



MEMORANDUM

February 28, 2022

TO: Members participating in the Wire & Cable Bid
FROM: Sharon Samuels
SUBJECT: Award of the Wire & Cable Bid (ITB# 2021-006)

In response to the FMPA Invitation to Bid No. 2021-006, the Joint Purchase Project reviewed the bids received for the Purchase and Delivery of Wire & Cable Bid.

FMPA received bids from American Wire Group of Miami, FL; Electric Supply of Tampa, FL; Stuart C. Irby (Irby Utilities) of Lake Mary, FL; and Tri-State Utility Products of Havana, FL.

Based on vendor pricing, lead times, and adherence to FMPA Terms and Conditions, the recommended award is for American Wire Group; with the exception of the items below.

City of New Smyrna Beach

FMPA #	Description	Awarded Bidder
200-05025	#4, Soft Drawn Copper, Solid, 110ML Poly Black	Tri-State Utility Prod.
200-06091	750 KCMIL, Aluminum, 25 kV, Stranded	Stuart C. Irby

These items awarded to Tri-State Utility and Stuart Irby will be managed in its entirety by New Smyrna Beach.

Beaches Energy Services

FMPA #	Description	Awarded Bidder
200-05002	#2, Bare, Soft Drawn Copper, Solid	Electric Supply
200-05003	#4 Bare, Medium Hard, Copper	Electric Supply
200-06049	1/0 XLP/TRXLP, 280 MIL, Aluminum, 28 kV, Full Neutral	Electric Supply
200-06055	350 MCM XLP/TRXLP, 280 MIL, Aluminum, 28 kV, 1/3 Neutral	Electric Supply
200-06058	1000 MCM XLP/TRXLP, 280 MIL, Aluminum, 28 kV, 1/3 Neutral	Electric Supply

These items awarded to Electric Supply will be managed in its entirety by Beaches Energy Services.

This bid award expires February 28, 2023. The prices bid are valid until February 28, 2022. In March, *(and each month thereafter)*, the pricing for this commodity will fluctuate based on changes in the metals indices specified in the bid. With the exception of items awarded to Tri-State Utility, Stuart Irby, and Electric Supply, FMPA will distribute the adjusted prices to all Participating Members on the first business day of each month. Prices, as adjusted, are then firm for all orders placed during the month.

All of the exceptions or other conditions taken by American Wire Group, Tri-State Utility, Stuart Irby, and Electric Supply are included with this letter. If you have any questions, please give me a call.

Attachments
cc: Bidders

WIRE AND CABLE BID
FMPA ITB# 2021-006

Bidders Exceptions and Clarifications - *REVISION*

AMERICAN WIRE GROUP

- Bid American Wire Group, Alcan, and Nehring
- Lead time is 49 to 98 days, depending on the item.
- American Wire Group will NOT pass on the Nehring freight allowed on 5000lb shipments to one location and price adjustment at time of shipment to participants.

ELECTRIC SUPPLY

- Bid Southwire
- Lead time is 14 – 34 weeks, average time is 224 days; depending on the item.
- Southwire provided participants with a pricing option of “firm” and “adjustable” on their quoted items. Their adjustment policy is based on the Metals Week U.S. Transaction daily pricing from the previous month and their own pricing formula; this is an exception to FMPA’s Terms & Conditions. **FMPA recommends that Southwire be rejected for that reason.**

IRBY UTILITIES

- Bid Okonite and Southwire
- Lead time is 210 - 266 days, depending on the item and manufacturer.
- Minimum Order Amount applies; please see the tab sheet for details.
- \$3000.00 per reel deposit charge on some items; see the bid tab for details.
- Any items awarded are only good through 12/21/2022; not thru February 2023 per the bid term.
- Southwire provided participants with a pricing option of “firm” and “adjustable” on their quoted items. Their adjustment policy is based on the Metals Week U.S. Transaction daily pricing from the previous month and their own pricing formula; this is an exception to FMPA’s Terms & Conditions. **FMPA recommends that Southwire be rejected for that reason.**
- Southwire requires that their base metal be (CU \$4.48 and AL \$1.70) not per American Metals Market or Wall Street Journal per FMPA Terms & Conditions. **FMPA recommends that Southwire be rejected for that reason – However acceptance can be made at utility’s discretion.**
- Okonite requires that their base metal be (CU \$4.534 and AL \$1.608740) not per American Metals Market or Wall Street Journal per FMPA Terms & Conditions. **FMPA recommends that Southwire be rejected for that reason – However acceptance can be made at utility’s discretion.**
- Okonite took several exceptions to the technical specifications of the cable. Please see the attachment for clarification.

TRI-STATE UTILITY PRODUCTS

- Bid Connex and Nehring
- Lead time is 35 to 340 days, depending on the item.
- Nehring orders are freight allowed on 5000lb shipments 5000lbs and less will be plus freight prices subject to adjustment at time of shipment all wire made and shipped from Dekalb, IL USA; this is an exception to FMPA’s Terms & Conditions. **FMPA recommends that Nehring be rejected for that reason – However acceptance can be made at utility’s discretion.**