RMLD Reading Municipal Light Department
RELIABLE POWER

May 16, 2025

Town of Reading Municipal Light Board

Subject: IFP 2025-10 Pad Mounted Transformers

Pursuant to M.G.L. c. 164 § 56D, on March 19, 2025, 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 thirty-two (32) companies.

Sealed proposals were received from sixteen (16) 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, WESCO Distribution, Inc., Graybar Electric Company, Inc., Stuart C. Irby Company, Bluefin ESI, GD Partners, Inc., PanAmerica Supply, Inc., AR Transformers, Inc., United TRS Electric, Inc., Kllen Group America, Inc., WEG Transformers USA, LLC and AMEK A&S, Inc.

The sealed proposals were publicly opened and read aloud at 11:00 a.m. on April 23, 2025, 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 2025-10 for Pad Mounted Transformers be awarded to: **Graybar Electric Company, Inc, for $369,370.22**[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 $1,372,000.

Vaughan Bryan, Systems Engineer

Peter Price (May 19, 2025 13:50 EDT)
Peter Price, Acting Director of Engineering

Greg Phipps (May 19, 2025 21:18 EDT)
Gregory J. Phipps, General Manager

Analysis - Pad Mounted Transformers
IFP 2025-10

Proposer	***Manufacturer***	***Delivery Weeks ARO***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
AMEK A&S, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	International Electric Co., Ltd	18	$7,140.00	2	$14,280.00		
Item 2 - 100 kVa 1Ø FR3 120/240	International Electric Co., Ltd	18	$9,660.00	20	$193,200.00		
Item 3 - 167 kVa 1Ø FR3 120/240	International Electric Co., Ltd	18	$11,655.00	8	$93,240.00		
Item 4 - 500 kVa 3Ø DF 480/277	International Electric Co., Ltd	18	$33,915.00	7	$237,405.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	International Electric Co., Ltd	18	$41,790.00	3	$125,370.00		
					$663,495.00	**$0.00**	
AR Transformers, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	Eaglerise	12 to 14	$4,447.00	2	$8,894.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Eaglerise	12 to 14	$5,900.00	20	$118,000.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Eaglerise	12 to 14	$8,152.00	8	$65,216.00		
Item 4 - 500 kVa 3Ø DF 480/277	Eaglerise	12 to 14	$22,000.00	7	$154,000.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	Eaglerise	12 to 14	$27,000.00	3	$81,000.00		
					$427,110.00	**$0.00**	
Bluefin ESI							
Item 1 - 25 kVa 1Ø FR3 120/240	JST	30	$7,242.00	2	$14,484.00		
Item 2 - 100 kVa 1Ø FR3 120/240	JST	30	$11,483.00	20	$229,660.00		
Item 3 - 167 kVa 1Ø FR3 120/240	JST	30	$14,170.00	8	$113,360.00		
Item 4 - 500 kVa 3Ø DF 480/277	JST	30	$36,967.00	7	$258,769.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	JST	30	$42,227.00	3	$126,681.00		
					$742,954.00	**$0.00**	
GD Partners, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	Shirdi sai Electricals Ltd.	22	$6,420.00	2	$12,840.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Shirdi sai Electricals Ltd.	22	$8,067.60	20	$161,352.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Shirdi sai Electricals Ltd.	22	$9,363.60	8	$74,908.80		
Item 4 - 500 kVa 3Ø DF 480/277	Shirdi sai Electricals Ltd.	22	$15,114.40	7	$105,800.80		
Item 5 - 750 kVa 3Ø DF 480Y/277	Shirdi sai Electricals Ltd.	22	$19,775.20	3	$59,325.60		
					$414,227.20	**$0.00**	
Graybar Electric Company, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	Cooper Power Systems Eaton	12	$3,303.63	2	$6,607.26	**$6,607.26**	**YES**
Item 2 - 100 kVa 1Ø FR3 120/240	Cooper Power Systems Eaton	30	$5,776.10	20	$115,522.00	**$115,522.00**	**YES**
Item 3 - 167 kVa 1Ø FR3 120/240	GE Prolec	25	$7,262.10	8	$58,096.80	**$58,096.80**	**YES**
Item 4 - 500 kVa 3Ø DF 480/277	GE Prolec	30	$17,057.89	7	$119,405.23	**$119,405.23**	**YES**
Item 5 - 750 kVa 3Ø DF 480Y/277	GE Prolec	30	$23,246.31	3	$69,738.93	**$69,738.93**	**YES**
					$369,370.22	**$369,370.22**	

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Proposer	***Manufacturer***	***Delivery Weeks ARO***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
Howard Industries, Inc. c/o Power Sales Group							
Item 1 - 25 kVa 1Ø FR3 120/240	Howard Industries, Inc.	72	$7,212.00	2	$14,424.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Howard Industries, Inc.	72	$13,821.00	20	$276,420.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Howard Industries, Inc.	72	$17,761.00	8	$142,088.00		
Item 4 - 500 kVa 3Ø DF 480/277	Howard Industries, Inc.	52	$42,723.00	7	$299,061.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	Howard Industries, Inc.	52	$57,487.00	3	$172,461.00		
					$904,454.00	**$0.00**	
Stuart C. Irby Company - Proposal #1							
Item 1 - 25 kVa 1Ø FR3 120/240	Eaton	12	$3,248.91	2	$6,497.82		
Item 2 - 100 kVa 1Ø FR3 120/240	Eaton	30	$5,880.36	20	$117,607.20		
Item 3 - 167 kVa 1Ø FR3 120/240	Eaton	30	$7,341.36	8	$58,730.88		
Item 4 - 500 kVa 3Ø DF 480/277	Eaton	49	$27,198.31	7	$190,388.17		
Item 5 - 750 kVa 3Ø DF 480Y/277	Eaton	29	$36,877.53	3	$110,632.59		
					$483,856.66	**$0.00**	
Stuart C. Irby Company - Proposal #2							
Item 1 - 25 kVa 1Ø FR3 120/240	Hitachi	14	$3,623.18	2	$7,246.36		
Item 2 - 100 kVa 1Ø FR3 120/240	Hitachi	14	$6,150.10	20	$123,002.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Hitachi	14	$7,468.94	8	$59,751.52		
Item 4 - 500 kVa 3Ø DF 480/277	Hitachi	20	$28,281.57	7	$197,970.99		
Item 5 - 750 kVa 3Ø DF 480Y/277	Hitachi	21	$39,813.66	3	$119,440.98		
					$507,411.85	**$0.00**	
Kllen Group America, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	Kllen Group	16 to 18	$3,569.50	2	$7,139.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Kllen Group	16 to 18	$6,363.83	20	$127,276.60		
Item 3 - 167 kVa 1Ø FR3 120/240	Kllen Group	16 to 18	$8,693.85	8	$69,550.80		
Item 4 - 500 kVa 3Ø DF 480/277	Kllen Group	16 to 18	$18,639.21	7	$130,474.47		
Item 5 - 750 kVa 3Ø DF 480Y/277	Kllen Group	16 to 18	$23,976.33	3	$71,928.99		
					$406,369.86	**$0.00**	
MVA Power Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	MVA Power	34	$11,461.32	2	$22,922.64		
Item 2 - 100 kVa 1Ø FR3 120/240	MVA Power	34	$14,690.76	20	$293,815.20		
Item 3 - 167 kVa 1Ø FR3 120/240	MVA Power	34	$17,504.88	8	$140,039.04		
Item 4 - 500 kVa 3Ø DF 480/277	MVA Power	34	$32,752.81	7	$229,269.67		
Item 5 - 750 kVa 3Ø DF 480Y/277	MVA Power	34	$38,792.88	3	$116,378.64		
					$802,425.19	**$0.00**	

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Proposer	***Manufacturer***	***Delivery Weeks ARO***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
PanAmerica Supply, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	KD Electric Company	21	$6,010.00	2	$12,020.00		
Item 2 - 100 kVa 1Ø FR3 120/240	KD Electric Company	21	$8,450.00	20	$169,000.00		
Item 3 - 167 kVa 1Ø FR3 120/240	KD Electric Company	21	$9,970.00	8	$79,760.00		
Item 4 - 500 kVa 3Ø DF 480/277	KD Electric Company	21	$16,890.00	7	$118,230.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	KD Electric Company	21	$21,010.00	3	$63,030.00		
					$442,040.00	**$0.00**	
SwitchgearUS LLC							
Item 1 - 25 kVa 1Ø FR3 120/240	Magnetron	28 to 32	$4,216.00	2	$8,432.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Magnetron	28 to 32	$7,485.00	20	$149,700.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Magnetron	28 to 32	$11,781.00	8	$94,248.00		
Item 4 - 500 kVa 3Ø DF 480/277	Magnetron	28 to 32	$28,434.00	7	$199,038.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	Magnetron	28 to 32	$36,010.00	3	$108,030.00		
					$559,448.00	**$0.00**	
ULS Corporate Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	ULS Transformers	16 to 18	$6,083.40	2	$12,166.80		
Item 2 - 100 kVa 1Ø FR3 120/240	ULS Transformers	16 to 18	$7,197.30	20	$143,946.00		
Item 3 - 167 kVa 1Ø FR3 120/240	ULS Transformers	16 to 18	$7,885.80	8	$63,086.40		
Item 4 - 500 kVa 3Ø DF 480/277	ULS Transformers	16 to 18	$24,997.50	7	$174,982.50		
Item 5 - 750 kVa 3Ø DF 480Y/277	ULS Transformers	16 to 18	$30,685.50	3	$92,056.50		
					$486,238.20	**$0.00**	
United TRS Electric, Inc.							
Item 1 - 25 kVa 1Ø FR3 120/240	United TRS Electric	8	$3,273.00	2	$6,546.00		
Item 2 - 100 kVa 1Ø FR3 120/240	United TRS Electric	8	$5,935.00	20	$118,700.00		
Item 3 - 167 kVa 1Ø FR3 120/240	United TRS Electric	8	$6,598.00	8	$52,784.00		
Item 4 - 500 kVa 3Ø DF 480/277	United TRS Electric	12	$17,220.00	7	$120,540.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	United TRS Electric	12	$22,360.00	3	$67,080.00		
					$365,650.00	**$0.00**	
United Utility Supply c/o E.L. Flowers & Associates							
Item 1 - 25 kVa 1Ø FR3 120/240	ERMCO	12	$3,999.00	2	$7,998.00		
Item 2 - 100 kVa 1Ø FR3 120/240	ERMCO	12	$6,396.00	20	$127,920.00		
Item 3 - 167 kVa 1Ø FR3 120/240	ERMCO	12	$8,908.00	8	$71,264.00		
Item 4 - 500 kVa 3Ø DF 480/277	ERMCO	12	$22,011.00	7	$154,077.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	ERMCO	12	$29,801.00	3	$89,403.00		
					$450,662.00	**$0.00**	

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Proposer	***Manufacturer***	***Delivery Weeks ARO***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
WEG Transformers USA, LLC.							
Item 1 - 25 kVa 1Ø FR3 120/240	NO QUOTE			2			
Item 2 - 100 kVa 1Ø FR3 120/240	NO QUOTE			20			
Item 3 - 167 kVa 1Ø FR3 120/240	NO QUOTE			8			
Item 4 - 500 kVa 3Ø DF 480/277	WEG Transformers USA, LLC	36 to 38	$38,862.00	7	$272,034.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	WEG Transformers USA, LLC	52-54	$48,997.00	3	$146,991.00		
					$419,025.00	**$0.00**	
WESCO Distribution, Inc. - Proposal #1							
Item 1 - 25 kVa 1Ø FR3 120/240	Hitachi	8 to 10	$3,208.00	2	$6,416.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Hitachi	8 to 10	$5,604.00	20	$112,080.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Hitachi	8 to 10	$6,889.00	8	$55,112.00		
Item 4 - 500 kVa 3Ø DF 480/277	Hitachi	14 to 16	$28,757.00	7	$201,299.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	Hitachi	18 to 22	$40,484.00	3	$121,452.00		
					$496,359.00	**$0.00**	
WESCO Distribution, Inc. - Proposal #2							
Item 1 - 25 kVa 1Ø FR3 120/240	Eaton	12	$3,244.00	2	$6,488.00		
Item 2 - 100 kVa 1Ø FR3 120/240	Eaton	30	$5,672.00	20	$113,440.00		
Item 3 - 167 kVa 1Ø FR3 120/240	Eaton	30	$7,330.00	8	$58,640.00		
Item 4 - 500 kVa 3Ø DF 480/277	Eaton	49	$27,155.00	7	$190,085.00		
Item 5 - 750 kVa 3Ø DF 480Y/277	Eaton	29	$36,189.00	3	$108,567.00		
					$477,220.00	**$0.00**	

Updated - Board Letter - IFP 2025-10 - Pad Mount Transformers

Final Audit Report 2025-05-20

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