

**PUBLIC WORKS COMMISSION
ACTION REQUEST FORM**

TO: David W. Trego, CEO/General Manager

DATE: December 3, 2019

FROM: Trent Ensley, Procurement Manager

.....

ACTION REQUESTED: Award bid for 2019 Transformer Contract (approximately 601 transformers) of different types and sizes to be purchased over a twelve month period, as needed, with the option to renew for three (3) additional 12 month periods for a total of four (4) years upon agreement of both parties. Contracts for this project are requested to be awarded to National Transformer Sales and Anixter.

BID/PROJECT NAME: 2019 Annual Transformer Contract

BID DATE: October 9, 2019

DEPARTMENT: Electric Inventory

BUDGET INFORMATION: Funding for this project will be from Electric Inventory.

.....

BIDDERS	TOTAL COST
National Transformer Sales for (ERMCO), Raleigh, NC	\$550,992.00 *
Anixter, Apex, NC	\$581,347.50 *
WEG, Washington, MO	\$402,041.00 **

Note: * Total recommended award amount for National Transformer Sales for (ERMCO) and Anixter.

** Total bid amount submitted by WEG for 3-phase pad mount transformers but not awarded.

Refer to comments below.

.....

AWARD RECOMMENDED TO: National Transformer Sales for (ERMCO) Raleigh, NC for a total of \$550,992.00 and to Anixter, Apex, NC for a total of \$581,347.50

BASIS OF AWARD: The awarded bidders were the lowest responsive, responsible bidders for various types of transformers.

.....

COMMENTS: The Commission is asked to approve award for the purchase of approximately 601 transformers. Notice of the bid was advertised through normal channels on September 24, 2019 with a bid opening date of October 9, 2019. Bids were solicited from eight (8) vendors, three (3) bids were received during the bid opening and the award is recommended to National Transformer Sales for (ERMCO) and Anixter. The award recommendation is based on Total Owning Cost (TOC) and lowest price of the transformers. Bidders could bid on any or all of the transformers. Bids were also evaluated to ensure compliance with PWC specifications. WEG submitted bids that were higher in both TOC (Total Owning Cost) and purchase price for the 3-phase pad-mount transformers as compared to the two other bidders. Evaluation of the bids for the single phase transformers showed that several of the transformers bid by Anixter were not compliant with Fayetteville PWC's specification to include breakers. Therefore, award of the single phase transformers is split between Anixter and National Transformer Sales for (ERMCO).

Award of all of the 3-phase pad-mount transformers is to National Transformer Sales. See attached chart for the breakout of the awards by transformer type and quantities.

.....

ACTION BY COMMISSION

APPROVED _____ **REJECTED** _____

DATE _____

ACTION BY COUNCIL

APPROVED _____ **REJECTED** _____

DATE _____

BID HISTORY

2019 TRANSFORMER CONTRACT

BID DATE: October 9, 2019 2:00 PM

Advertisement

- | | | |
|----|-------------|--------------------------|
| 1. | PWC Website | 9/24/2019 thru 10/9/2019 |
|----|-------------|--------------------------|

List of Organizations Notified of Bid

1. NAACP Fayetteville Branch, Fayetteville, NC
 2. Small Business Technology Center, Fayetteville, NC
 3. FSU Construction Resource Office, Fayetteville, NC
 4. FTCC Small Business Center, Fayetteville, NC
 5. Greater Fayetteville Chamber, Fayetteville, NC
 6. Latino Community Connects, Fayetteville, NC
 7. Fayetteville Business and Professional League, Fayetteville, NC
 8. SBTDC, Fayetteville, NC
-

List of Prospective Bidders

1. ERMCO c/o National Transformer Sales, Raleigh, NC
 2. WEG, Washington, MO
 3. Anixter, Apex, NC
 4. Wesco, Raleigh, NC
 5. HD Supply Wake Forest, Wake Forest, NC
 6. Irby Utilities, Rocky Mount, NC
 7. Virginia Transformer Corporation, Roanoke, VA
 8. TCI Alabama, Pell City, AL
-

SDBE Participation

Although Anixter is not classified as an SDBE, Anixter is committed to promoting participation of minority, woman and service-disabled veteran-owned business enterprises. In 2017, Anixter was presented with AT&T's Supplier Diversity Crystal Award for significantly exceeding their minority-, woman- and disabled-veteran owned business utilization targets. Per AT&T's recognition letter, Anixter was part of "a very select group of Prime Suppliers who attained and/or exceeded 21.5 percent diversity utilization in 2016." This is the third time in four years that Anixter has attained this prestigious award. NTS for ERMCO is not classified as an SDBE, DBE, minority or woman owned business.

Supplier	Transformer Type	Qty	Total
Anixter	Conventional	16	\$22,254.00
Anixter	CSP	214	\$218,386.00
Anixter	1-Phase Pad mount	195	\$340,707.50
			\$581,347.50
NTS/ERMCO	Conventional	38	\$61,402.00
NTS/ERMCO	CSP	86	\$71,428.00
NTS/ERMCO	1-Phase Pad mount	19	\$50,211.00
NTS/ERMCO	3-Phase Pad mount	33	\$367,951.00
			\$550,992.00