

CITY OF FAIRHOPE  
 RFQ TABULATION AND RECOMMENDATION  
 RFQ NUMBER: 013-12  
 RFQ NAME: RFQ FOR SINGLE PHASE PAD MOUNT TRANSFORMERS  
 BID OPENED: SEPTEMBER 24, 2012 2:00  
 NOTE: BID BOND IS WAIVED

| VENDOR                        | Proposal Executed / Signed / Notarized | Delivery ARO in days | Instructions / Specifications Compliance | Manufacturer    | Model     | QUOTED PRICE FOR EACH 50 KVA UNIT | TOTAL QUOTE FOR 12 Units 50 KVA | Manufacturer    | Model     | QUOTED PRICE FOR EACH 100 KVA UNIT | TOTAL QUOTE FOR 12 Units 100 KVA | GRAND TOTAL   |
|-------------------------------|--|----------------------|--|-----------------|-----------|-----------------------------------|---------------------------------|-----------------|-----------|------------------------------------|----------------------------------|---------------|
| MAGNETECH INDUSTRIAL SERVICES | Yes                                    | 56-70                |  | Sunbelt         | New Build | \$ 3,618.25                       | \$ 43,425.00                    | Sunbelt         | New Build | \$ 5,286.25                        | \$ 63,435.00                     | \$ 106,860.00 |
| HD SUPPLY UTILITIES           | Yes                                    | 96                   |  | Central Moloney | Blank     | \$ 1,929.00                       | \$ 23,148.00                    | Central Moloney | Blank     | \$ 3,678.00                        | \$ 44,136.00                     | \$ 67,284.00  |
| GRESKO UTILITY SUPPLY         | ?                                      | 70                   |  | ERMCO           | Blank     | \$ 2,075.00                       | \$ 24,900.00                    | ERMCO           | Blank     | \$ 3,250.00                        | \$ 39,000.00                     | \$ 63,900.00  |
| STUART IRBY                   |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| UTILITY POWER INC             |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| MISS-TENN TRANSFORMERS        |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| WESCO DISTRIBUTION            |  | NON                  | RESPONSIVE                               |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| BETZ TRANSFORMERS             |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| GRAYBAR                       |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| INFRA TECH CORP               |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| MAYER ELECTRIC                | Yes                                    | 60                   |  | GE PROLEC       | QGCI747   | \$ 1,835.00                       | \$ 22,020.00                    | GE PROLEC       | QGCI748   | \$ 2,772.00                        | \$ 33,264.00                     | \$ 55,284.00  |
| MOSES ELECTRIC                |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| POWER SUBSTATIONS             |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| REXEL, INC                    |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| SOLOMON CORP                  |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| SUBSTATION SERVICE CO         |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| UTILICOR                      |  |                      | No Response                              |                 |           |                                   |                                 |                 |           |                                    |                                  |               |
| Howard Industries, Inc        | Yes                                    | 42-56                |  | Howard          | Howard    | \$ 1,735.00                       | \$ 20,820.00                    | Howard          | Howard    | \$ 2,781.00                        | \$ 33,372.00                     | \$ 54,192.00  |

Recommendation: Howard Industries, Inc. in the amount of \$54,192.00  
 To the best of my knowledge this is an accurate Bid Tabulation  
 9/26/12  
 Daniel P. Ames, Purchasing Manager