

## FOR BOARD ACTION

Agenda Item # 5.

Meeting Date:

4/27/10

**SUBJECT:**

Consideration of Bids – Westside Substation Relaying and Control Panels

**PREPARED BY:**

Neil Stiller, Sr. Electrical Engineer

Bob Ledebuhr, C.P.M., Materials Manager/Contract Administrator

ITEM DESCRIPTION:

Bids were received on April 16, 2010, for relaying and control panels to be used at the Westside substation. Work for this bid includes shop fabrication, wiring, and delivery of electrical devices used to protect and operate electrical transmission lines and circuit breakers.

Three bids were received that were acceptable. Keystone Electrical Manufacturing offered the lowest cost bid at \$107,004.21. Their bid is attached. The engineer's estimate for the work was \$124,000. As this bid is for manufactured equipment, contingency funds are not required. Evaluation of bids was performed by staff and Ulteig Engineers.

Bid information is summarized on the attached page. The bid recommendation letter from Ulteig Engineers is also attached.

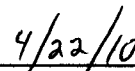
FOR CAPITAL PURCHASES / BIDS / MAJOR PROJECTS:

The work is part of a budgeted project for 2010. The cost of this work is within the allocated funds.

UTILITY BOARD ACTION REQUESTED:

Management recommends that the Utility Board approve a purchase order agreement with Keystone Electrical Manufacturers in the amount of \$107,004.21 to provide the relaying and control panels per the attached bid for the Westside Substation project.

  
\_\_\_\_\_  
General Manager

  
\_\_\_\_\_  
Date

**ROCHESTER PUBLIC UTILITIES**



Rochester Public Utilities  
4000 East River Road, NE  
Rochester, MN 55906  
Attn: Materials Manager  
Project: Panels for Westside Substation

Date: April 15, 2010  
Contact: Dale C. Foltman  
Phone: 515-283-2567x217  
Email: dfoltman@keystoneemc.com  
Keystone Quote: 13168

Thank you for your interest in KEYSTONE ELECTRICAL MFG. CO. We are pleased to offer the following proposal for the referenced project for your consideration. Please do not hesitate to contact me if you have any questions.

Panel 1: \$27,289.50  
Panel 2: \$25,226.80  
Panel 3: \$52,686.70  
Sync Panel: \$1,801.21

Total Quoted Price: **\$107,004.21**

**Proposal Summary**

Warranty: One (1) year from date received on site.  
Delivery: July 30, 2010 or 8 weeks ARO  
Quotation: Valid for ninety (90) days from proposal date  
Payment: Net thirty (30) days

**Clarifications:**

1. Shipping is included in Keystones' price.
2. Keystones' price includes full function testing and the development of wiring diagrams.

**See complete standard Terms and Conditions, attached.**

Best regards,

Dale C. Foltman  
Project Estimator

*Protection and Control for the Power Industry, Since 1964*

2511 Bell Avenue • Des Moines, Iowa 50321 • 515-283-2567 • Fax 515-283-0418 • [www.keystoneemc.com](http://www.keystoneemc.com)

## TERMS AND CONDITIONS

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### 1. Proposal

Proposal is based on KEYSTONE ELECTRICAL MFG. CO.'s material list, as interpreted from customer specifications, drawings, and supplemental documentation.

### 2. Quotations

Each quotation is valid for thirty (30) calendar days from its date unless otherwise stated in the proposal summary.

### 3. Taxes

The price quoted by KEYSTONE ELECTRICAL MFG. CO. does not include any Federal, state or local property, license, privilege, sales, use, excise, gross receipts or other like taxes which may now or hereafter be applicable.

### 4. Terms of Payment

Payment terms are net thirty (30) days from date of invoice unless otherwise stated in the proposal summary. If payments are not made when due, Customer shall pay a service charge of 1 ½% per month.

### 5. Delivery

All products delivered by KEYSTONE ELECTRICAL MFG. CO. to Customer shall be delivered FOB Destination, shall be shipped via air-ride, enclosed truck, and shall be offloaded and installed by others and is not included in the proposal unless otherwise stated in the proposal summary.

### 6. Additional Services

The price quoted by KEYSTONE ELECTRICAL MFG. CO. does not include field or special services.

### 7. Warranty

KEYSTONE ELECTRICAL MFG. CO. warrants that the complete product supplied is of the kind and quality specified and is free from defects in workmanship and materials. This warranty shall apply for a period not to exceed one (1) year from the date goods were received on site. This warranty excludes defects or damages caused by abuse, improper modification or improper maintenance or operation by persons other than KEYSTONE ELECTRICAL MFG. CO., or wear and tear under normal usage.

KEYSTONE ELECTRICAL MFG. CO.'s exclusive remedy for nonconformity in any item shall be the repair or replacement of the item and any affected part. Repaired or replacement parts shall be warranted for the remainder of the original warranty period, but in no event less than twelve (12) months from the date of repair or replacement. At its expense, Buyer shall remove and ship to KEYSTONE ELECTRICAL MFG. CO. any such nonconforming items and shall reinstall the repaired or replaced items. Buyer shall grant KEYSTONE ELECTRICAL MFG. CO. access to the goods at all reasonable times in order to determine any nonconformity in the goods or to effect repairs when removal of the goods is not practical.

*Protection and Control for the Power Industry, Since 1964*

**BID FORM  
004160-02**

**BID DUE DATE: April 16, 2010, 2:00 PM Central Time**

**PROJECT:** City of Rochester, Rochester Public Utilities  
Westside Substation, Relay and Control Panels

**BIDDER'S NAME:** KEYSTONE ELECTRICAL MFG CO.

**ATTENTION:** Bob Ledebuhr, C.P.M., Materials Manager

The undersigned agrees, if this bid is accepted, to enter into a contract for the work described in this request for bid and any subsequent formal written changes, exclusive of any qualifications attached hereto, for the following firm lump sum price for the work, including freight F.O.B. jobsite, insurance, overhead, profit, taxes, etc.:

**Base Bid**

Pricing reflects Addendum No.'s N/A through \_\_\_\_\_ inclusive.

Item No.	Description	Base Bid Amount Each	Extended Bid Amount
1	Panel 1 (1 required)		\$ 27,289.50 —
2	Panel 2 (1 required)		\$ 29,226.80 —
3	Panel 3 (1 required)		\$ 52,686.70 —
4	Synchroscope Panel (1 required)		\$ 1,801.21 —
<b>Total of all above sections</b>			<b>\$ 107,004.21 —</b>

**Unit Pricing**

The City may, at their sole discretion, add or deduct scope of work based on itemized prices above or on the unit prices listed below. All prices shall include material and fabrication per specification. Any changes in price of Contract will require a change order before the changed work can be performed, in accordance with the Contract Documents.

Item No.	Description	Amount
1	SEL 311C microprocessor relay to match specified material	\$ ea. 5,975.64 —
2	SEL 311L microprocessor relay to match specified material	\$ ea. 7,996.50 —
3	SEL 501 microprocessor relay to match specified material	\$ ea. 1,349.29 —
4	RFL GARD 8780/9780 PLC teleprotection unit to match specified material	\$ ea. 28,252.07 —
5	RFL GARD 8745 fiber optic teleprotection unit to match specified material	\$ ea. 10,725.59 —

**BONDS**

Bidder's Surety Company: EMC INSURANCE  
 Bonding Capacity: \$10,000,000.00 Current Value of Work Bonded \$ \_\_\_\_\_  
 Name of Agent: LA MAIR MURKIN CONCORD  
 Contact Name: BILLIE COLLINS Phone Number: SIS-244-0166  
 Bid Bond Type AJAA (price included in lump sum price)  
 Identification Number \_\_\_\_\_

	Yes	No
Bid is, without exception, in exact accordance with the subcontract, specifications, drawings, terms, conditions, schedule, and requirement of this RFB?	Yes	
Will pricing remain valid for acceptance for 90 days?	Yes	
Bidder has completed the Sub-Contractor list? (Labor contracts only)	N/A	
Bidder has completed and submitted the Acknowledgement of Corporation Form?	Yes	

**SUB-CONTRACTORS** N/A

Bidder intends to procure the following items from other suppliers:

Component	Proposed Sub-Contractor

The undersigned agrees, if this bid is accepted, to enter into contract for the work described in this Request for Bid and any subsequent formal written changes.

**Submitted by:**

Dale Wade Project Estimator  
 Signature/Title

April 15, 2010  
 Date

KEYSTONE ELECTRICAL WFLC  
 Company

SIS-283-2567  
 Phone

2511 BELL AVE  
 Address

SIS-283-0418  
 Fax

DES MOINES, IA 50321  
 City/State/Zip

DFOLTMAN@KEYSTONEEMC.COM  
 Email

**ATTACHMENT A**  
**TECHNICAL DATA SHEET**

Project:	Rochester Public Utilities Westside Substation
Location:	Rochester, Minnesota
Number of Units:	3 relay and control panels, 1 synch panel
Equipment:	
Equipment Tag Number (s):	NA
Specification:	337233-16 Relay and Control Panels

<b>Design Parameters</b>	<b>Design Requirements</b>	<b>Seller's Response</b>
Approx. Shipping Weight	Seller	3000 Pounds
Assembly Dimensions L x W x H	Seller	94 x 30 x 63 1/2 feet inches



# Rochester Public Utilities

**BID TABULATION: Westside Sub Relay and Control Panels**  
 April 16, 2010 - 2:00 PM Central Time

*we pledge, we deliver*

Line #		EPP <sup>2</sup>	Harlo	Keystone	Systems Control
	Bid Bond (Y/N)	Y	NB	Y	Y
	Acknowledgement of Corp.	Y		Y	Y
1	Panel 1 (1 required)	\$ 29,293.00		\$ 27,289.50	\$ 32,327.00
2	Panel 2 (1 required)	\$ 27,268.00		\$ 25,226.80	\$ 29,019.00
3	Panel 3 (1 required)	\$ 56,543.00		\$ 52,686.70	\$ 55,227.00
4	Synchroscope Panel (1 required)	\$ 1,485.00		\$ 1,801.21	\$ 4,195.00
	Exclusions or Exceptions:				
	Follow Specified Schedule:				
	<b>Total for Relay Panels as Specified</b>	<b>\$ 114,589.00</b>	<b>\$ -</b>	<b>\$ 107,004.21</b>	<b>\$ 120,768.00</b>
					<b>\$ -</b>



Get the job done right

5201 E. River Road, Suite 308  
Minneapolis, MN 55421-1027  
Phone: 763.571.2500  
Fax: 763.571.1168

April 20, 2010

Mr. Neil Stiller  
Rochester Public Utilities  
4000 East River Road NE  
Rochester, MN 55906-2813

Re: Westside Substation Relay and Control Panel Award Recommendation  
Ulteig Project No. 208.0023

Dear Mr. Stiller:

Ulteig has reviewed proposals from Electrical Power Products, Keystone, and Systems Control for the relay and control panels for the Westside Substation Project.

The proposal submitted by Keystone was the lowest among the three bids and they did not have any exceptions to the bid documents. Therefore, we recommend that the relay and control panels be awarded to Keystone based on having the best price and meeting the specification requirements.

If you have any questions or comments pertaining to this bid evaluation, please don't hesitate to call me at (763) 259-7842.

Sincerely,

A handwritten signature in black ink, appearing to read "Bradley J. Daubenberger". The signature is fluid and cursive, written over a light background.

Bradley J. Daubenberger, PE  
Associate Vice President - Protection & Controls





## RESOLUTION

BE IT RESOLVED by the Public Utility Board of the City of Rochester, Minnesota, to approve a purchase order agreement with Keystone Electrical Manufacturing for

Relaying and Control Panels  
Westside Substation

The amount of the purchase order agreement to be ONE HUNDRED SEVEN THOUSAND FOUR AND 21/100 DOLLARS (\$107,004.21) and Keystone Electrical Manufacturing being lowest responsible bidder.

Passed by the Public Utility Board of the City of Rochester, Minnesota, this 27th day of April, 2010.

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President

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Secretary