

The 2022 Capital Budget amount for these items is $232,596.

Vaughan Bryan

John McDonagh

Hamid Jaffari (Mar 21, 2022 14:22 EDT)

Hamid Jaffari

coleen obrien (Mar 25, 2022 11:54 EDT)

Coleen O'Brien

Analysis - Pole Mounted Transformers
IFP 2022-09

Proposer	***Manufacturer***	***Delivery Date***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
Graybar Electric Company, Inc.							
Item 1 - 37.5 kVa 1Ø WYE 240/120	Cooper Power	75 weeks	$2,693.00	20	$53,860.00	$53,860.00	yes
Item 2 - 50 kVa 1Ø WYE 240/120	Cooper Power	75 weeks	$3,132.00	55	$172,260.00	$172,260.00	yes
					$226,120.00	**$226,120.00**	
Stuart C. Irby Company							
Item 1 - 37.5 kVa 1Ø WYE 240/120	Spire/PPI	102 weeks	$3,910.00	20	$78,200.00		yes
Item 2 - 50 kVa 1Ø WYE 240/120	Spire/PPI	102 weeks	$4,183.00	55	$230,065.00		yes
					$308,265.00	**$0.00**	
WESCO Distribution, Inc.							
Item 1 - 37.5 kVa 1Ø WYE 240/120	Power Partners	102 weeks	$4,000.00	20	$80,000.00		yes
Item 2 - 50 kVa 1Ø WYE 240/120	Power Partners	102 weeks	$4,280.00	55	$235,400.00		yes
					$315,400.00	**$0.00**	
Howard Industries, Inc. c/o Power Sales Group							
Item 1 - 37.5 kVa 1Ø WYE 240/120	Howard Industries	52 weeks	$5,724.00	20	$114,480.00		yes
Item 2 - 50 kVa 1Ø WYE 240/120	Howard Industries	52 weeks	$6,877.00	55	$378,235.00		yes
					$492,715.00	**$0.00**	

Note: No firm fixed pricing was given. Exceptions were taken in all four (4) bids regarding prices being subject to change and longer lead times, as follows:

Graybar: Prices are subject to change at a minimum of 30 days prior to shipment.

Stuart Irby: Due to rapid raw material changes, a price change might be required at time of order. Lead times are from date of order entry.

WESCO: Prices subject to verification at time of order entry. Lead times are from date of order.

Howard Industries: Because of the current cost volatility, prices are subject to change at any time to cover increases in the key transformer cost factors beyond the company's control. Due to COVID-19, labor & raw material shortages, and supply chain disruptions, lead times are subject to change.