RMLD Reading Municipal Light Department
RELIABLE POWER

May 14, 2024

Town of Reading Municipal Light Board

Subject: IFP 2024-18 Pad 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 sixteen (16) 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 2024-18 for Pad Mounted Transformers be awarded to: **United Utility Supply c/o E.L. Flowers & Associates, for $252,070.00 and SwitchgearUS LLC, for $180,925**[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 $1,280,000.

Vaughan Bryan (May 21, 2024 11:39 EDT)

Vaughan Bryan, Systems Engineer

Gregory J. Phipps, General Manager

Analysis - Pad Mounted Transformers
IFP 2024-18

Proposer	***Manufacturer***	***Delivery Date***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
MVA Power Inc. - *REJECTED*							
Item 1 - 50 kVa 1Ø FR3 240/120				15	$0.00		
Item 2 - 75 kVa 1Ø FR3 240/120				25	$0.00		
Item 3 - 112.5 kVa 3Ø DF 208Y/120				1	$0.00		
Item 4 - 150 kVa 3Ø DF 208Y/120				1	$0.00		
Item 5 - 225 kVa 3Ø DF 480Y/277				1	$0.00		
Item 6 - 300 kVa 3Ø DF 480Y/277				4	$0.00		
Item 7 - 500 kVa 3Ø DF 480Y/277				1	$0.00		
					$0.00	**$0.00**	
United Utility Supply c/o E.L. Flowers & Associates							
Item 1 - 50 kVa 1Ø FR3 240/120	**ERMCO**	**56-60 weeks**	**$5,773.00**	**15**	**$86,595.00**	**$86,595.00**	**YES**
Item 2 - 75 kVa 1Ø FR3 240/120	**ERMCO**	**56-60 weeks**	**$6,619.00**	**25**	**$165,475.00**	**$165,475.00**	**YES**
Item 3 - 112.5 kVa 3Ø DF 208Y/120	No Quote			1	$0.00		
Item 4 - 150 kVa 3Ø DF 208Y/120	No Quote			1	$0.00		
Item 5 - 225 kVa 3Ø DF 480Y/277	No Quote			1	$0.00		
Item 6 - 300 kVa 3Ø DF 480Y/277	No Quote			4	$0.00		
Item 7 - 500 kVa 3Ø DF 480Y/277	No Quote			1	$0.00		
					$252,070.00	**$252,070.00**	
ULS Corporate Inc.							
Item 1 - 50 kVa 1Ø FR3 240/120	ULS Corporate, Inc.	20-22 weeks	$12,075.00	15	$181,125.00		
Item 2 - 75 kVa 1Ø FR3 240/120	ULS Corporate, Inc.	20-22 weeks	$12,425.00	25	$310,625.00		
Item 3 - 112.5 kVa 3Ø DF 208Y/120	ULS Corporate, Inc.	20-22 weeks	$29,155.00	1	$29,155.00		
Item 4 - 150 kVa 3Ø DF 208Y/120	ULS Corporate, Inc.	20-22 weeks	$31,885.00	1	$31,885.00		
Item 5 - 225 kVa 3Ø DF 480Y/277	ULS Corporate, Inc.	20-22 weeks	$33,075.00	1	$33,075.00		
Item 6 - 300 kVa 3Ø DF 480Y/277	ULS Corporate, Inc.	20-22 weeks	$49,175.00	4	$196,700.00		
Item 7 - 500 kVa 3Ø DF 480Y/277	ULS Corporate, Inc.	20-22 weeks	$63,175.00	1	$63,175.00		
					$845,740.00	**$0.00**	
Howard Industries, Inc. c/o Power Sales Group							
Item 1 - 50 kVa 1Ø FR3 240/120	Howard Industries, Inc.	72 weeks	$23,883.00	15	$358,245.00		
Item 2 - 75 kVa 1Ø FR3 240/120	Howard Industries, Inc.	72 weeks	$26,193.00	25	$654,825.00		
Item 3 - 112.5 kVa 3Ø DF 208Y/120	Howard Industries, Inc.	52 weeks	$21,473.00	1	$21,473.00		
Item 4 - 150 kVa 3Ø DF 208Y/120	Howard Industries, Inc.	52 weeks	$24,627.00	1	$24,627.00		
Item 5 - 225 kVa 3Ø DF 480Y/277	Howard Industries, Inc.	52 weeks	$37,332.00	1	$37,332.00		
Item 6 - 300 kVa 3Ø DF 480Y/277	Howard Industries, Inc.	52 weeks	$32,159.00	4	$128,636.00		
Item 7 - 500 kVa 3Ø DF 480Y/277	Howard Industries, Inc.	52 weeks	$44,091.00	1	$44,091.00		
					$1,269,229.00	**$0.00**	

Analysis - Pad Mounted Transformers
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Proposer	***Manufacturer***	***Delivery Date***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
SwitchgearUS LLC							
Item 1 - 50 kVa 1Ø FR3 240/120	Magnetron	45-48 weeks	$10,171.00	15	$152,565.00		
Item 2 - 75 kVa 1Ø FR3 240/120	Magnetron	45-48 weeks	$13,027.00	25	$325,675.00		
Item 3 - 112.5 kVa 3Ø DF 208Y/120	**Magnetron**	**45-48 weeks**	**$15,136.00**	**1**	**$15,136.00**	**$15,136.00**	**YES**
Item 4 - 150 kVa 3Ø DF 208Y/120	**Magnetron**	**45-48 weeks**	**$16,643.00**	**1**	**$16,643.00**	**$16,643.00**	**YES**
Item 5 - 225 kVa 3Ø DF 480Y/277	**Magnetron**	**45-48 weeks**	**$19,626.00**	**1**	**$19,626.00**	**$19,626.00**	**YES**
Item 6 - 300 kVa 3Ø DF 480Y/277	**Magnetron**	**45-48 weeks**	**$24,164.00**	**4**	**$96,656.00**	**$96,656.00**	**YES**
Item 7 - 500 kVa 3Ø DF 480Y/277	**Magnetron**	**45-48 weeks**	**$32,864.00**	**1**	**$32,864.00**	**$32,864.00**	**YES**
					$659,165.00	**$180,925.00**	
WESCO Distribution, Inc. (Submission 1)							
Item 1 - 50 kVa 1Ø FR3 240/120	No Quote			15	$0.00		
Item 2 - 75 kVa 1Ø FR3 240/120	No Quote			25	$0.00		
Item 3 - 112.5 kVa 3Ø DF 208Y/120	WEG	106-108 weeks	$42,640.00	1	$42,640.00		
Item 4 - 150 kVa 3Ø DF 208Y/120	WEG	106-108 weeks	$48,350.00	1	$48,350.00		
Item 5 - 225 kVa 3Ø DF 480Y/277	WEG	106-108 weeks	$53,168.00	1	$53,168.00		
Item 6 - 300 kVa 3Ø DF 480Y/277	WEG	106-108 weeks	$60,432.00	4	$241,728.00		
Item 7 - 500 kVa 3Ø DF 480Y/277	WEG	106-108 weeks	$82,216.00	1	$82,216.00		
					$468,102.00	**$0.00**	
WESCO Distribution, Inc. (Submission 2)							
Item 1 - 50 kVa 1Ø FR3 240/120	Eaton	181 weeks	$8,806.00	15	$132,090.00		
Item 2 - 75 kVa 1Ø FR3 240/120	Eaton	181 weeks	$10,726.00	25	$268,150.00		
Item 3 - 112.5 kVa 3Ø DF 208Y/120	Eaton	115 weeks	$34,074.00	1	$34,074.00		
Item 4 - 150 kVa 3Ø DF 208Y/120	Eaton	115 weeks	$35,862.00	1	$35,862.00		
Item 5 - 225 kVa 3Ø DF 480Y/277	Eaton	115 weeks	$45,770.00	1	$45,770.00		
Item 6 - 300 kVa 3Ø DF 480Y/277	Eaton	115 weeks	$45,616.00	4	$182,464.00		
Item 7 - 500 kVa 3Ø DF 480Y/277	Eaton	115 weeks	$55,679.00	1	$55,679.00		
					$754,089.00	**$0.00**	

Note: Exceptions were taken in five (5) out of the six (6) 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; Construction exception on Item 1

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 #1: Proposal pricing only valid for 30 days, subject to escalation/de-escalation; orders subject to WEG's T&C's; exception taken to ANSI Impendance tolerances

WESCO Distribution #2: Proposal pricing only valid for 30 days, subject to escalation/de-escalation; orders subject to Eaton's T&C's; transformer construction exceptions taken