

RESOLUTION NO. 2017- 392

A RESOLUTION AWARDING OPEN-END CONTRACTS FOR THE FURNISHING AND DELIVERY OF LED STREET AND AREA LIGHTING FOR THE VINELAND MUNICIPAL ELECTRIC UTILITY – DISTRIBUTION DIVISION.

WHEREAS, the City of Vineland has heretofore advertised for bids for the furnishing and delivery of LED Street and Area Lighting 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 August 8, 2017, bids were received, duly opened and read aloud, being referred to the Business Administrator for tabulation, evaluation, report and recommendation; and

WHEREAS, the Business Administrator has, under date of September 5, 2017 submitted a written report and tabulation of the bids received and has recommended that open-end contracts for the furnishing and delivery of LED Street and Area Lighting for the Vineland Municipal Electric Utility – Distribution Division, be awarded on an individual line item basis to the respective low bidders as provided in the specifications as follows:

<u>Rumsey Electric, Conshohocken, Pennsylvania</u> –	
Part 2.01 – Street Light Luminaires (Cobrahead) – est. total	\$ 56,750.00
Part 2.02 – Cobra Head Street Light Luminaires (LED Type) – Special Purpose Use – est. total	\$ 13,560.00
Part 2.07 – Flood Lights – est. total	\$ 24,390.00
<u>Anixter Inc., New Castle, Delaware</u> –	
Part 2.03 – Post Top Colonial Style LED – est. total	\$ 26,273.50
Part 2.06 – Barn Light – est. total	\$ 5,005.50
<u>Westco Distribution, Richmond, Virginia</u> –	
Part 2.04 – Acorn LED Conversion Kit – est. total	\$ 6,917.00
Part 2.05 – Contemporary Series LED – est. total	\$ <u>1,347.00</u>
Total Estimated Award	\$134,243.00

BE IT RESOLVED by the Council of the City of Vineland that said open-end contract for the furnishing and delivery of LED Street and Area Lighting for the 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 on an individual line item basis to the respective low bidders as provided in the specifications, as stated above bid received 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 5, 2017

REPORT TO: THE MAYOR AND COUNCIL

RE: Proposals Submitted to the Purchasing Board 8/8/17

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 August 8, 2017.

FURNISHING AND DELIVERY OF LED STREET AND AREA LIGHTING FOR THE VINELAND MUNICIPAL ELECTRIC UTILITY – DISTRIBUTION DIVISION

It is the recommendation of the Director of Electric Utility, which has the concurrence of the Purchasing Agent and Business Administrator that open-end contracts be awarded on individual line item basis to the respective low bidders.

<u>Rumsey Electric, Conshohocken, Pennsylvania –</u>	
Part 2.01 – Street Light Luminaires (Cobrahead) – est. total	\$ 56,750.00
Part 2.02 – Cobra Head Street Light Luminaires (LED Type) – Special Purpose Use – est. total	\$ 13,560.00
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Part 2.04 – Acorn LED Conversion Kit – est. total	\$ 6,917.00
Part 2.05 – Contemporary Series LED – est. total	<u>\$ 1,347.00</u>
Total Estimated Award	\$134,243.00

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

Respectfully submitted,

Robert E. Dickenson, Jr.
Business Administrator

RD/rl



BID EVALUATION FORM

DEPARTMENT Electric Utility

Date: 08/21/2017

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

1. Bid Title: Specification for LED Street Lighting - Open Ended
2. Amount to be Awarded: ~~\$134,193.00 Est.~~ \$150,000 - \$250,000 Est Per Year
 Encumber Total Award
 Encumber by Supplemental Release
3. Engineer's Estimate: \$165,200.00
4. Amount Budget: \$ N/A
5. Account Number to be Charged: 002-0-00-00-0000-2-1550000
6. Date Bids Received: 08/08/2017
7. Date to be Awarded: 09/12/2017
8. Recommended Vendor: Rumsey Electric / Anixter / Wesco Electric
9. Is Recommended Vendor the Apparent Lowest Bidder? Yes No
10. Comments/Special Instructions: This is an estimated award.
11. Evaluation Performed by: Dexter L. Gordon *DLS 08/21/17*
12. Approved By: *John Lella* *8-27-17* *J. Byler* *08/21/17* *Dusfeto 08/21/17*

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
LED STREET & AREA LIGHTING
AUGUST 8, 2017

Engineer's Estimate - \$165,200.00

	Rumsey Electric Co. 15 Colwell Lane Conshohocken, PA	Wesco Distribution 2902 N. Blvd. Richmond, VA 23230	Anixter Inc. 51 Steel Dr. New Castle, DE 19720
BB , CAC, CEC	BB 10%	BB 10%	BB 10%
Ownership Disclosure	YES	YES	YES
Aff Action	YES	YES	YES
Non-Coll.	YES	YES	YES
Check List	YES	YES	YES
Proposal	YES	YES	YES
Addenda	YES	YES	YES
Iran Discl	YES	YES	YES
Part 2.01	\$56,750.00	\$68,900.00	\$77,381.00
" 2.02	\$13,560.00	\$14,190.00	\$14,278.20
" 2.03	\$22,500.00	\$23,350.00	\$26,273.50
" 2.04	\$7,280.00	\$6,917.00	NO BID
" 2.05	\$1,557.00	\$1,347.00	\$1,371.51
" 2.06	\$3,625.00	\$4,025.00	\$5,005.50
" 2.07	\$24,390.00	\$24,826.50	\$27,619.50
TOTAL	\$129,662.00	\$143,555.50	\$151,929.21

Specifications received by the following:

Stuart C. Irby Co.	Greentech Energy Service
Graybar Ele. Co.	Construct Connect
G & M Sales	Leeway Electrical LLC
Shanahan & Assoc.	DKA
ElectroLights LLC	Ray Angelini Inc.

Digital Filaments
Billows Ele. Supply Co.

Carr & Duff Inc.

Recommendation Lighting Luminaires

for

Bids Received on 08/08/2017

Awarded on 09/12/2017

Part 2.01 Street Lighting Luminaires (LED Type)								
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price		
570-002	75 W LED Type V Luminaire ----	Cooper Lighting	VERD-A028-E-D-T5-4N7-A0MSP-AP w/HS-VERD	4 - 6 wks ARO	50	\$175.00	\$8,750.00	
570-040	56 W LED Type III Luminaire ----	Philips (Lumec)	RFS-54W16LED-4K-T-R3M-UNNIV-SP2-GY3	6 - 8 wks ARO	50	\$126.00	\$6,300.00	
570-041	75 W LED Type III Luminaire ----	Philips (Lumec)	RFM-72W32LED-4K-T-R3M-UNIV-SP2-GY3	6 - 8 wks ARO	50	\$145.00	\$7,250.00	
570-042	108 W LED Type III Liminaire ---	Philips (Lumec)	RFM-108W48LED-4K-T-R3M-UNIV-SP2-GY3	6 - 8 wks ARO	50	\$171.00	\$8,550.00	
570-043	165 W LED Type III Luminaire --	Philips (Lumec)	RFM-160W48LED-4K-T-R3M-UNIV-SP2-GY3	6 - 8 wks ARO	50	\$182.00	\$9,100.00	
570-044	210 W LED Type III Luminaire --	Philips (Lumec)	RFL-215W96LED-4K-T-R3M-UNIV-RCD-SP2-GY3	6 - 8 wks ARO	50	\$336.00	\$16,800.00	
Sub-Total Part 2.01:							\$56,750.00	
<p style="color: red; margin: 0;">Apparent Low Bidder</p> <p style="color: red; margin: 0;">Group Award to Rumsey Electric</p>						<p style="margin: 0;">1. Manufacturer: COOPER & PHILIPS</p> <p style="margin: 0;">2. Delivery: AS NOTED</p> <p style="margin: 0;">3. Pricing of 2nd year: NOT TO EXCEED 15%</p>		

ORL

Part 2.02 Street Light Fixtures (LED Type) - Special Purpose								
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price		
570-045	150 W LED Type III Luminaire --	Cooper Lighting	VERD-G-A02-D-U-T3-4N7-10MSP-MS/DIM-L40-AP	4 - 6 wks ARO	30	\$452.00	\$13,560.00	
Sub-Total Part 2.02:							\$13,560.00	
<p style="color: red; margin: 0;">Apparent Low Bidder</p> <p style="color: red; margin: 0;">Group Award to Rumsey Electric</p>						<p style="margin: 0;">1. Manufacturer: COOPER LIGHTING</p> <p style="margin: 0;">2. Delivery: 4 - 6 wks</p> <p style="margin: 0;">3. Pricing of 2nd year: NOT TO EXCEED 15%</p>		

ORL

Recommendation Lighting Luminaires
for
Bids Received on 08/08/2017
Awarded on 09/12/2017

Part 2.03 Post Top Colonial Style LED						
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price
570-026	69 W LED Type III Lantern -----	AEL	ARDCL30LEDE70MVOLT4KR 3CRNL	4 - 5 wks	50	\$525.47
						\$26,273.50
Sub-Total Part 2.03:						\$26,273.50
<p>Qualified Low Bidder Group Award to Anixter Note: The fixture quoted by the "Apparent Low Bidder" failed to meet the technical requirements of watts and/or lumens in the specification.</p>						
<p>1. Manufacturer: AEL 2. Delivery: 4 - 5 wks 3. Pricing of 2nd year: SUBJECT TO NEGOTIATION</p>						
Part 2.04 Acorn LED Conversion Kit						
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price
570-027	60 Watt LED PEMCO Kit -----	PEMCO	63W8C5K	6 wks	10	\$691.70
						\$6,917.00
Sub-Total Part 2.04:						\$6,917.00
<p>Apparent Low Bidder Group Award to Wesco Electric</p>						
<p>1. Manufacturer: PEMCO 2. Delivery: 6 wks 3. Pricing of 2nd year: NONE INDICATED</p>						
Part 2.05 Contemporary Style LED						
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price
570-028	Contemporary (Top Hat) LED ----	AEL	245L-20LEDE10-MVOLT-4K- R2-AY-PCLL/SS/NL/CR	6 wks	3	\$449.00
						\$1,347.00
Sub-Total Part 2.05:						\$1,347.00
<p>Apparent Low Bidder Group Award to Wesco Electric</p>						
<p>1. Manufacturer: AEL 2. Delivery: 6 wks 3. Pricing of 2nd year: NONE INDICATED</p>						

Recommendation Lighting Luminaires
for
Bids Received on 08/08/2017
Awarded on 09/12/2017

Part 2.06 Barn Light LED						
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price
570-001	60 Watt LED Type V -----	AEL	LNH2LU5MVOLTR5BANL	4 - 5 wks	25	\$200.22
						\$5,005.50
Sub-Total Part 2.06:						\$5,005.50
<p>Qualified Low Bidder Group Award to Anixter</p> <p>Note: The fixture quoted by the "Apparent Low Bidder" failed to meet the technical requirements of watts and/or lumens in the specification.</p>						<p>1. Manufacturer: AEL 2. Delivery: 4 - 5 wks 3. Pricing of 2nd year: SUBJECT TO NEGOTIATION</p>
Part 2.07 Floodlight Fixtures (LED Type)						
Item	Description	Manufacturer	Part Number	Delivery	Estimated Quantity	unit price
570-180	130 W LED Floodlight w/Visor----	Cooper Lighting	UFLD-C40-D-U-66-S-AP-4N7-10K w/TS2/UFLD-AP	4 - 6 wks	30	\$450.00
						\$13,500.00
570-181	260 W LED Floodlight w/Visor----	Cooper Lighting	UFLD-L-C100-D-U-66-S-AP-4N7-10K w/TS2HW/NFFLD-AP	4 - 6 wks	15	\$726.00
						\$10,890.00
Sub-Total Part 2.07:						\$24,390.00
<p>Apparent Low Bidder Group Award to Rumsey Electric</p>						<p>1. Manufacturer: COOPER LIGHTING 2. Delivery: 4 - 6 wks 3. Pricing of 2nd year: NOT TO EXCEED 15%</p>
(2.01 + 2.02 + 2.03 +2.04 + 2.05 + 2.06 + 2.07) Total Bid:						\$134,243.00
						Estimated Total Award

Recommendation Lighting Luminaires for

Bids Received on 08/08/2017

Awarded on 09/12/2017

Award to:		
Rumsey Electric	Part 2.01	\$56,750.00
	Part 2.02	\$13,560.00
	Part 2.07	\$24,390.00
ESTIMATED TOTAL		<u>\$94,700.00</u>
Anixter:	Part 2.03	\$26,273.50
	Part 2.06	\$5,005.50
ESTIMATED TOTAL		<u>\$31,279.00</u>
Wesco Electric:	Part 2.04	\$6,917.00
	Part 2.05	\$1,347.00
ESTIMATED TOTAL		<u>\$8,264.00</u>

Prepared by Dexter L. Gordon, Supervising Engineer
Date: 08/18/2017



Cost Only
Evaluation Lighting Luminaires
for
Bids Received on 08/08/2017

Part 2.01 Street Lighting Luminaires (LED Type)

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-002	75 W LED Type V Luminaire ----	75	7000	Cooper Lighting	VERD-A028-E-D-T5-4N7- A0MSP-AP W/HS-VERD	74	8400	113.51	4 - 6 wks ARO	50	\$175.00	\$8,750.00
570-040	56 W LED Type III Luminaire ----	56	5000	Philips (Lumec)	RFS-54W16LED-4K-T-R3M- UNNIV-SP2-GY3	54	5405	100.09	6 - 8 wks ARO	50	\$126.00	\$6,300.00
570-041	75 W LED Type III Luminaire ----	75	8000	Philips (Lumec)	RFM-72W32LED-4K-T-R3M- UNIV-SP2-GY3	73	8178	112.03	6 - 8 wks ARO	50	\$145.00	\$7,250.00
570-042	108 W LED Type III Liminaire ---	108	12000	Philips (Lumec)	RFM-108W48LED-4K-T-R3M- UNIV-SP2-GY3	106	12279	115.84	6 - 8 wks ARO	50	\$171.00	\$8,550.00
570-043	165 W LED Type III Luminaire --	165	16000	Philips (Lumec)	RFM-160W48LED-4K-T-R3M- UNIV-SP2-GY3	161	16472	102.31	6 - 8 wks ARO	50	\$182.00	\$9,100.00
570-044	210 W LED Type III Luminaire --	210	23000	Philips (Lumec)	RFL-215W96LED-4K-T-R3M- UNIV-RCD-SP2-GY3	207	23559	113.81	6 - 8 wks ARO	50	\$336.00	\$16,800.00
Sub-Total Part 2.01:												\$56,750.00

Group Award



1. Manufacturer: COOPER & PHILIPS
2. Delivery: AS NOTED
3. Pricing of 2nd year: NOT TO EXCEED 15%

Cost Only
Evaluation Lighting Luminaires
for
Bids Received on 08/08/2017

Part 2.02 Street Light Fixtures (LED Type) - Special Purpose

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-045	150 W LED Type III Luminaire --	150	15000	Cooper Lighting	VERD-G-A02-D-U-T3-4N7- 10MSP-MS/DIM-L40-AP	143	15332	107.22	4 - 6 wks ARO	50	\$452.00	\$22,600.00
Sub-Total Part 2.01:											\$22,600.00	

Group Award



1. Manufacturer: COOPER
2. Delivery: 4 - 6 wks ARO
3. Pricing of 2nd year: NOT TO EXCEED 15%

Part 2.03 Post Top Colonial Style LED

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-026	69 W LED Type III Lantern -----	69	5600	AEL	ARDCL30LEDE70MVOLT4KR 3CRNL	67	7363	109.90	6 - 8 wks ARO	50	\$548.00	\$27,400.00
Sub-Total Part 2.03:											\$27,400.00	

From Alternate Proposal

1. Manufacturer: AEL
2. Delivery: 6 - 8 wks ARO
3. Pricing of 2nd year: NOT TO EXCEED 15%

Part 2.04 Acorn LED Conversion Kit

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-027	Acorn LED Conversion Kit -----	 	 	PEMCO	63W8C5K	 	 	 	6 - 8 wks ARO	10	\$728.00	\$7,280.00
Sub-Total Part 2.04:											\$7,280.00	

1. Manufacturer: PEMCO
2. Delivery: 6 - 8 wks ARO
3. Pricing of 2nd year: NOT TO EXCEED 15%

**Cost Only
Evaluation Lighting Luminaires
for
Bids Received on 08/08/2017**

Part 2.05 Contemporary Style LED

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-028	Contemporary (Top Hat) LED			AEL (Acuity)	245L-20LEDE10-MVOLT-4K-R2-AY-PCLL/SS/NL/CR				4 wks ARO	3	\$519.00	\$1,557.00
Sub-Total Part 2.05:												\$1,557.00

- 1. Manufacturer: AEL
- 2. Delivery: 4 wks ARO
- 3. Pricing of 2nd year: NOT TO EXCEED 15%

Part 2.06 Barn Light LED

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-001	66 Watt LED Type V	66	6300	AEL	LNH2LU5MVOLTR5BANL	64	6600	103.13	6 - 8 wks ARO	25	\$205.00	\$5,125.00
Sub-Total Part 2.06:												\$5,125.00

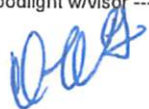
From Alternate Proposal

- 1. Manufacturer: AEL
- 2. Delivery: 6 - 8 wks ARO
- 3. Pricing of 2nd year: NOT TO EXCEED 15%

Part 2.07 Floodlight Fixtures (LED Type)

Item	Description	Spec Max Input Watts	Spec Min Lumens	Manufacturer	Manuf. Part Number	Published Input Watts	Published Lumens	Lumen per Watt (if fixture passes)	Delivery	Estimated Quantity	unit price	Cost Only "FAIL" Included
570-180	130 W LED Floodlight w/visor ---	130	14600	Cooper Lighting	UFLD-C40-D-U-66-S-AP-4N7- 10K w/TS2/UFLD-AP	128	17000	132.81	4 - 6 wks ARO	30	\$450.00	\$13,500.00
570-181	260 W LED Floodlight w/visor ---	260	33000	Cooper Lighting	UFLD-L-C100-D-U-66-S-AP- 4N7-10K w/TS2HW/NFFLD- AP	256	33113	129.35	4 - 6 wks ARO	15	\$726.00	\$10,890.00
Sub-Total Part 2.07:												\$24,390.00

Group Award



- 1. Manufacturer: COOPER LIGHTING
- 2. Delivery: 4 - 6 wks ARO
- 3. Pricing of 2nd year: NOT TO EXCEED 15%

(2.01 + 2.02 + 2.03 + 2.04 + 2.05 + 2.06 + 2.07) Total Bid: \$145,102.00

Cost Only
Evaluation Lighting Luminaires
for
Bids Received on 08/08/2017

Exceptions:

1 Part 2.01 (STREET LIGHTING LUMINAIRES COBRAHEAD)

Rumsey is quoting pricing firm for Total Award Only. If NOT total award, the per unit pricing is increased by 10%.

Evaluator's Comments:

This exception "to be determined" if applicable.

2 Part 2.06 (BARN LIGHT)

Rumsey offered another alternate fixture.

Manf: Stonco (Phillips)

Part #DTDLED1C5K120GY3SP

Published Lumens: 3356

Published Input Wattage: 39W

Evaluator's Comments:

a. There was **NO** per unit pricing offered when proposal was submitted.

This alternate fixture is **UNACCEPTABLE**.

b. For the fixture offered, the "published lumens" output of 3356 is less than the specified "minimum lumen" output value of 6300.

Therefore per the specification, Section 1.16.A, the fixture is **UNACCEPTABLE**.

3 Part 2.07 (FLOOD LIGHTS)

Rumsey is quoting pricing firm for Total Award Only. If NOT total award, the per unit pricing is increased by 5%.

Evaluator's Comments:

This exception "to be determined" if applicable.

3 Minimum order value for freight allowed shipments are:

a. Phillips \$1,200

b. AEL \$1,200

c. Cooper \$1,800

d. Pemco \$4,500

4 Option that if Rumsey is awarded any fixtures, Rumsey "will stock an agreed upon quantity, if requested by VMEU, so VMEU can same on leadtimes. If agreed to, all product stocked will need to be purchased by VMEU by end of the contract. There will be no additional charge to VMEU for this service and either party can discontinue it at any time, and any remaining stock will need to be purchased."

Evaluator's Comments:

This option is subject to addition review and negotiation.

Prepared by Dexter L. Gordon, Supervising Engineer

Date: August 15, 2017

