RMLD Reading Municipal Light Department
RELIABLE POWER

May 14, 2024

Town of Reading Municipal Light Board

Subject: IFP 2024-17 Pole Mounted Transformers

Pursuant to M.G.L. c. 164 § 56D, on March 6, 2024, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle requesting sealed proposals for the Pole Mounted Transformers.

An invitation for proposals was sent to fourteen (14) companies.

Sealed proposals were received from six (6) companies: MVA Power Inc., United Utility Supply c/o E.L. Flowers & Associates, ULS Corporate Inc., Howard Industries, Inc. c/o Power Sales Group, SwitchgearUS LLC, and WESCO Distribution, Inc.

The sealed proposals were publicly opened and read aloud at 11:00 a.m. on April 10, 2024, 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 2024-17 for Single Phase Pole Mounted Transformers be awarded to: **United Utility Supply c/o E.L. Flowers & Associates, for $232,416.00**[1]**,** pursuant to M.G.L. c. 164 § 56D, on the recommendation of the General Manager.

[1]See attached analysis.

The 2024 Capital Budget amount for these items is $860,000.

Vaughan Bryan (May 16, 2024 11:33 EDT)

Vaughan Bryan, Systems Engineer

Gregory J. Phipps, General Manager

Analysis - Pole Mounted Transformers
IFP 2024-17

Proposer	***Manufacturer***	***Delivery Date***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
MVA Power Inc. - *REJECTED*							
Item 1 - 37.5 kVa 1Ø WYE 120/240				20	$0.00		
Item 2 - 50 kVa 1Ø WYE 120/240				36	$0.00		
Item 3 - 75 kVa 1Ø WYE 120/240				16	$0.00		
					$0.00	**$0.00**	
United Utility Supply c/o E.L. Flowers & Associates							
Item 1 - 37.5 kVa 1Ø WYE 120/240	**ERMCO**	**18-20 weeks**	**$2,628.00**	**20**	**$52,560.00**	**$52,560.00**	**YES**
Item 2 - 50 kVa 1Ø WYE 120/240	**ERMCO**	**18-20 weeks**	**$3,028.00**	**36**	**$109,008.00**	**$109,008.00**	**YES**
Item 3 - 75 kVa 1Ø WYE 120/240	**ERMCO**	**18-20 weeks**	**$4,428.00**	**16**	**$70,848.00**	**$70,848.00**	**YES**
					$232,416.00	**$232,416.00**	
ULS Corporate Inc.							
Item 1 - 37.5 kVa 1Ø WYE 120/240	ULS Corporate, Inc.	20-22 weeks	$4,707.50	20	$94,150.00		
Item 2 - 50 kVa 1Ø WYE 120/240	ULS Corporate, Inc.	20-22 weeks	$5,197.50	36	$187,110.00		
Item 3 - 75 kVa 1Ø WYE 120/240	ULS Corporate, Inc.	20-22 weeks	$5,687.50	16	$91,000.00		
					$372,260.00	**$0.00**	
Howard Industries, Inc. c/o Power Sales Group							
Item 1 - 37.5 kVa 1Ø WYE 120/240	Howard Industries, Inc.	60 weeks	$4,363.00	20	$87,260.00		
Item 2 - 50 kVa 1Ø WYE 120/240	Howard Industries, Inc.	60 weeks	$5,464.00	36	$196,704.00		
Item 3 - 75 kVa 1Ø WYE 120/240	Howard Industries, Inc.	60 weeks	$7,515.00	16	$120,240.00		
					$404,204.00	**$0.00**	
SwitchgearUS LLC							
Item 1 - 37.5 kVa 1Ø WYE 120/240	Magnetron	45-48 weeks	$2,955.00	20	$59,100.00		
Item 2 - 50 kVa 1Ø WYE 120/240	Magnetron	45-48 weeks	$3,453.00	36	$124,308.00		
Item 3 - 75 kVa 1Ø WYE 120/240	Magnetron	45-48 weeks	$4,346.00	16	$69,536.00		
					$252,944.00	**$0.00**	
WESCO Distribution, Inc.							
Item 1 - 37.5 kVa 1Ø WYE 120/240	Eaton	182 weeks	$5,422.00	20	$108,440.00		
Item 2 - 50 kVa 1Ø WYE 120/240	Eaton	182 weeks	$5,836.00	36	$210,096.00		
Item 3 - 75 kVa 1Ø WYE 120/240	Eaton	182 weeks	$9,284.00	16	$148,544.00		
					$467,080.00	**$0.00**	

Note: Exceptions were taken in four (4) out of the five (5) compliant bids, as follows:

United Utility Supply: Orders subject to UUS T&C's; exceptions listed to RMLD's Supplementary T&C's and RMLD's Agreement

Howard Industries: Proposal pricing only valid for 30 days instead of requested 60 days; orders subject to Howard Industries T&C's; exception taken to firm price and lead time

Switchgear US LLC: Orders subject to SwitchgearUS T&C's; transformer technical characteristic exceptions taken

WESCO Distribution: Proposal pricing only valid for 30 days instead of requested 60 days, subject to escalation/de-escalation; orders subject to Eaton's T&C's; transformer construction exceptions taken