

P. O. Box 2233 (36202)  
300 E. 7th St. (36207)  
Anniston, AL

Phone 256-237-0891

May 13, 2019

Mr. Michael Allison  
Electric Superintendent  
Fairhope Public Utilities  
PO Box 429  
Fairhope, AL 36533

RE: 12 - Regulators  
Fairhope, AL

Dear Mr. Allison:

Find enclosed one copy of the Certified Bid Tabulation – Regulators as bid on May 7, 2019.

We recommend that the following regulators, manufactured by Siemens, be purchased from Siemens, the low bidder:

- Nine (9) 889 KVA Regulators  
\$39,990 each X 9 = \$359,910
- Three (3) 416 KVA Regulators  
\$18,770 each X 3 = \$56,310

You should contact Matt Bailey with NTS (the Siemens Factory Representative) at (601) 594-5656; email mbailey@nationaltransformer.com, to discuss Purchase Order specifics.

If we can be of further assistance on this matter, please don't hesitate to call. We are also enclosing all original bid documents as received at the bid opening, for your records.

Sincerely,

STEWART ENGINEERING, INC.

Lance Junkin

LJ:tcv  
Enclosures  
cc: Mr. Richard Peterson

**BID TABULATION**


**BID ITEM A**

**LOCATION:** Fairhope Public Utilities  
Fairhope, Alabama

**BID OPENING DATE:** May 7, 2019 at 2:00 P.M.  
**PROJECT:** 9 – Regulators, 889 KVA, 7200 V

BIDDER	MANUFACTURER	REGULATORS 889 KVA, 7200 V (Each)	TOTAL BID (9 Regulators)	DELIVERY	REMARKS
1. Anixter Pensacola, FL					NO RESPONSE.
2. Cape Electric Decatur, AL					NO RESPONSE.
3. Gresco Dothan, AL					NO BID.
4. Irby Utilities Pensacola, FL					NO RESPONSE.
5. Mayer Electric Supply Dothan, AL					NO RESPONSE.
6. Siemens Industry Richland, MS	SIEMENS	\$39,990	\$359,910	21 weeks	36 Month Warranty / Bid Bond Received Late
7.					
8.					
9.					
10.					
11.					

I hereby certify that the above is a true and correct tabulation of bids received on May 7, 2019 for 9 Regulators, 889 KVA, 7200 V.

BY  STEWART ENGINEERING, INC.

**BID TABULATION**

**BID ITEM B**

**LOCATION:** Fairhope Public Utilities  
Fairhope, Alabama

**BID OPENING DATE:** May 7, 2019 at 2:00 P.M.  
**PROJECT:** 3 – Regulators, 416 KVA, 7200 V

BIDDER	MANUFACTURER	REGULATORS 416 KVA, 7200 V (Each)	TOTAL BID (3 Regulators)	DELIVERY	REMARKS
1. Anixter Pensacola, FL					NO RESPONSE.
2. Cape Electric Decatur, AL					NO RESPONSE.
3. Gresco Dothan, AL					NO BID.
4. Irby Utilities Pensacola, FL					NO RESPONSE.
5. Mayer Electric Supply Dothan, AL					NO RESPONSE.
6. Siemens Richland, MS	SIEMENS	\$18,770	\$56,310	16 weeks.	36 Month Warranty / Bid Bond Received Late
7.					
8.					
9.					
10.					
11.					

I hereby certify that the above is a true and correct tabulation of bids received on May 7, 2019 for 3 Regulators, 416 KVA, 7200 V.

BY   
STEWART ENGINEERING, INC.

**BID TABULATION**

**BID ITEM C**

**LOCATION:** Fairhope Public Utilities  
Fairhope, Alabama

**BID OPENING DATE:** May 7, 2019 at 2:00 P.M.  
**PROJECT:** 9 – Regulators, 833 KVA, 7200 V

BIDDER	MANUFACTURER	REGULATORS 833 KVA, 7200 V (Each)	TOTAL BID (9 Regulators)	DELIVERY	REMARKS
1. Anixter Pensacola, FL					NO RESPONSE.
2. Cape Electric Decatur, AL					NO RESPONSE.
3. Gresco Dothan, AL					NO BID.
4. Irby Utilities Pensacola, FL					NO RESPONSE.
5. Mayer Electric Supply Dothan, AL					NO RESPONSE.
6. Siemens Richland, MS	SIEMENS	\$42,410	\$381,690	21 weeks.	NO RESPONSE. 36 Month Warranty / Bid Bond Received Late
7.					
8.					
9.					
10.					
11.					

I hereby certify that the above is a true and correct tabulation of bids received on May 7, 2019 for 9 Regulators, 833 KVA, 7200 V.

BY   
STEWART ENGINEERING, INC.

## Stewart Engineering

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**From:** Quincy Wells <quincy.wells@gresco.com>  
**Sent:** Friday, April 12, 2019 11:05 AM  
**To:** toni@stewartengineering.org  
**Cc:** Clint Steadham (clint.steadham@cofairhope.com); Dee Dee Brandt; Wayne Nixon  
**Subject:** FW: Fairhope Public Utilities - Regulator Bid  
**Attachments:** ADVERTISEMENT - Regulators.pdf; Inv to Bid Regulators-Spec.pdf; Standard Terms And Conditions rev 11252013 (65).pdf

Toni –

Thank you for the opportunity to bid but we were informed by Cooper/Eaton this morning that they received the quote as well and will be taking it direct. Therefore, they will not be quoting us so we must no bid.

Thanks.

Quincy Wells  
**GRESKO** Utility Supply  
Dothan, Alabama  
Mount Olive, Mississippi  
Phone: 850.478.0641  
Fax: 850.494.1692  
[quincy.wells@gresco.com](mailto:quincy.wells@gresco.com)

**From:** Jerry McAllister <[jerry.mcallister@gresco.com](mailto:jerry.mcallister@gresco.com)>  
**Sent:** Thursday, April 11, 2019 11:20 AM  
**To:** Quincy Wells <[quincy.wells@gresco.com](mailto:quincy.wells@gresco.com)>  
**Cc:** Wayne Nixon <[wayne.nixon@gresco.com](mailto:wayne.nixon@gresco.com)>  
**Subject:** FW: Fairhope Public Utilities - Regulator Bid

**From:** Stewart Engineering [<mailto:toni@stewartengineering.org>]  
**Sent:** Thursday, April 11, 2019 10:46 AM  
**To:** Jerry McAllister <[jerry.mcallister@gresco.com](mailto:jerry.mcallister@gresco.com)>  
**Subject:** Fairhope Public Utilities - Regulator Bid

CAUTION: THIS EMAIL IS NOT FROM GRESKO

Jerry,

Find attached Regulator Invitation to Bid, Advertisement, and Terms and Conditions for Fairhope Public Utilities. Please acknowledge receipt of email.

Should you have any questions, please let us know.

Thanks!

FAIRHOPE PUBLIC UTILITIES  
FAIRHOPE, ALABAMA

REGULATORS

BID DATE: MAY 7, 2019 at 2:00 P.M.

Attended by:

<u>INDIVIDUAL NAME</u>	<u>COMPANY NAME</u>	<u>PHONE</u>
<u>LANCE JUNKIN</u>	<u>STEWART ENGINEERING</u>	O (256) 237-0891 C
EMAIL: <u>lance@stewartengineering.org</u>		
<u>James Abrams</u>	<u>Stewart engineering</u>	O 256 237 0891 C 256-770-6413
EMAIL: <u>james@stewarteng.org</u>		
<u>MIKE WHITT (AOB)</u>	<u>SUPERIOR PANEL PRODUCTS</u>	O C 205-616-5530
EMAIL: <u>mwhitt@sppreps.com</u>		
<u>Mike Allison</u>	<u>City of Fairhope</u>	O 251-279-6238 C 251-533-0239
EMAIL: <u>mike.allison@fairhopeal.gov</u>		
<u>CONRAD HAURANEK</u>		O C 251-331-0474
EMAIL: _____		
<u>Jennifer Bush</u>	<u>City of Fairhope</u>	O 251-279-6231 C
EMAIL: <u>jennifer.bush@fairhopeal.gov</u>		
<u>Jeremy Morgan</u>	<u>FPU</u>	O 251-979-0343 C 251-331-2453
EMAIL: <u>jeremy@fairhopeal.gov</u>		
<u>Richard Peterson</u>	<u>Fairhope</u>	O C 251 979 2884
EMAIL: <u>Richard.Peterson@FairhopeAL.GOV</u>		