

RESOLUTION NO. 2016-309

A RESOLUTION AWARDING AN OPEN-END CONTRACT TO ERMCO, DYERSBERG, TN FOR THE FURNISHING AND DELIVERY OF DISTRIBUTION TRANSFORMERS FOR THE VINELAND MUNICIPAL ELECTRIC UTILITY – DISTRIBUTION DIVISION.

WHEREAS, the City of Vineland has heretofore advertised for bids for the furnishing and delivery of Distribution Transformers for the Vineland Municipal Electric Utility – Distribution Division, for a period of one year from date of award, with option for a second year, in accordance with specifications on file in the office of the Purchasing Agent; and

WHEREAS, on July 26, 2016, bids were received, duly opened and read aloud, being referred to the Assistant Business Administrator for tabulation, evaluation, report and recommendation; and

WHEREAS, the Assistant Business Administrator has, under date of September 20, 2016, submitted a written report and tabulation of the bids received and has recommended that an open-end contract for the furnishing and delivery of Distribution Transformers for the City of Vineland Municipal Electric Utility – Distribution Division, be awarded to Ermco, Dyersberg, TN, based on quoted unit prices, in the estimated amount of \$601,190.75, said bid being the lowest bid received, as evaluated by the Electric Utility, pursuant to Specification Provision “P” entitled, “Evaluation of Bids”, and considered in the best interest of the City of Vineland; now, therefore,

BE IT RESOLVED by the Council of the City of Vineland that said contract for the furnishing and delivery of Distribution Transformers for the City of Vineland Municipal Electric Utility – Distribution Division, for a period of one year from date of award, with option for a second year, be and the same is awarded to Ermco, Dyersberg, TN, based on quoted unit prices, in the estimated amount of \$601,190.75, said bid being the lowest bids received, as evaluated by the Electric Utility, pursuant to Specification Provision “P” entitled, “Evaluation of Bids”, and considered in the best interest of the City of Vineland, and the Purchasing Agent be and the same is hereby authorized and directed to issue purchase order contract for the same in behalf of the City; and

BE IT FURTHER RESOLVED that the City Comptroller has certified that the funds for the contract to be awarded herein are available.

Adopted:

\_\_\_\_\_  
President of Council

ATTEST:

\_\_\_\_\_  
City Clerk



September 20, 2016

REPORT TO: THE MAYOR AND COUNCIL

RE: Proposals Submitted to the Purchasing Board 7/26/16

Dear Mayor and Members of Council:

Submitted to you herewith for your consideration is our evaluation of the proposals submitted to the Purchasing Board on July 26, 2016.

FURNISHING AND DELIVERY OF DISTRIBUTION TRANSFORMERS FOR THE VINELAND MUNICIPAL ELECTRIC UTILITY – DISTRIBUTION DIVISION, FOR A PERIOD OF ONE YEAR FROM DATE OF AWARD, WITH OPTION FOR A SECOND YEAR

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It is the recommendation of the Director of Municipal Utilities, which has the concurrence of the Purchasing Agent and Assistant Business Administrator that a contract be awarded to the low bidder, Ermco, Dyersberg, TN, based on quoted unit prices, in the estimated amount of \$601,190.75, said bid being the lowest bid received, as evaluated by the Electric Utility, pursuant to Specification Provision "P" entitled, "Evaluation of Bids".

We trust that the above recommendation will receive your favorable consideration and that the recommended resolution will be adopted as presented.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "R. Dickenson, Jr.", is written over a horizontal line.

Robert E. Dickenson, Jr.  
Assistant Business Administrator

RD/wr



**BID EVALUATION FORM**

DEPARTMENT Electric Utility

Date: 09/08/2016

The undersigned recommends that a contract be awarded for the following:

1. Bid Title: Open Ended Contract for Distribution Transformers
  2. Amount to be Awarded: \$601,190.75 (estimated award only)  
 Encumber Total Award  
 Encumber by Supplemental Release
  3. Engineer's Estimate: \$230,000 per year
  4. Amount Budget: \$ 230,000 per year
  5. Account Number to be Charged: 002-0-55-90-9003-2-9022000
  6. Date Bids Received: 07/26/2016
  7. Date to be Awarded: 09/27/2016
  8. Recommended Vendor: Ermco
  9. Is Recommended Vendor the Apparent Lowest Bidder?  Yes  No
  10. Comments/Special Instructions: This is an estimated award. See attached recommendation.
  11. Evaluation Performed by: Dexter L. Gordon *WGD*
  12. Approved By: *[Signature]* *Request to Reopen*
13. Attached: (Check-Off List)
- Tabulation of Bids
  - Justification for Vendor Recommendation (if applicable)
  - Evaluation Data (if applicable)

**Send copies to:**  
Purchasing Division  
Business Administration



**TABULATION OF BIDS  
DISTRIBUTION TRANSFORMERS**

**JULY 26, 2016**

**RECEIVED**  
JUL 27 2016  
CITY OF VINELAND  
BUSINESS ADMIN.

**Engineer's Estimate - \$230,000.00**

	<b>Anixter 51 Steel Dr. New Castle DE</b>	<b>Ermco 2225 Industrial Rd. Dyersberg, TN</b>	<b>Wesco Distribution 2902 N. Blvd. Richmond, VA</b>	<b>Howard Industries Inc. 3225 Pendorff Rd. Laurel, MS</b>
BB, CAC, CEC	BB - 10%	BB 10%	BB 10%	BB 5%
Stock Discl.	YES	YES	YES	YES
Non Collusion	YES	YES	YES	YES
Addenda	YES	YES	YES	YES
Affir. Act. Plan	YES	YES	YES	YES
Check List	YES	YES	YES	YES
Proposal	YES	YES	YES	YES
Iran discl.	YES	YES	YES	YES
Bidder Req.	<b>X</b>	<b>X</b>	<b>X</b>	<b>X</b>
PROPOSAL A-1	\$126,922.68 ^	\$131,387.80	\$157,799.52	\$131,688.40
PROPOSAL A-2	NO BID	\$87,010.75	\$104,952.16 *	\$102,466.50
PROPOSAL A-3	\$140,822.92 ^	\$154,447.00 ^	\$175,098.50	\$155,363.00
PROPOSAL A-4	NO BID	\$228,345.20	\$258,835.30	\$250,860.30
PROPOSAL A-5	X	X	X	X
PROPOSAL B-1	\$155,642.27 ^	\$149,125.45	\$176,268.10	\$152,764.35
PROPOSAL B-2	NO BID	\$99,494.00	\$118,038.50	\$122,083.50
PROPOSAL B-3	\$174,168.77 ^	\$179,890.00	\$192,563.48	\$192,453.50
PROPOSAL B-4	NO BID	\$250,630.80	\$293,477.80	\$312,791.60
PROPOSAL B-5	X	X	X	X

**Specifications also sent to:**

X - To be evaluated by VMEU Personnel  
^ did not bid on all items  
\* corrected total

Primary Lines, Inc.  
Rumsey Electric  
Stuart C. Irby Co.  
Graybar Electric  
Shanahan & Assoc.  
G.M. sales

Sheridan Electric  
Cheryong Electric  
Gridstor Energy Corp.  
Wenco LLC  
PNSI  
Eaton Cooper

BN

**RECEIVED**  
JUL 27 2016  
CITY OF VINELAND  
BUSINESS ADMIN.

Cont'd

<b>PROJECT SUMMARY:</b>
This specification is for an open ended contract to provide newly manufactured
distribution class transformers which the Utility uses to provide service to our
customers. These are ordered in quantity on an as needed basis.
This spec also has provisions for a second year.

# Memo

September 7, 2016

To: Miguel Mercado, Purchasing Agent

From: Dexter L. Gordon, Principal Engineer



**Subject: Justification for Vendor Recommendation – Distribution Transformers**

We received bids from four (4) Bidders. Those Bidders were, Anixter, Ermco, Wesco, and Howard.

**I. On the use of Alternative Insulating fluid in Transformers.**

Due to FR3's continued higher costs and causing the cost of each transformer to be significantly higher, we will not be making any awards for the use of that insulating medium. For this contract, we will continue using type II mineral oil as the insulating fluid in ALL of our transformers.

**II. Evaluation**

Based on the "Cost of Ownership" calculations in Section 1, paragraph P.4, the recommendation for each proposal group is as follows.

**Special Bid Comparison**

I need to note here that one bidder, Anixter, did submit quotes for 11 of 16 items on Proposal 1 and 5 of 9 items on Proposal 3. They chose not to quote any items on Proposals 2 or 4.

In an effort to fairly compare Anixter's two (2) bid proposals with Ermco, Howard, and Wesco, I removed the same items from those proposals.

Follows is the result of that comparison. For details, see attachment #1.

**Proposal 1  
Coventional Pole-type XFMRs  
Omitting Items 1K, 1P, 1N, & 1O**

	<b>Bidder</b>	<b>Manufacturer</b>	<b>Core Type</b>	<b>Insulating Medium</b>	<b>Total "Cost of Ownership"</b>
a.	Ermco	Ermco	Silicon	Mineral Oil	\$2,378,820.92
b.	Anixter, Inc.	GE	Silicon	Mineral Oil	\$2,386,136.66
c.	Howard Ind.	Howard Ind.	Silicon	Mineral Oil	\$2,439,972.62
d.	Wesco	Power Partners	MOH	Mineral Oil	\$2,795,893.83



**Proposal 3**  
**Pad-Mounted, Single-Phase XFMRs**  
**Omitting Items 3F, 3G, 3H, & 3I**

	<b>Bidder</b>	<b>Manufacturer</b>	<b>Core Type</b>	<b>Insulating Medium</b>	<b>Total "Cost of Ownership"</b>
a.	Ermco	Ermco	Silicon	Mineral Oil	\$2,032,687.78
b.	Anixter, Inc.	GE	Silicon	Mineral Oil	\$2,062,409.92
c.	Howard Ind.	Howard Ind.	Silicon	Mineral Oil	\$2,104,018.40
			Grain Oriented		
d.	Wesco	ABB	Steel	Mineral Oil	\$2,294,456.06

As can be seen, neither of Anixter's bids submitted for proposal 1 or 3 had the lowest total cost of ownership.

Therefore the Anixter bids didn't affect the remaining overall following evaluation and recommendation.

For details, see attachment #2.

**Proposal 1**  
**Coventional Pole-type XFMRs**

	<b>Bidder</b>	<b>Manufacturer</b>	<b>Core Type</b>	<b>Insulating Medium</b>	<b>Total "Cost of Ownership"</b>
a.	Ermco	Ermco	Silicon	Mineral Oil	\$2,506,947.72
b.	Howard Ind.	Howard Ind.	Silicon	Mineral Oil	\$2,573,898.39
c.	Wesco	Power Partners	MOH	Mineral Oil	\$2,945,744.91

The cost of ownership (Total Evaluated "Cost of Ownership") is the lowest for Ermco for proposal #1A.

**Proposal #1 Award** – Ermco – Estimated amount: \$131,387.80 with Silicon core design with mineral oil insulating medium.



**Proposal 2**  
**Coventional Pole-type, Dual Primary Rated XFMRs**

	<b>Bidder</b>	<b>Manufacturer</b>	<b>Core Type</b>	<b>Insulating Medium</b>	<b>Total "Cost of Ownership"</b>
a.	Ermco	Ermco	Silicon	Mineral Oil	\$1,349,543.47
b.	Howard Ind.	Howard Ind.	Silicon	Mineral Oil	\$1,449,632.14
c.	Wesco	Power Partners	MOH	Mineral Oil	\$1,628,018.06

The cost of ownership (Total Evaluated "Cost of Ownership") is the lowest for Ermco for proposal #2A.

**Proposal #2 Award** – Ermco – Estimated amount: \$87,010.75 with Silicon core design with mineral oil insulating medium.

**Proposal 3**  
**Pad-Mounted, Single-Phase XFMRs**

	<b>Bidder</b>	<b>Manufacturer</b>	<b>Core Type</b>	<b>Insulating Medium</b>	<b>Total "Cost of Ownership"</b>
a.	Ermco	Ermco	Silicon	Mineral Oil	\$2,093,525.98
b.	Howard Ind.	Howard Ind.	Silicon	Mineral Oil	\$2,168,020.33
			Grain Oriented		
e.	Wesco	ABB	Steel	Mineral Oil	\$2,362,104.81

The cost of ownership (Total Evaluated "Cost of Ownership") is the lowest for Ermco for proposal #3A.

**Proposal #3 Award** – Ermco – Estimated amount: \$154,447.00 with Silicon core design with mineral oil insulating medium.





**Proposal 4  
Pad-Mounted, Three-Phase XFMRs**

Bidder	Manufacturer	Core Type	Insulating Medium	Total "Cost of Ownership"
a. Ermco	Ermco	Silicon	Mineral Oil	\$3,800,978.45
c. Howard Ind.	Howard Ind.	Silicon Grain Oriented	Mineral Oil	\$4,159,401.80
e. Wesco	ABB	Steel	Mineral Oil	\$4,595,946.23

The cost of ownership (Total Evaluated "Cost of Ownership") is the lowest for Ermco for proposal #4A.

**Proposal #4 Award** – Ermco – Estimated award: \$228,345.20 for Silicon core design with mineral oil insulating medium.

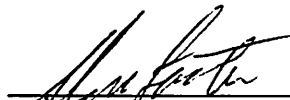
A breakdown of my recommendation is -

	Successful Bidder	Estimated Award
Proposal #1A	Ermco	\$131,387.80
Proposal #2A	Ermco	\$87,010.75
Proposal #3A	Ermco	\$154,447.00
Proposal #4A	Ermco	\$228,345.20
Estimated Total Award:		<u>\$601,190.75</u>

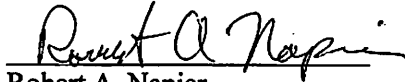
This recommendation based on quoted unit prices. Orders for material/equipment covered by this contract are made by only from supplemental purchase orders and based on the operational requirements of the Utility.

Attached are copies of the respective evaluation sheets for all Bidders as well as the special comparison of Anixter's bid to the other Bidders.

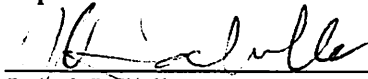
Approvals:

  
 \_\_\_\_\_  
 Gus Foster  
 Chief Engineer, E.U.

Date: 9/8/2016

  
 \_\_\_\_\_  
 Robert A. Napier  
 Superintendent of Distribution

Date: 9/8/16

  
 \_\_\_\_\_  
 Joseph Isabella  
 Director, Electric Utility

Date: 9/12/16





## **Attachment #1**

**Special Bid Comparison  
Bid Evaluation Details on  
Partial bid by Anixter  
when compared with other Bidders**

**Proposal #1**

**Proposal #3**

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

Bidder: Ermco  
Manufacturer: Ermco

Core-Type /  
Insulating Medium: Silicon / Mineral Oil

# of months pricing firm from month of award (max of 12): 0      Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	42	183	1.50	1.50	355	9-11 wks	\$700.00	\$742.00	\$378.26	25	\$254,961.63
1B	25	59	292	1.50	1.50	400	9-11 wks	\$812.00	\$860.72	\$557.76	45	\$666,207.11
1C	37.5	67	473	1.75	1.80	496	9-11 wks	\$945.00	\$1,001.70	\$740.23	45	\$877,835.36
1D	50	94	495	1.75	1.80	687	9-11 wks	\$1,164.00	\$1,233.84	\$911.13	10	\$240,120.55
1E	75	131	691	2.00	2.00	922	9-11 wks	\$1,596.00	\$1,691.76	\$1,270.64	5	\$167,288.86
1F	100	150	880	2.00	2.00	1,084	9-11 wks	\$2,014.00	\$2,134.84	\$1,522.01	3	\$120,555.50
1G	100	148	874	2.00	2.00	1,154	9-11 wks	\$2,249.00	\$2,383.94	\$1,506.05	0.20	\$8,007.05
1H	100	168	828	1.75	1.80	1,274	9-11 wks	\$2,059.00	\$2,182.54	\$1,585.57	0.50	\$20,910.92
1I	100	176	732	1.75	1.80	1,253	9-11 wks	\$2,079.00	\$2,203.74	\$1,558.75	0.10	\$4,117.24
1J	167	228	1,403	2.00	2.00	1,744	9-11 wks	\$3,197.00	\$3,388.82	\$2,362.88	0.20	\$12,492.14
1K	167			2.00	Removed for comparision				\$0.00	\$0.00	0.25	\$0.00
1L	167	252	1,296	2.00	2.00	1,615	9-11 wks	\$2,610.00	\$2,766.60	\$2,419.16	0.10	\$6,324.56
1P	167			3.50	Removed for comparision				\$0.00	\$0.00	1	\$0.00
1M	250			3.00	Removed for comparision				\$0.00	\$0.00	0.20	\$0.00
1N	250			2.00	Removed for comparision				\$0.00	\$0.00	0.25	\$0.00
1O	250			2.00	Removed for comparision				\$0.00	\$0.00	0.10	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weigted Value: \$ 2,378,820.92

Total Bid Amount = (Unit Price X Weighted Value): \$ 124,814.60

Comments: GE not quoting items 1K, 1P, 1M, 1N, & 1O.

Option Year: Will be subject to esacalation based on the Ermco material price index

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

Bidder: Anixter, Inc.  
 Manufacturer: GE  
 Core-Type /  
 Insulating Medium: Silicon Steel / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 12  
 Added to Unit Price: 0.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	45	184	1.50	1.48	315	56	\$710.21	\$710.21	\$396.16	25	\$265,352.69
1B	25	60	288	1.50	1.50	422	56	\$836.74	\$836.74	\$560.45	45	\$668,155.95
1C	37.5	67	478	1.75	1.76	465	56	\$967.35	\$967.35	\$744.01	45	\$880,539.86
1D	50	83	581	1.75	1.76	543	56	\$1,084.70	\$1,084.70	\$913.26	10	\$239,161.33
1E	75	103	843	2.00	2.02	779	56	\$1,610.21	\$1,610.21	\$1,225.50	5	\$161,238.86
1F	100	130	1,035	2.00	1.99	1,035	56	\$2,184.70	\$2,184.70	\$1,524.85	3	\$120,918.08
1G	100	148	951	2.00	1.98	1,056	56	\$2,317.35	\$2,317.35	\$1,564.23	0.20	\$8,284.63
1H	100	144	953	1.75	2.00	981	56	\$1,848.98	\$1,848.98	\$1,542.89	0.50	\$20,210.60
1I	100	146	923	1.75	2.05	995	56	\$1,788.78	\$1,788.78	\$1,531.65	0.10	\$4,008.00
1J	167	192	1,579	2.00	2.76	1,619	56	\$3,311.23	\$3,311.23	\$2,290.16	0.20	\$12,113.05
1K	167			2.00			No Quote		\$0.00	\$0.00	0.25	\$0.00
1L	167	220	1,434	2.00	2.14	1,450	56	\$3,021.43	\$3,021.43	\$2,340.59	0.10	\$6,153.61
1P	167			3.50			No Quote		\$0.00	\$0.00	1	\$0.00
1M	250			3.00			No Quote		\$0.00	\$0.00	0.20	\$0.00
1N	250			2.00			No Quote		\$0.00	\$0.00	0.25	\$0.00
1O	250			2.00			No Quote		\$0.00	\$0.00	0.10	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 2,386,136.66  
 Total Bid Amount = (Unit Price X Weighted Value): \$ 126,922.68

Comments: Quote expires 12/31/17  
 GE not quoting items 1K, 1P, 1M, 1N, & 1O.

Option Year: 2nd year pricing to be re-evaluated on or before 12/31/17

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

Bidder: Howard  
 Manufacturer: Howard  
 Core-Type /  
 Insulating Medium: Silicon / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 0  
 Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	42	190	1.50	1.60	325	42-56	\$665.00	\$704.90	\$383.55	25	\$257,339.88
1B	25	62	283	1.50	1.60	407	42-56	\$801.00	\$849.06	\$568.10	45	\$677,316.38
1C	37.5	75	433	1.75	1.80	490	42-56	\$944.00	\$1,000.64	\$755.72	45	\$895,210.76
1D	50	102	502	1.75	1.90	618	42-56	\$1,141.00	\$1,209.46	\$962.13	10	\$252,626.85
1E	75	140	700	2.00	2.10	872	42-56	\$1,731.00	\$1,834.86	\$1,328.87	5	\$175,282.55
1F	100	167	885	2.00	2.10	1,040	42-56	\$2,194.00	\$2,325.64	\$1,622.93	3	\$128,696.47
1G	100	175	849	2.00	2.20	1,247	42-56	\$2,624.00	\$2,781.44	\$1,641.44	0.20	\$8,763.47
1H	100	177	841	1.75	1.90	1,227	42-56	\$2,420.00	\$2,565.20	\$1,646.82	0.50	\$21,867.85
1I	100	187	802	1.75	1.90	1,188	42-56	\$2,340.00	\$2,480.40	\$1,674.49	0.10	\$4,434.27
1J	167	225	1,364	2.00	3.70	1,887	56-70	\$3,809.00	\$4,037.54	\$2,316.27	0.20	\$12,388.84
1K	167			2.00	Removed for comparison				\$0.00	\$0.00	0.25	\$0.00
1L	167	207	1,436	2.00	3.50	1,555	56-70	\$3,545.00	\$3,757.70	\$2,267.82	0.10	\$6,045.32
1P	167			3.50	Removed for comparison				\$0.00	\$0.00	1	\$0.00
1M	250			3.00	Removed for comparison				\$0.00	\$0.00	0.20	\$0.00
1N	250			2.00	Removed for comparison				\$0.00	\$0.00	0.25	\$0.00
1O	250			2.00	Removed for comparison				\$0.00	\$0.00	0.10	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 2,439,972.62  
 Total Bid Amount = (Unit Price X Weighted Value): \$ 124,882.10

Comments: GE not quoting items 1K, 1P, 1M, 1N, & 1O.

Option Year: Per quoted escalation policy.

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

Bidder: Wesco  
 Manufacturer: Power Partners, Inc.  
 Core-Type / Insulating Medium: MOH Steel / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 4

Added to Unit Price: 4.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	52	206	1.50	1.50	312	3 Wks.	\$856.00	\$890.24	\$452.78	25	\$305,241.25
1B	25	73	315	1.50	1.49	422	3 Wks.	\$1,024.40	\$1,065.38	\$655.13	45	\$784,961.71
1C	37.5	87	478	1.75	1.74	454	3 Wks.	\$1,118.45	\$1,163.19	\$858.29	45	\$1,017,915.32
1D	50	119	551	1.75	1.75	573	3 Wks.	\$1,225.40	\$1,274.42	\$1,096.29	10	\$286,816.59
1E	75	157	777	2.00	1.99	795	3 Wks.	\$1,842.30	\$1,915.99	\$1,484.18	5	\$195,102.90
1F	100	198	945	2.00	1.99	1,044	3 Wks.	\$2,807.41	\$2,919.71	\$1,845.39	3	\$147,163.68
1G	100	198	938	2.00	1.98	1,179	3 Wks.	\$2,658.20	\$2,764.53	\$1,840.11	0.20	\$9,753.43
1H	100	175	1,025	1.75	1.74	1,177	3 Wks.	\$2,484.65	\$2,584.04	\$1,774.42	0.50	\$23,472.30
1I	100	198	908	1.75	1.74	1,046	3 Wks.	\$2,352.38	\$2,446.48	\$1,817.44	0.10	\$4,788.24
1J	167	231	1,609	2.00	2.58	1,561	3 Wks.	\$3,865.61	\$4,020.23	\$2,535.67	0.20	\$13,482.40
1K	167			2.00	Removed for comparison				\$0.00	\$0.00	0.25	\$0.00
1L	167	293	1,397	2.00	1.50	1,780	3 Wks.	\$3,573.54	\$3,716.48	\$2,729.75	0.10	\$7,196.01
1P	167			3.50	Removed for comparison				\$0.00	\$0.00	1	\$0.00
1M	250			3.00	Removed for comparison				\$0.00	\$0.00	0.20	\$0.00
1N	250			2.00	Removed for comparison				\$0.00	\$0.00	0.25	\$0.00
1O	250			2.00	Removed for comparison				\$0.00	\$0.00	0.10	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 2,795,893.83  
 Total Bid Amount = (Unit Price X Weighted Value): \$ 150,855.66

Comments: Pricing firm thru end of 2016.  
 Unit pricing subject to escalation on 01/01/2017  
 GE not quoting items 1K, 1P, 1M, 1N, & 1O.

Option Year: Not Offered

**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

Bidder: Ermco  
 Manufacturer: Ermco  
 Core-Type / Insulating Medium: Silicon / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 0      Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	67	455	1.75	1.80	860	56-70	\$1,656.00	\$1,755.36	\$726.63	40	\$796,843.70
3B	50	85	616	1.75	1.80	898	56-70	\$1,745.00	\$1,849.70	\$951.13	40	\$1,025,119.10
3C	75	131	726	2.00	2.00	1,158	56-70	\$2,220.00	\$2,353.20	\$1,297.09	3	\$104,341.09
3D	100	143	947	2.00	2.00	1,484	56-70	\$2,808.00	\$2,976.48	\$1,532.64	1	\$41,292.50
3E	167	239	1,412	2.00	2.00	2,050	56-70	\$4,036.00	\$4,278.16	\$2,432.53	1	\$65,091.39
3F	37.5			1.75	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3G	50			1.75	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3H	75			2.00	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3I	100			2.00	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,032,687.78  
 Total Bid Amount = (Unit Price X Weighted Value): \$149,544.00

Comments: GE declined to quote items 3F, 3G, 3H, & 3I.

Option Year: Will be subject to escalation based on the Ermco material price index

**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

**Bidder:** Anixter, Inc.  
**Manufacturer:** GE  
**Core-Type / Insulating Medium:** Silicon Steel / Mineral Oil  
**# of months pricing firm from month of award (max of 12):** 12  
**Added to Unit Price:** 0.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	68	497	1.75	1.74	825	49	\$1,540.82	\$1,540.82	\$764.08	40	\$825,711.20
3B	50	88	607	1.75	1.74	869	49	\$1,630.62	\$1,630.62	\$961.47	40	\$1,026,697.20
3C	75	96	959	2.00	2.01	1,152	49	\$2,371.43	\$2,371.43	\$1,273.15	3	\$102,600.90
3D	100	129	1,167	2.00	2.01	1,290	49	\$2,743.88	\$2,743.88	\$1,618.88	1	\$43,215.84
3E	167	248	1,305	2.00	1.99	1,954	49	\$4,107.15	\$4,107.15	\$2,403.11	1	\$64,184.78
3F	37.5			1.75			No Quote		\$0.00	\$0.00	0.5	\$0.00
3G	50			1.75			No Quote		\$0.00	\$0.00	0.5	\$0.00
3H	75			2.00			No Quote		\$0.00	\$0.00	0.5	\$0.00
3I	100			2.00			No Quote		\$0.00	\$0.00	0.5	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,062,409.92  
 Total Bid Amount = (Unit Price X Weighted Value): \$140,822.92

**Comments:** Quote expires 12/31/17  
 GE declined to quote items 3F, 3G, 3H, & 3I.

**Option Year:** 2nd year pricing to be re-evaluated on or before 12/31/17



**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

Bidder: Howard  
 Manufacturer: Howard  
 Core-Type / Insulating Medium: Silicon / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 0  
 Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	80	432	1.75	1.80	983	42-56	\$1,557.00	\$1,650.42	\$783.53	40	\$849,548.00
3B	50	97	531	1.75	1.80	1,036	42-56	\$1,794.00	\$1,901.64	\$955.47	40	\$1,031,537.50
3C	75	139	742	2.00	2.00	1,365	56-70	\$2,467.00	\$2,615.02	\$1,354.89	3	\$109,461.61
3D	100	164	964	2.00	2.00	1,616	56-70	\$3,193.00	\$3,384.58	\$1,665.48	1	\$45,021.53
3E	167	266	1,369	2.00	2.00	2,299	56-70	\$4,332.00	\$4,591.92	\$2,554.31	1	\$68,449.77
3F	37.5			1.75	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3G	50			1.75	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3H	75			2.00	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3I	100			2.00	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,104,018.40  
 Total Bid Amount = (Unit Price X Weighted Value): \$148,966.00

Comments: GE declined to quote items 3F, 3G, 3H, & 3I.

Option Year: Per quoted escalation policy.

**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

Bidder: Wesco  
 Manufacturer: ABB  
 Core-Type /  
 Insulating Medium: Grain Oriented Steel / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 11  
 Added to Unit Price: 0.50%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	69	555	1.75	1.75	692	70-84	\$1,931.00	\$1,940.66	\$813.62	40	\$891,243.30
3B	50	101	661	1.75	1.75	707	70-84	\$1,973.00	\$1,982.87	\$1,076.56	40	\$1,155,870.10
3C	75	139	987	2.00	2.00	860	70-84	\$2,285.00	\$2,296.43	\$1,540.01	3	\$122,389.97
3D	100	157	1,178	2.00	2.00	1,184	70-84	\$3,074.00	\$3,089.37	\$1,787.18	1	\$47,768.85
3E	167	256	1,957	2.00	2.00	1,653	70-84	\$3,629.00	\$3,647.15	\$2,941.47	1	\$77,183.84
3F	37.5			1.75	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3G	50			1.75	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3H	75			2.00	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00
3I	100			2.00	Removed for comparison				\$0.00	\$0.00	0.5	\$0.00

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,294,456.06  
 Total Bid Amount = (Unit Price X Weighted Value): \$170,566.59

Comments: Pricing firm for orders through 07/2017.  
 GE declined to quote items 3F, 3G, 3H, & 3I.

Option Year: ABB is NOT providing an alternate bid for "OPTION FOR YEAR PRICING"



## **Attachment #2**

**Bidder Evaluation Details for  
Ermco, Wesco, and Howard**

**Proposal #1**

**Proposal #2**

**Proposal #3**

**Proposal #4**

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

**Bidder:** Ermco  
**Manufacturer:** Ermco  
**Core-Type / Insulating Medium:** Silicon / Mineral Oil  
**# of months pricing firm from month of award (max of 12):** 0

**Added to Unit Price:** 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	42	183	1.50	1.50	355	9-11 wks	\$700.00	\$742.00	\$378.26	25	\$254,961.63
1B	25	59	292	1.50	1.50	400	9-11 wks	\$812.00	\$860.72	\$557.76	45	\$666,207.11
1C	37.5	67	473	1.75	1.80	496	9-11 wks	\$945.00	\$1,001.70	\$740.23	45	\$877,835.36
1D	50	94	495	1.75	1.80	687	9-11 wks	\$1,164.00	\$1,233.84	\$911.13	10	\$240,120.55
1E	75	131	691	2.00	2.00	922	9-11 wks	\$1,596.00	\$1,691.76	\$1,270.64	5	\$167,288.86
1F	100	150	880	2.00	2.00	1,084	9-11 wks	\$2,014.00	\$2,134.84	\$1,522.01	3	\$120,555.50
1G	100	148	874	2.00	2.00	1,154	9-11 wks	\$2,249.00	\$2,383.94	\$1,506.05	0.20	\$8,007.05
1H	100	168	828	1.75	1.80	1,274	9-11 wks	\$2,059.00	\$2,182.54	\$1,585.57	0.50	\$20,910.92
1I	100	176	732	1.75	1.80	1,253	9-11 wks	\$2,079.00	\$2,203.74	\$1,558.75	0.10	\$4,117.24
1J	167	228	1,403	2.00	2.00	1,744	9-11 wks	\$3,197.00	\$3,388.82	\$2,362.88	0.20	\$12,492.14
1K	167	226	1,389	2.00	2.00	1,744	9-11 wks	\$2,853.00	\$3,024.18	\$2,340.87	0.25	\$15,386.48
1L	167	252	1,296	2.00	2.00	1,615	9-11 wks	\$2,610.00	\$2,766.60	\$2,419.16	0.10	\$6,324.56
1P	167	261	1,323	3.50	3.50	1,772	9-11 wks	\$3,133.00	\$3,320.98	\$2,490.99	1	\$65,595.65
1M	250	328	1,788	3.00	2.00	2,656	9-11 wks	\$5,879.00	\$6,231.74	\$3,225.17	0.20	\$17,372.21
1N	250	321	1,839	2.00	2.00	2,119	9-11 wks	\$4,475.00	\$4,743.50	\$3,223.71	0.25	\$21,334.06
1O	250	314	1,850	2.00	2.00	2,067	9-11 wks	\$4,324.00	\$4,583.44	\$3,192.02	0.10	\$8,438.41

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 2,506,947.72

Total Bid Amount = (Unit Price X Weighted Value): \$ 131,387.80

Comments:

**RECOMMEND AWARD**

Option Year: Will be subject to escalation based on the Ermco material price index

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

Bidder: Howard  
 Manufacturer: Howard  
 Core-Type / Insulating Medium: Silicon / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 0

Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	42	190	1.50	1.60	325	42-56	\$665.00	\$704.90	\$383.55	25	\$257,339.88
1B	25	62	283	1.50	1.60	407	42-56	\$801.00	\$849.06	\$568.10	45	\$677,316.38
1C	37.5	75	433	1.75	1.80	490	42-56	\$944.00	\$1,000.64	\$755.72	45	\$895,210.76
1D	50	102	502	1.75	1.90	618	42-56	\$1,141.00	\$1,209.46	\$962.13	10	\$252,626.85
1E	75	140	700	2.00	2.10	872	42-56	\$1,731.00	\$1,834.86	\$1,328.87	5	\$175,282.55
1F	100	167	885	2.00	2.10	1,040	42-56	\$2,194.00	\$2,325.64	\$1,622.93	3	\$128,696.47
1G	100	175	849	2.00	2.20	1,247	42-56	\$2,624.00	\$2,781.44	\$1,641.44	0.20	\$8,763.47
1H	100	177	841	1.75	1.90	1,227	42-56	\$2,420.00	\$2,565.20	\$1,646.82	0.50	\$21,867.85
1I	100	187	802	1.75	1.90	1,188	42-56	\$2,340.00	\$2,480.40	\$1,674.49	0.10	\$4,434.27
1J	167	225	1,364	2.00	3.70	1,887	56-70	\$3,809.00	\$4,037.54	\$2,316.27	0.20	\$12,388.84
1K	167	212	1,486	2.00	3.30	1,529	56-70	\$3,391.00	\$3,594.46	\$2,334.17	0.25	\$15,487.17
1L	167	207	1,436	2.00	3.50	1,555	56-70	\$3,545.00	\$3,757.70	\$2,267.82	0.10	\$6,045.32
1P	167	255	1,725	3.50		1,597	56-70	\$3,216.00	\$3,408.96	\$2,760.45	1	\$72,420.32
1M	250	282	1,925	3.00	3.70	2,268	56-70	\$6,052.00	\$6,415.12	\$3,065.85	0.20	\$16,612.27
1N	250	295	1,999	2.00	4.00	2,225	56-70	\$4,329.00	\$4,588.74	\$3,196.04	0.25	\$21,122.47
1O	250	293	1,917	2.00	3.60	2,262	56-70	\$4,499.00	\$4,768.94	\$3,122.66	0.10	\$8,283.54

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 2,573,898.39

Total Bid Amount = (Unit Price X Weighted Value): \$ 131,688.40

Comments:

Option Year: Per quoted escalation policy.

**Distribution Transformer Evaluation - Proposal 1  
Conventional Pole-type Transformers**

Bidder: Wesco  
 Manufacturer: Power Partners, Inc.  
 Core-Type /  
 Insulating Medium: MOH Steel / Mineral Oil  
 # of months pricing firm from month of award: 4  
 (max of 12): 4

Added to Unit Price: 4.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
1A	15	52	206	1.50	1.50	312	3 Wks.	\$856.00	\$890.24	\$452.78	25	\$305,241.25
1B	25	73	315	1.50	1.49	422	3 Wks.	\$1,024.40	\$1,065.38	\$655.13	45	\$784,961.71
1C	37.5	87	478	1.75	1.74	454	3 Wks.	\$1,118.45	\$1,163.19	\$858.29	45	\$1,017,915.32
1D	50	119	551	1.75	1.75	573	3 Wks.	\$1,225.40	\$1,274.42	\$1,096.29	10	\$286,816.59
1E	75	157	777	2.00	1.99	795	3 Wks.	\$1,842.30	\$1,915.99	\$1,484.18	5	\$195,102.90
1F	100	198	945	2.00	1.99	1,044	3 Wks.	\$2,807.41	\$2,919.71	\$1,845.39	3	\$147,163.68
1G	100	198	938	2.00	1.98	1,179	3 Wks.	\$2,658.20	\$2,764.53	\$1,840.11	0.20	\$9,753.43
1H	100	175	1,025	1.75	1.74	1,177	3 Wks.	\$2,484.65	\$2,584.04	\$1,774.42	0.50	\$23,472.30
1I	100	198	908	1.75	1.74	1,046	3 Wks.	\$2,352.38	\$2,446.48	\$1,817.44	0.10	\$4,788.24
1J	167	231	1,609	2.00	2.58	1,561	3 Wks.	\$3,865.61	\$4,020.23	\$2,535.67	0.20	\$13,482.40
1K	167	255	1,557	2.00	2.41	1,449	3 Wks.	\$3,175.66	\$3,302.69	\$2,633.51	0.25	\$17,285.13
1L	167	293	1,397	2.00	1.50	1,780	3 Wks.	\$3,573.54	\$3,716.48	\$2,729.75	0.10	\$7,196.01
1P	167	364	1,378	3.50	3.50	1,670	3 Wks.	\$3,604.23	\$3,748.40	\$3,121.08	1	\$81,775.31
1M	250	316	2,202	3.00	2.42	2,205	3 Wks.	\$5,169.31	\$5,376.08	\$3,469.42	0.20	\$18,422.33
1N	250	309	2,261	2.00	4.12	2,003	3 Wks.	\$4,368.25	\$4,542.98	\$3,474.01	0.25	\$22,848.29
1O	250	364	2,056	2.00	1.89	1,872	3 Wks.	\$4,197.88	\$4,365.80	\$3,633.37	0.10	\$9,520.01

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 2,945,744.91  
 Total Bid Amount = (Unit Price X Weighted Value): \$ 157,799.52

Comments: Pricing firm thru end of 2016.

Option Year: Not Offered

**Distribution Transformer Evaluation - Proposal 2  
Conventional Pole-type, Dual Primary Rated Transformers**

Bidder:  
Manufacturer:

Ermco  
Ermco

Core-Type /

Silicon / Mineral Oil

Insulating Medium:

# of months pricing firm from month of award  
(max of 12): 0

Added to Unit Price: 6.00%

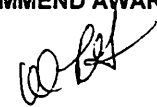
Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
2A	15	45	178	1.50	1.50	437	9-11 wks	\$884.00	\$937.04	\$391.62	5	\$53,637.99
2B	25	66	261	1.50	1.50	505	9-11 wks	\$990.00	\$1,049.40	\$574.33	15	\$231,114.38
2C	37.5	68	410	1.75	1.80	667	9-11 wks	\$1,216.00	\$1,288.96	\$698.34	15	\$281,212.35
2D	50	93	458	1.75	1.80	841	9-11 wks	\$1,510.00	\$1,600.60	\$877.46	5	\$117,685.19
2E	75	131	592	2.00	2.00	1,303	9-11 wks	\$2,194.00	\$2,325.64	\$1,195.84	2	\$64,443.09
2F	100	152	755	2.00	2.00	1,632	9-11 wks	\$2,841.00	\$3,011.46	\$1,438.99	1	\$38,986.23
2G	25	58	290	1.50	1.50	520	9-11 wks	\$1,023.00	\$1,084.38	\$550.53	7	\$103,933.45
2H	37.5	82	367	1.50	1.50	598	9-11 wks	\$1,202.00	\$1,274.12	\$745.85	7	\$139,441.72
2I	75	145	555	1.50	1.50	1,079	9-11 wks	\$2,012.00	\$2,132.72	\$1,247.87	4	\$133,318.23
2J	100	162	757	1.75	1.80	1,224	9-11 wks	\$2,342.00	\$2,482.52	\$1,497.64	4	\$159,694.18
2K	25	59	274	1.50	1.50	522	9-11 wks	\$1,050.00	\$1,113.00	\$544.15	0.25	\$3,679.22
2L	37.5	82	343	1.75	1.50	674	9-11 wks	\$1,247.00	\$1,321.82	\$727.71	0.25	\$4,878.65
2M	75	140	527	1.50	1.50	1,207	9-11 wks	\$2,039.00	\$2,161.34	\$1,198.15	0.25	\$8,028.76
2N	100	143	783	1.75	1.80	1,472	9-11 wks	\$2,587.00	\$2,742.22	\$1,408.72	0.25	\$9,490.07

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 1,349,543.47  
Total Bid Amount = (Unit Price X Weighted Value): \$ 87,010.75

Comments:

**RECOMMEND AWARD**

Option Year: Will be subject to escalation based on the Ermco material price index



**Distribution Transformer Evaluation - Proposal 2  
Conventional Pole-type, Dual Primary Rated Transformers**

Bidder: Howard  
Manufacturer: Howard

Core-Type /  
Insulating Medium: Silicon / Mineral Oil

# of months pricing firm from month of award (max of 12): 0      Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
2A	15	46	167	1.50	1.50	527	42-56	\$1,001	\$1,061.06	\$389.02	5	\$53,933.38
2B	25	65	244	1.50	1.50	701	42-56	\$1,250	\$1,325.00	\$555.77	15	\$228,288.71
2C	37.5	82	393	1.75	1.70	688	42-56	\$1,409	\$1,493.54	\$765.49	15	\$309,462.08
2D	50	98	524	1.75	1.70	788	42-56	\$1,678	\$1,778.68	\$955.90	5	\$128,380.48
2E	75	144	669	2.00	2.00	1,276	42-56	\$2,337	\$2,477.22	\$1,328.30	2	\$71,369.34
2F	100	157	911	2.00	2.00	1,275	42-56	\$3,036	\$3,218.16	\$1,585.43	1	\$42,854.01
2G	25	69	238	1.50	1.50	662	42-56	\$1,190	\$1,261.40	\$574.09	7	\$109,295.88
2H	37.5	98	336	1.50	1.50	828	42-56	\$1,410	\$1,494.60	\$813.84	7	\$152,884.87
2I	75	156	618	1.50	1.50	1,281	42-56	\$2,286	\$2,423.16	\$1,358.33	4	\$145,525.56
2J	100	184	794	1.75	1.70	1,287	42-56	\$3,043	\$3,225.58	\$1,651.30	4	\$178,032.72
2K	25	74	205	1.50	1.50	709	42-56	\$1,291	\$1,368.46	\$577.73	0.25	\$3,952.91
2L	37.5	94	353	1.75	1.50	685	42-56	\$1,559	\$1,652.54	\$803.83	0.25	\$5,437.09
2M	75	163	582	1.50	1.50	1,242	42-56	\$2,335	\$2,475.10	\$1,371.12	0.25	\$9,188.31
2N	100	183	802	1.75	1.70	1,272	42-56	\$2,657	\$2,816.42	\$1,651.63	0.25	\$11,026.82

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 1,449,632.14  
Total Bid Amount = (Unit Price X Weighted Value): \$ 102,466.50

Comments:

Option Year: Per quoted escalation policy.



**Distribution Transformer Evaluation - Proposal 2  
Conventional Pole-type, Dual Primary Rated Transformers**

Bidder: Wesco  
 Manufacturer: Power Partners, Inc.  
 Core-Type /  
 Insulating Medium: MOH / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 4      Added to Unit Price: 4.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
2A	15	52	199	1.50	1.50	423	3 Wks.	\$1,112.20	\$1,156.69	\$447.49	5	\$61,719.34
2B	25	73	321	1.50	1.49	569	3 Wks.	\$1,316.40	\$1,369.06	\$659.66	15	\$267,909.20
2C	37.5	96	438	1.75	1.74	626	3 Wks.	\$1,440.21	\$1,497.82	\$879.49	15	\$352,274.98
2D	50	111	584	1.75	1.74	705	3 Wks.	\$1,583.07	\$1,646.39	\$1,075.51	5	\$142,671.13
2E	75	133	852	2.00	1.99	907	3 Wks.	\$2,234.92	\$2,324.32	\$1,403.72	2	\$74,834.63
2F	100	182	984	2.00	1.99	1,273	3 Wks.	\$3,384.13	\$3,519.50	\$1,783.44	1	\$48,105.50
2G	25	78	304	1.50	1.49	477	3 Wks.	\$1,222.22	\$1,271.11	\$675.39	7	\$127,090.42
2H	37.5	103	421	1.50	1.50	632	3 Wks.	\$1,409.52	\$1,465.90	\$906.64	7	\$168,923.18
2I	75	162	739	1.50	1.49	905	3 Wks.	\$2,269.84	\$2,360.63	\$1,484.04	4	\$157,846.55
2J	100	183	1,006	1.75	1.74	1,259	3 Wks.	\$3,178.83	\$3,305.98	\$1,805.78	4	\$193,801.66
2K	25	77	309	1.50	1.49	479	3 Wks.	\$1,243.40	\$1,293.14	\$673.45	0.25	\$4,532.35
2L	37.5	100	424	1.75	1.49	622	3 Wks.	\$1,503.70	\$1,563.85	\$891.76	0.25	\$5,964.49
2M	75	160	769	1.50	1.49	888	3 Wks.	\$2,321.69	\$2,414.56	\$1,495.28	0.25	\$9,949.14
2N	100	203	916	1.75	1.74	1,269	3 Wks.	\$3,154.50	\$3,280.68	\$1,852.05	0.25	\$12,395.49

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 1,628,018.06  
 Total Bid Amount = (Unit Price X Weighted Value): \$ 104,952.15

Comments: Pricing firm thru end of 2016.

Option Year: Not Offered

**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

**Bidder:** Ermco  
**Manufacturer:** Ermco  
**Core-Type /  
 Insulating Medium:** Silicon / Mineral Oil  
**# of months pricing firm from month of award  
 (max of 12):** 0      **Added to Unit Price:** 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	67	455	1.75	1.80	860	56-70	\$1,656.00	\$1,755.36	\$726.63	40	\$796,843.70
3B	50	85	616	1.75	1.80	898	56-70	\$1,745.00	\$1,849.70	\$951.13	40	\$1,025,119.10
3C	75	131	726	2.00	2.00	1,158	56-70	\$2,220.00	\$2,353.20	\$1,297.09	3	\$104,341.09
3D	100	143	947	2.00	2.00	1,484	56-70	\$2,808.00	\$2,976.48	\$1,532.64	1	\$41,292.50
3E	167	239	1,412	2.00	2.00	2,050	56-70	\$4,036.00	\$4,278.16	\$2,432.53	1	\$65,091.39
3F	37.5	70	439	1.75	1.80	943	56-70	\$1,822.00	\$1,931.32	\$731.68	0.5	\$10,111.68
3G	50	98	517	1.75	1.80	1,035	56-70	\$2,015.00	\$2,135.90	\$950.61	0.5	\$12,950.54
3H	75	123	678	2.00	2.00	1,314	56-70	\$2,649.00	\$2,807.94	\$1,215.11	0.5	\$16,592.80
3I	100	161	839	2.00	2.00	1,718	56-70	\$3,320.00	\$3,519.20	\$1,553.89	0.5	\$21,183.18

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,093,525.98  
 Total Bid Amount = (Unit Price X Weighted Value): \$154,447.00

Comments:

**RECOMMEND AWARD**

Option Year: Will be subject to escalation based on the Ermco material price index



**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

Bidder: Howard  
 Manufacturer: Howard  
 Core-Type / Insulating Medium: Silicon / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 0  
 Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	80	432	1.75	1.80	983	42-56	\$1,557.00	\$1,650.42	\$783.53	40	\$849,548.00
3B	50	97	531	1.75	1.80	1,036	42-56	\$1,794.00	\$1,901.64	\$955.47	40	\$1,031,537.50
3C	75	139	742	2.00	2.00	1,365	56-70	\$2,467.00	\$2,615.02	\$1,354.89	3	\$109,461.61
3D	100	164	964	2.00	2.00	1,616	56-70	\$3,193.00	\$3,384.58	\$1,665.48	1	\$45,021.53
3E	167	266	1,369	2.00	2.00	2,299	56-70	\$4,332.00	\$4,591.92	\$2,554.31	1	\$68,449.77
3F	37.5	85	361	1.75	1.70	1,301	42-56	\$2,442.00	\$2,588.52	\$758.45	0.5	\$10,774.92
3G	50	99	485	1.75	1.80	1,548	42-56	\$2,565.00	\$2,718.90	\$932.14	0.5	\$13,011.23
3H	75	136	637	2.00	1.90	2,004	56-70	\$3,703.00	\$3,925.18	\$1,258.41	0.5	\$17,692.69
3I	100	177	817	2.00	2.00	2,229	56-70	\$4,084.00	\$4,329.04	\$1,628.69	0.5	\$22,523.09

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,168,020.33  
 Total Bid Amount = (Unit Price X Weighted Value): \$155,363.00

Comments:

Option Year: Per quoted escalation policy.

**Distribution Transformer Evaluation - Proposal 3  
Pad-Mounted, Single-Phase**

Bidder: Wesco  
 Manufacturer: ABB  
 Core-Type /  
 Insulating Medium: Grain Oriented Steel / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 11  
 Added to Unit Price: 0.50%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses for one year	Weighted Value	Total Ownership Cost for 25 years
3A	37.5	69	555	1.75	1.75	692	70-84	\$1,931.00	\$1,940.66	\$813.62	40	\$891,243.30
3B	50	101	661	1.75	1.75	707	70-84	\$1,973.00	\$1,982.87	\$1,076.56	40	\$1,155,870.10
3C	75	139	987	2.00	2.00	860	70-84	\$2,285.00	\$2,296.43	\$1,540.01	3	\$122,389.97
3D	100	157	1,178	2.00	2.00	1,184	70-84	\$3,074.00	\$3,089.37	\$1,787.18	1	\$47,768.85
3E	167	256	1,957	2.00	2.00	1,653	70-84	\$3,629.00	\$3,647.15	\$2,941.47	1	\$77,183.84
3F	37.5	77	542	1.75	1.75		70-84	\$1,788.00	\$1,796.94	\$849.51	0.5	\$11,517.29
3G	50	101	643	1.75	1.75	905	70-84	\$2,333.00	\$2,344.67	\$1,062.95	0.5	\$14,459.27
3H	75	111	1,003	2.00	2.00	1,244	70-84	\$2,984.00	\$2,998.92	\$1,392.11	0.5	\$18,900.83
3I	100	152	1,067	2.00	2.00	1,420	70-84	\$3,656.00	\$3,674.28	\$1,674.74	0.5	\$22,771.37

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$2,362,104.81  
 Total Bid Amount = (Unit Price X Weighted Value): \$175,098.50

Comments: Pricing firm for orders through 07/2017.

Option Year: ABB is NOT providing an alternate bid for "OPTION FOR YEAR PRICING"

**Distribution Transformer Evaluation - Proposal 4  
Pad-Mounted, Three-Phase**

*Bidder:* Ermco  
*Manufacturer:* Ermco  
*Core-Type /*  
*Insulating Medium:* Silicon / Mineral Oil  
 # of months pricing firm from month of award (max of 12): 0  
 Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses per year per Unit	Weighted Value	Total Ownership Cost for 25 years
4A	150	253	1,655	1.50	1.50	3,093	8-10 wks	\$6,030.00	\$6,391.80	\$2,696.13	5	\$368,975.84
4B	150	261	1,427	1.50	1.60	2,423	8-10 wks	\$6,947.00	\$7,363.82	\$2,569.57	1	\$71,603.05
4C	150	266	1,528	1.50	1.40	2,800	8-10 wks	\$5,701.00	\$6,043.06	\$2,674.45	1	\$72,904.42
4D	300	412	2,973	1.50	1.60	4,195	8-10 wks	\$7,647.00	\$8,105.82	\$4,600.53	3	\$369,356.88
4E	300	461	2,295	1.50	1.60	4,688	8-10 wks	\$8,982.00	\$9,520.92	\$4,368.21	1	\$118,726.17
4F	300	424	2,790	1.50	1.60	3,862	8-10 wks	\$7,144.00	\$7,572.64	\$4,530.82	1.5	\$181,264.62
4G	300	462	2,298	1.50	1.50	4,450	8-10 wks	\$8,378.00	\$8,880.68	\$4,376.19	0.5	\$59,142.72
4H	500	584	4,575	2.00	2.00	5,283	8-10 wks	\$10,016.00	\$10,616.96	\$6,793.79	1	\$180,461.65
4I	500	573	4,531	2.00	2.10	4,969	8-10 wks	\$8,533.00	\$9,044.98	\$6,697.69	3	\$529,461.56
4J	750	750	6,380	5.75	5.90	7,427	8-10 wks	\$12,316.00	\$13,054.96	\$9,106.15	1	\$240,708.79
4K	1000	887	8,695	5.75	5.90	8,669	8-10 wks	\$14,101.00	\$14,947.06	\$11,638.17	2	\$611,802.69
4LA	1500	1,389	1,003	5.75	5.80	10,820	8-10 wks	\$19,018.00	\$20,159.08	\$8,694.47	2	\$475,041.86
4LB	1500	1,389	10,567	5.75	5.90	11,197	8-10 wks	\$19,064.00	\$20,207.84	\$15,921.03	0.1	\$41,823.36
4MA	2000	1,758	11,225	5.75	5.60	13,922	8-10 wks	\$23,667.00	\$25,087.02	\$18,526.65	0.1	\$48,825.32
4MB	2000	1,795	11,534	5.75	5.50	13,732	8-10 wks	\$23,246.00	\$24,640.76	\$18,971.54	0.5	\$249,464.64
4NA	2500	1,989	15,525	5.75	5.70	14,580	8-10 wks	\$28,351.00	\$30,052.06	\$23,095.64	0.1	\$60,744.30
4NB	2500	2,170	13,898	5.75	5.60	15,163	8-10 wks	\$29,095.00	\$30,840.70	\$22,900.49	0.2	\$120,670.60

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 3,800,978.45  
 Total Bid Amount = (Unit Price X Weighted Value): \$ 228,345.20

Comments:

**RECOMMEND AWARD**

Option Year: Will be subject to escalation based on the Ermco material price index



**Distribution Transformer Evaluation - Proposal 4  
Pad-Mounted, Three-Phase**

*Bidder:*  
*Manufacturer:*  
*Core-Type /*

Howard  
Howard

*Insulating Medium:*

Silicon / Mineral Oil

# of months pricing firm from month of award  
(max of 12): 0

Added to Unit Price: 6.00%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses per year per Unit	Weighted Value	Total Ownership Cost for 25 years
4A	150	260	1,515	1.50	1.50	3,362	42-56	\$5,545.00	\$5,877.70	\$2,630.35	5	\$358,182.00
4B	150	273	1,371	1.50	1.50	4,781	42-56	\$7,647.00	\$8,105.82	\$2,595.82	1	\$73,001.38
4C	150	247	1,647	1.50	1.50	3,152	42-56	\$5,736.00	\$6,080.16	\$2,655.81	1	\$72,475.32
4D	300	465	2,664	1.50	1.60	4,548	42-56	\$7,726.00	\$8,189.56	\$4,669.88	3	\$374,809.82
4E	300	459	2,289	1.50	1.60	6,130	42-56	\$10,475.00	\$11,103.50	\$4,352.25	1	\$119,909.71
4F	300	476	2,640	1.50	1.60	4,227	42-56	\$7,372.00	\$7,814.32	\$4,714.60	1.5	\$188,519.00
4G	300	422	2,433	1.50	1.50	4,843	42-56	\$10,213.00	\$10,825.78	\$4,249.64	0.5	\$58,533.40
4H	500	610	4,296	2.00	1.90	5,952	42-56	\$10,958.00	\$11,615.48	\$6,731.54	1	\$179,903.90
4I	500	602	4,092	2.00	2.00	5,792	42-56	\$9,395.00	\$9,958.70	\$6,531.68	3	\$519,752.33
4J	750	836	5,697	5.75	5.90	7,460	56-70	\$13,584.00	\$14,399.04	\$9,081.47	1	\$241,435.88
4K	1000	898	8,157	5.75	5.90	8,817	56-70	\$15,642.00	\$16,580.52	\$11,294.51	2	\$597,886.61
4LA	1500	1,348	10,581	5.75	5.90	11,893	56-70	\$22,637.00	\$23,995.22	\$15,697.34	2	\$832,857.48
4LB	1500	1,299	10,818	5.75	5.90	13,115	56-70	\$22,533.00	\$23,884.98	\$15,596.44	0.1	\$41,379.59
4MA	2000	1,550	13,785	5.75	5.90	13,836	56-70	\$29,448.00	\$31,214.88	\$19,272.49	0.1	\$51,302.72
4MB	2000	1,649	13,359	5.75	5.80	13,312	56-70	\$28,799.00	\$30,526.94	\$19,516.28	0.5	\$259,216.99
4NA	2500	2,300	14,385	5.75	5.60	16,985	56-70	\$36,610.00	\$38,806.60	\$24,011.28	0.1	\$63,908.85
4NB	2500	2,227	14,523	5.75	5.90	17,126	56-70	\$36,956.00	\$39,173.36	\$23,698.43	0.2	\$126,326.84

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 4,159,401.80

Total Bid Amount = (Unit Price X Weighted Value): \$ 250,860.30

Comments:

Option Year: Per quoted escalation policy.

**Distribution Transformer Evaluation - Proposal 4  
Pad-Mounted, Three-Phase**

Bidder: Wesco  
Manufacturer: ABB

Core-Type /

Insulating Medium: Grain Oriented Steel / Mineral Oil

# of months pricing firm from month of award (max of 12): 11

Added to Unit Price: 0.50%

Item	KVA	No-Load Losses	Full-Load Losses	% Imp. Min	% Imp. Quote	Weight (lbs)	Delivery Days	Unit Price	Evaluated Unit Price	Cost of Losses per year per Unit	Weighted Value	Total Ownership Cost for 25 years
4A	150	283	1,728	1.50	1.50	2,820	12-14 Wk	\$6,624.00	\$6,657.12	\$2,922.71	5	\$398,624.41
4B	150	294	1,727	1.50	1.50	4,058	15-17 Wk	\$8,201.00	\$8,242.01	\$2,984.81	1	\$82,862.20
4C	150	238	1,817	1.50	1.50	2,825	15-17 Wk	\$6,576.00	\$6,608.88	\$2,732.83	1	\$74,929.72
4D	300	470	3,144	1.50	1.50	3,478	15-17 Wk	\$8,042.00	\$8,082.21	\$5,061.14	3	\$403,832.09
4E	300	491	2,735	1.50	1.50	5,336	15-17 Wk	\$10,793.00	\$10,846.97	\$4,872.09	1	\$132,649.24
4F	300	425	3,378	1.50	1.50	3,512	15-17 Wk	\$7,730.00	\$7,768.65	\$4,980.82	1.5	\$198,433.89
4G	300	496	2,955	1.50	1.50	4,812	15-17 Wk	\$9,682.00	\$9,730.41	\$5,066.89	0.5	\$68,201.36
4H	500	609	4,938	2.00	2.00	4,913	15-17 Wk	\$11,233.00	\$11,289.17	\$7,210.92	1	\$191,562.11
4I	500	668	4,871	2.00	2.00	4,567	12-14 Wk	\$9,174.00	\$9,219.87	\$7,497.41	3	\$589,965.57
4J	750	823	6,774	5.75	5.75	6,436	14-16 Wk	\$14,132.00	\$14,202.66	\$9,820.97	1	\$259,727.01
4K	1000	1,010	8,600	5.75	5.75	7,447	14-16 Wk	\$16,137.00	\$16,217.69	\$12,269.20	2	\$645,895.32
4LA	1500	1,632	11,474	5.75	5.75	10,925	14-16 Wk	\$22,645.00	\$22,758.23	\$17,994.84	2	\$945,258.41
4LB	1500	1,632	11,000	5.75	5.75	9,953	14-16 Wk	\$20,767.00	\$20,870.84	\$17,636.68	0.1	\$46,178.80
4MA	2000	1,960	14,800	5.75	5.75	12,895	15-17 Wk	\$25,841.00	\$25,970.21	\$22,382.12	0.1	\$58,552.33
4MB	2000	1,960	14,405	5.75	5.75	12,944	15-17 Wk	\$26,560.00	\$26,692.80	\$22,083.66	0.5	\$289,392.18
4NA	2500	2,272	17,698	5.75	5.75	14,857	14-16 Wk	\$38,095.00	\$38,285.48	\$26,354.59	0.1	\$69,715.02
4NB	2500	2,272	17,956	5.75	5.75	14,604	15-17 Wk	\$36,910.00	\$37,094.55	\$26,549.53	0.2	\$140,166.58

Tot Evaluated Cost for 25 years = (Evaluated Unit Price + (25 X Cost of Losses for 1 year)) X Weighted Value: \$ 4,595,946.23

Total Bid Amount = (Unit Price X Weighted Value): \$ 258,835.30

Comments: Pricing firm for orders through 07/2017.

Option Year: ABB is NOT providing an alternate bid for "OPTION FOR YEAR PRICING"