November 12, 2026

Town of Reading Municipal Light Board

Subject: IFP 2026-27 Pole Mounted Transformers

Pursuant to M.G.L. c. 164 § 56D, on September 9, 2026, an invitation for proposals was placed as a legal notice in the Middlesex East Section of the Daily Times Chronicle requesting sealed proposals for Pole Mounted Transformers.

An invitation for proposals was sent to thirteen (13) companies.

Six (6) sealed proposals were received from five (5) companies: Technology International Inc., Howard Industries, Inc. c/o Power Sales Group, SwitchgearUS LLC c/o HiReli LLC., WESCO Distribution, Inc. and Stuart C. Irby Company.

The sealed proposals were publicly opened and read aloud at 11:00 a.m. on October 7, 2026, 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 2026-27 for Pole Mounted Transformers be awarded to: **Wesco Distribution for $104,303.00[1],** pursuant to M.G.L. c. 164 § 56D, on the recommendation of the General Manager.

[1]See attached analysis.

The 2026 Capital Budget amount for these items is $179,037.00.

Nov 13, 2026
Vaughan Bryan, Systems Engineer

Peter Price (Nov 13, 2026 08:30:18 EST) Nov 13, 2026
Peter Price, Director of Engineering and Operations

Jason Small (Nov 13, 2026 08:55:42 EST) Nov 13, 2026
Jason Small, General Manager

Analysis - Pole Mounted Transformers
IFP 2026-27

Proposer	***Manufacturer***	***Delivery Weeks ARO***	***Unit Cost***	***Qty***	***Total Cost***	***Total Cost Awarded***	***Meet Specification Requirement***
TECHNOLOGY INTERNATIONAL INC.							
Item 1 - 25 kVa Single Phase Pole (240/120)	Central Moloney	18	$2,500.00	3	$7,500.00		
Item 2 - 45 kVa Three Phase Pole (208Y/120)	Central Moloney	18	$7,500.00	2	$15,000.00		
Item 3 - 45 kVa Three Phase Pole (480Y/277)	Central Moloney	18	$8,250.00	5	$41,250.00		
Item 4 - 225 kVa Three Phase Pole (480Y/277)	Central Moloney	19	$15,400.00	1	$15,400.00		
					$79,150.00	**$0.00**	
HOWARD INDUSTRIES c/O POWER SALES GROUP							
Item 1 - 25 kVa Single Phase Pole (240/120)	Howard Industries	6-8	$2,298.00	3	$6,894.00		
Item 2 - 45 kVa Three Phase Pole (208Y/120)	Howard Industries	18-20	$9,689.00	2	$19,378.00		
Item 3 - 45 kVa Three Phase Pole (480Y/277)	Howard Industries	18-20	$8,074.00	5	$40,370.00		
Item 4 - 225 kVa Three Phase Pole (480Y/277)	Howard Industries	18-20	$30,792.00	1	$30,792.00		
					$97,434.00	**$0.00**	
IRBY PROPOSAL #1							
Item 1 - 25 kVa Single Phase Pole (240/120)	Ermco	12-14	$2,255.98	3	$6,767.94		
Item 2 - 45 kVa Three Phase Pole (208Y/120)	Ermco	20-30	$11,579.60	2	$23,159.20		
Item 3 - 45 kVa Three Phase Pole (480Y/277)	Ermco	20-30	$11,267.43	5	$56,337.15		
Item 4 - 225 kVa Three Phase Pole (480Y/277)	Ermco	20-30	$17,952.13	1	$17,952.13		
					$104,216.42	**$0.00**	
IRBY PROPOSAL #2							
Item 1 - 25 kVa Single Phase Pole (240/120)	Eaton	13-15	$2,434.61	3	$7,303.83		
Item 2 - 45 kVa Three Phase Pole (208Y/120)	No Quote			2	$0.00		
Item 3 - 45 kVa Three Phase Pole (480Y/277)	No Quote			5	$0.00		
Item 4 - 225 kVa Three Phase Pole (480Y/277)	No Quote			1	$0.00		
					$7,303.83	**$0.00**	
SWITCHGEARUS, LLC c/o HIRELI							
Item 1 - 25 kVa Single Phase Pole (240/120)	Magnatron	21-23	$2,210.00	3	$6,630.00		
Item 2 - 45 kVa Three Phase Pole (208Y/120)	Magnatron	21-23	$4,589.00	2	$9,178.00		
Item 3 - 45 kVa Three Phase Pole (480Y/277)	Magnatron	21-23	$4,133.00	5	$20,665.00		
Item 4 - 225 kVa Three Phase Pole (480Y/277)	Magnatron	21-23	$10,866.00	1	$10,866.00		
					$47,339.00	**$0.00**	
WESCO DISTRIBUTION							
Item 1 - 25 kVa Single Phase Pole (240/120)	Ermco/Power Partners	12-14	$2,257.00	3	$6,771.00	**$6,771.00**	**YES**
Item 2 - 45 kVa Three Phase Pole (208Y/120)	Ermco/Power Partners	12-14	$11,589.00	2	$23,178.00	**$23,178.00**	**YES**
Item 3 - 45 kVa Three Phase Pole (480Y/277)	Ermco/Power Partners	12-14	$11,277.00	5	$56,385.00	**$56,385.00**	**YES**
Item 4 - 225 kVa Three Phase Pole (480Y/277)	Ermco/Power Partners	12-14	$17,969.00	1	$17,969.00	**$17,969.00**	**YES**
					$104,303.00	**$104,303.00**	