




Sharon Samuels  
Member Services Programs and Procurement Administrator

## MEMORANDUM

August 22, 2019

**TO:** FMPA Members

**FROM:** Sharon Samuels 

**SUBJECT:** Award of the Three Phase Padmount Transformers Bid (ITB# 2019-001)

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The Joint Purchase Project reviewed the bids received for the Purchase and Delivery of Three Phase Padmount Transformers Bid. These bids were received in response to the FMPA Invitation to Bid No. 2019-001. The JPP does not have the authority to actually award bids. Rather, the JPP recommends awards to each participating member.

FMPA received bids from Anixter of Orlando, FL.; Gresco of Wildwood, FL; Electric Supply, Inc. of Tampa, FL; Irby Utilities of Lake Mary, FL; John Carter & Assoc. of Lake Wales, FL, and Wesco Distribution of Orlando, FL.

Based on vendor responses pertaining to Value Added Services and the results of the Total Owning Cost analysis, the recommended award is for John Carter & Associates - WEG.

John Carter & Associates, Inc.  
P. O. Box 512  
Lake Wales, FL 33859  
(P) 863-638-3710  
[lwittman@jca-inc.net](mailto:lwittman@jca-inc.net)

John Carter & Associates - WEG will extend the prices and terms bid to all FMPA Members. This award expires August 31, 2024. At that time the award may be extended by mutual consent.

All of the exceptions & clarifications taken by Anixter, Electric Supply, Gresco, Irby Utilities, John Carter & Associates, and Wesco are attached.

If you have any questions, please feel free to contact me.

Attachments

cc: Bidders

Bidder's Exceptions and Clarifications  
FMPA Bid 2019-001  
Three Phase Padmount Transformers

**Anixter**

- Bid Cooper Power Systems.
- Delivery time of 155 days.

**Electric Supply, Inc.**

- Bid Central Moloney Transformers.
- Delivery times are 84 days. 8-10 weeks after receipt of order to allow designs to be completed and approved.
- Offered a one-time 1% discount for the entire bid award.
- "No Bid" line items 22, 41-43, 51; unable to build those items Non-Amorphous. "No Bid", 61-77, they are dual voltage with taps and that is outside their product line.
- Pricing good until December 30, 2019. "CM Cost Price Adjustment Policy" will apply in second quarter and all subsequent orders. CM Cost Price Adjustment Policy states that price adjustment, either upward or downward, is based on the difference in the actual cost of commodities verses the base values of these commodities. Though this is an exception to FMPA's Terms & Conditions, it has been accepted on previous bids from Central Moloney and is the process currently in place on other FMPA awards. **Continued acceptance may be made at utility's discretion.**
- Provided outline drawings for each item bid; If awarded the bid, manufacturer will provide outline and nameplate drawings for approval.
- Took exception to the warranty section of the bid. Our bid states "Seller shall indemnify buyer for all costs incurred as a result of any such non-conformity."

They have proposed the language to be "The Seller shall at its option repair, replace, and refund the purchase price of any transformer which proves to be defective as alleged and be responsible for all transportation expenses reasonably incurred by Buyer as a result of any such non-conformity."

**Gresco**

- Bid Cooper Power Systems.
- Delivery times are 133-154 days.

## Irby Utilities

- Bid GE Prolec Transformers.
- Delivery times are 56 – 63 days.
- FMPA # 400-03334 and 400-03904 shall be AMO Core.
- Clarifications and exceptions to Technical Specifications are as follows:
  - Tech Spec Section 2.1 - Standard metal barrier shall be supplied where spec states "There shall be a suitable barrier between the high voltage and low voltage compartments."
  - Tech Spec Section 2.8 - Standard drain valve in HV side shall be supplied where spec states "All transformers will have a 1 inch gate valve and plug located in the bottom right of the primary compartment."
  - Tech Spec Section 2.12 - Radiator shall be supplied for some items, Prolec will send outline drawings with estimate dimensions. Our specification states "Tanks without cooling fins are preferred. If required, cooling fins shall be designed so that no sharp points or edges exist on any part of the fins or where they attach to the tank."
  - Tech Spec Section 2.14 – GE will provide PRV technical information where spec requests a self-actuating pressure relief device.
  - Tech Spec Section 12.3 – FMPA spec states "Shipments of transformers to the Participating Member shall be a single transformer to a pallet. 4x4 runners in lieu of a pallet are acceptable." GE will provide 3.25x5" runners.
  - Tech Spec Section 7.1 – FMPA spec calls for "Top finish coat color shall be Pad Mount Green (Munsell Color 7GY3.12.28)". GE will provide 7GY 3.29/1.5.
- Pricing firm for 90 days; Prolec GE Price Index will apply in second quarter and all subsequent orders. GE's Price Index states that **pricing changes at time of order** based on their formula of quarterly price multiplied by a price index ratio. This is an exception to FMPA's Terms & Conditions. **FMPA recommends that GE be rejected for that reason – However acceptance can be made at utility's discretion.**

## John Carter & Assoc.

- Bid WEG.
- Delivery times are 70 days; standard lead time is 8-10 weeks after receipt of complete order and approved drawings.
- Offered prompt payment discounts (*electronic funds transfers*) as follows:
  - .20% discount within 21 days
  - .40% discount within 14 days.
  - .60% discount within 7 days



- Pricing good until December 30, 2019.
- Clarification - Pricing will escalate/deescalate quarterly per FMPA spec; however, pricing components associated with labor, accessories, freight will fluctuate at the beginning of each calendar year.
- Provided list of value added services to include: Vendor managed inventory, stocking program, capacity planning and slotting system.
- Technical Clarifications and Exceptions are as follows:
  - WEG will provide Nameplates to conform to ANSI/IEEE C57.12.00-1993 Type C, not Type B as noted in FMPA spec. Type C nameplate contains more information than Type B.
  - Clarified that Bayonet fuses will be either ABB or Cooper brand.
  - 1000kVA (480/277) and below and 500kVA (208/120) and below shall have molded epoxy LV bushings with removable, threaded spade terminals. All other transformers shall have one piece epoxy LV bushings with fixed spade terminals. Spade terminals shall be sized per ANSI C57.12.26-1987 figures 9a, 9b, 9c.
  - Paint color shall be Munsel Green #7/0GY3.29/1.5; not Munsel Color 7GY3.12.28 as specified.
  - WEG will not accept the return of transformers if tested losses exceed quoted losses. Loss penalty payment may be applicable for missed losses within ANSI tolerances.
  - 10" x 16" hand hole is standard on this bid. Maximum size of 14" x 24" is available.

### **Wesco**

- Bid ABB.
- Delivery times are 140 days.
- Offered a 1% discount for 45% of the entire bid award. 1.5% for a 75% or more of the entire bid award.
- Took exception to optional accessory 11.14. Shall provide stencils, not decals.
- Took exception to Technical Specification Section 8.6 and 8.7 in regards to the allowed tolerances. They will not comply with our indemnification for Impedance or Exciting current fluctuations.
- Took exception to Technical Specification. FMPA spec call for 16 x 24 access hole. ABB shall provide 15 x 24" tank top hand hole size.

- Provided list of value added services to include: technology solutions and assessment programs.
- Insulated supports are provided on terminals with minimum of 8 holes.
- Items with Wye HV and Delta LV have the HV neutral ungrounded (floating).
- quoting LV terminals per spec section 11.3
- No Bid FMPA#s 400-03385, 400-03409, 400-03904.