



AGENDA ITEM EXECUTIVE SUMMARY

Agenda Item:	Consider Resolution Authorizing Annual Purchase of Distribution Transformers and Material Through WESCO's Sourcewell Contract 121218WES.		
Presenter & Title:	Aaron Holton – Superintendent of Electric Services		
Date:	April 4, 2022		
<i>Please Check Appropriate Box:</i>			
<input checked="" type="checkbox"/>	Committee of the Whole Meeting	<input type="checkbox"/>	Special Committee of the Whole Meeting
<input checked="" type="checkbox"/>	City Council Meeting	<input type="checkbox"/>	Special City Council Meeting
<input type="checkbox"/>	Public Hearing	<input type="checkbox"/>	Other -
Associated Strategic Plan Goal/Objective: EMS II			
Estimated Cost: \$ 320,000.00		Budgeted? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	Other Funding? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
<i>If "Other Funding," please explain how the item will be funded:</i>			
Executive Summary:			
<p>Electrical equipment and transformers are available through Sourcewell contract 121218WES awarded to WESCO. Sourcewell is a purchasing cooperative that competitively bids procurement contracts for government and non-profit entities.</p> <p>The transformers available meet the City of Geneva's specification and Department of Energy (DOE) efficiency standards. All materials meets City of Geneva's specification.</p>			
Attachments: <i>(please list)</i>			
<ul style="list-style-type: none"> • Memo from Superintendent Holton • Resolution • Sourcewell Review and Comment of Proposals 			
Voting Requirements:			
<p><i>This motion requires 6 affirmative votes for passage.</i></p> <p><i>The Mayor may vote on three occasions: (a) when the vote of the aldermen or trustees has resulted in a tie; (b) when one half of the aldermen or trustees elected have voted in favor of an ordinance, resolution, or motion even though there is no tie vote; or (c) when a vote greater than a majority of the corporate authorities is required by state statute or local ordinance to adopt an ordinance, resolution, or motion.</i></p>			
Recommendation / Suggested Action: <i>(how the item should be listed on agenda)</i>			
Recommend Authorizing Annual Purchase of Transformers and Material Through Sourcewell Contract 121218WES from WESCO.			



PUBLIC WORKS DEPARTMENT
MEMORANDUM

March 21, 2022

Memo To: Mayor Burns and Committee of the Whole

From: Aaron Holton, Superintendent of Electrical Services

Re: Recommendation for the annual purchase of transformers and equipment through the Sourcewell Contract 121218WES from WESCO.

In years past the City would request sealed bids for multiyear delivery of distribution transformers and equipment. In preparation for the upcoming bid for transformers, the Electric Division staff reached out to our normal suppliers to give them a "heads-up" for upcoming bid. Staff was told by all but one supplier that they would not be submitting bids due to price volatility and supply chain shortages. Several transformer manufacturers are no longer accepting new orders, or are tacking on excessive lead times to any order that is accepted.

In light of this news, staff began researching alternative methods of fulfilling our need to order and stock transformers and material for construction and replacement. Sourcewell is a purchasing cooperative that competitively bids contracts for government and non- or not-for-profit entities. Sourcewell bidding procedures and methods satisfy the City's requirement of seeking sealed bids on purchases exceeding \$20,000 and allow the City to participate in a larger bid quantity pool. This gives the City an economy of scale we wouldn't normally be capable of and broadens the bidder pool. These purchasing contracts assure the City of lowest responsible bidder while reducing staff time and administration costs. In the past, the City has used Sourcewell and other purchasing cooperative contracts to purchase equipment, vehicles and services.

WESCO has received the Sourcewell Contract 121218WES for electrical distribution equipment including transformers. WESCO has been a bidder on previous City contracts for transformers and has performed well in fulfilling orders.

Staff Recommendations:

After careful and thorough review, it is the staff's recommendation to COW, that COW approves and recommends City Council **to authorize the annual purchase of transformers and equipment through Sourcewell contract 121218WES from WESCO for FY 2022/23.**

Cc: Stephanie Dawkins, City Administrator
Ben McCreedy, Asst. City Administrator
Rich Babica, Director of Public Works
Jennifer Hilkemann, Manager of Distribution Construction and Maintenance
Jose Ruiz, Manager of Electric Operations
Kirk Landberg, Purchasing & Inventory

RESOLUTION NO. 2022-25

RESOLUTION AUTHORIZING ANNUAL PURCHASE OF TRANSFORMERS AND MATERIAL THROUGH SOURCEWELL CONTRACT 121218WES FROM WESCO

BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF GENEVA, KANE COUNTY, ILLINOIS, as follows:

SECTION 1: That the City Administrator is hereby authorized, on behalf of the City of Geneva, to purchase transformers and material through Sourcewell contract 121218WES from WESCO, in the form attached hereto.

SECTION 2: This Resolution shall become effective from and after its passage as in accordance with law.

PASSED by the City Council of the City of Geneva, Kane County, Illinois, this 4th day of April, 2022

AYES: __ NAYS: __ ABSENT: __ ABSTAINING: __ HOLDING OFFICE: __

Approved by me this 4th day of April, 2022.

Mayor

ATTEST:

City Clerk

COMMENT AND REVIEW

to the

REQUEST FOR PROPOSAL (RFP) #121218

Entitled

FACILITY MRO (MAINTENANCE, REPAIR & OPERATIONS), INDUSTRIAL & BUILDING SUPPLIES WITH RELATED EQUIPMENT, ACCESSORIES, SUPPLIES & SERVICES

The following advertisement was placed in the print and online version of Oregon's *Daily Journal of Commerce* on October 26, 2018, in the print and online version of *USA Today*, in the print and online version of *The Salt Lake Tribune*, in the print and online version of South Carolina's *The State* on October 25, 2018 and the Sourcewell website www.sourcewell-mn.gov, *Biddingo*, *MERX*, *The New York State Contract Reporter* website www.nyscr.ny.gov, *Onvia* www.onvia.com, and *PublicPurchase.com*.

Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #121218 FACILITY MRO (MAINTENANCE, REPAIR & OPERATIONS), INDUSTRIAL & BUILDING SUPPLIES WITH RELATED EQUIPMENT, ACCESSORIES, SUPPLIES & SERVICES. Details of this RFP are available beginning October 25, 2018. Details may be obtained by letter of request to Kim Austin, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at RFP@sourcewell-mn.gov. Proposals will be received until December 12, 2018 at 4:30 p.m. Central Time at the above address and opened December 13, 2018 at 8:30 a.m. Central Time.

RFPs were requested by and distributed to:

Access Supports for Living	Kimball Midwest
Advanced Alarm & Fire, Inc.	Kipper Tool Co Inc
AG-PRO TEXAS	Lawson Products, Inc.
AIM Environmental Group	Life Safety Services, LLC
Ainsworth Inc	Lighting Maintenance Co. / Solar Sound Corp.
Airgas LLC	Makita USA Inc
ALB Plus	Mark's Plumbing Parts
Alberta Casters Ltd	McGuire Bearing
Allied Construction Corp.	McKinstry
Allseating Corporation	MH Equipment
American Cargo Group	Mondo USA, Inc.
Anderson Service Inc.	Motion Industries, Inc.
ASPEN Refrigerants, Inc.	MSC Industrial Supply
ATCO Frontec	NAPA
Ballard Industrial	NAPA Integrated Business Solutions
Becker Safety and Supply	New England Maintenance Services LLC
Bid Ocean, Inc.	New York State Office of General Services
Black & McDonald Limited	Next Supply

Bucks Fabricating Inc	OfficeMart.com
CDW Corporation	OSRAM Sylvania Lighting Solutions
CFS Interiors & Flooring	Pacific General Builders
Coltrane Systems	Perfection Cleaning Supplies, LLC
Communications Supply Corp. A subsidiary of WESCO	Prime Vendor Inc.
Construction Bid Source	Process Barron
Cook Iron Store Co. Inc.	PUB Construction, Inc.
Craftmaster Hardware	RAM-USA
Crescent Electric	Real Time Networks
DataBid	Reliable Investments LLC
Dexterra	RHD Enterprises
Dominionaire Contracting Inc	Rubb Buildings Inc.
Double AA	Sanico
Eagle Construction Company	Savoy Contract Furniture
Embankscape Equipment LLC	Shannon Specialty Floors
Emergency Services Communications	SmartProcure
ESE Sales & Service	SOLID Surface Care
Facility Solutions Group	Sonetics Corp.
Fastenal Company	Staples
Ferguson Enterprise	StoneMeadow Services
Foresight Services, Inc.	SupplyWorks
George S Hall, Inc	The Blue Book Building & Construction Network
Gilbert International Inc	The Part Works, Inc.
Global Cleaning Group	The Tools Man, Inc.
Grainger	ThorWorks Industries Inc.
GSH	ULE Group
Guardian Service Industries, Inc.	Unified Brands
HD Supply Construction & Industrial - White Cap	Unipak Corp
Herc-U-Lift	United Rotary Brush Corporation
High Purity Water Services	URS Electronics
Hi-Line Electric Co. Inc.	Valor Holdings LLC
Hilti, Inc.	Veolia
HYTORC	Visual Infomedia
IM Supply Company	Walker Mowers
Indelco Plastics Corporation	Waste Equipment Rentals & Sales
Indiana Automotive Equipment	Wesco Gas & Welding Supply Inc.
ISC Companies	Western Fire & Safety Co. Inc.
Jones Lang LaSalle	Winzer Corp
Karcher North America, Inc.	



Proposals were opened on December 13, 2018, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

Fastenal Company
Genuine Parts Company / NAPA Integrated Business Solutions
HD Supply Construction Supply, Ltd.
IM Supply Company
Kimball Midwest
Kipper Tool Company
Lawson Products, Inc.
Life Safety Services, LLC
Motion Industries, Inc.
Rubb, Inc. dba Rubb Building Systems
Solid Surface Care, Inc.
SYLVANIA Lighting Services Corp., dba SYLVANIA Lighting Solutions
Unipak Corp
W.W. Grainger, Inc.
WESCO Distribution, Inc.
Winzer Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, Sourcewell Procurement Lead Analyst
Carol Jackson, Sourcewell Procurement Analyst III
Brandon Town, CPSM, Sourcewell Procurement Analyst II
Michael Munoz, Sourcewell Procurement Analyst II

The findings of the Proposal Evaluation Committee are summarized as follows:

Proposals were received in sealed packages from Aspen Refrigerants, Inc., Facility Solutions Group, MSC Industrial Supply Co., and The Tools Man Industrial Supply after the deadline for delivery. The untimely packages were returned, unopened, to Aspen Refrigerants, Inc., Facility Solutions Group, MSC Industrial Supply Co., and The Tools Man Industrial Supply in accordance with the RFP terms.

The Proposal Evaluation Committee used the Sourcewell, formerly NJPA RFP evaluation criteria and determined that all proposal responses met Level-One responsiveness and all but Rubb, Inc. dba Rubb Building Systems met Level-Two Responsiveness and were evaluated. All of the products and services proposed by Rubb, Inc. dba Rubb Building Systems were determined to fall outside of the scope of the RFP and so the Proposal did not meet Level-Two Responsiveness.

Fastenal Company provides Sourcewell Members with access to thousands of MRO and construction products in a variety of purchasing methods. They are offering an assortment of services including vending, onsite partnership, and vendor managed inventory solutions. Fastenal has regional distribution centers throughout the United States and Canada, with a fleet of delivery trucks to ensure inventory availability. In addition,



Fastenal offers a branch-based service model that offers ‘same day delivery’ (or faster) in not only major cities but also small towns and rural areas across North America. Fastenal offers a solid discount off standard prices.

Genuine Parts Company / NAPA Integrated Business Solutions provides vendor managed inventory services for facility MRO products. NAPA IBS will work to customize each operation taking into account sourcing needs, varying equipment, and staffing situations. NAPA IBS has a strong sales and service force that can cover Member needs in the United States and Canada. NAPA IBS brings a clearly defined pricing structure that provides value to the Member.

HD Supply Construction Supply, Ltd. is a construction product and service supplier with a vast inventory of brand name and proprietary products that are available through will call, site delivery and direct ship options. HD Supply is prepared to serve Sourcewell Members through their direct sales staff located across the United States and Canada along with their distribution locations and a fleet of delivery trucks. HD Supply’s proposal offers a solid discount off standard pricing for Sourcewell Members.

Motion Industries, Inc. distributes industrial products, replacement parts, related supplies and services utilizing a large network of branch locations throughout the United States and Canada. They have a robust sales and service force which includes repair and service centers equipped to handle field services. Motion Industries features a 24-hour “after hours” service line for Members with needs outside normal business hours. Motion Industries offers competitive pricing as well as volume rebates and volume sales discounts for Members.

W.W. Grainger, Inc. offers extensive experience within the industry along with a large sales and service force in the United States and Canada, comprehensive marketing plan, and competitive pricing. They are offering a wide-range of products and services in the maintenance, repair and operating (MRO) supplies category. W.W. Grainger, Inc. also assists Sourcewell Members with emergency support 24/7/365 should an event occur.

WESCO Distribution Inc. offers access to facility MRO products, tools and equipment, electrical and lighting products, and electric power transmission products. WESCO has a strong branch network, outside and inside sales force. In addition, WESCO has several subsidiaries that will work directly with Sourcewell Members. WESCO offers products that are environmentally preferable and are identified as green energy and renewable through catalogs on their website. WESCO offers a healthy discount off MSRP prices for Members.

For these reasons, the Sourcewell, formerly NJPA, Proposal Review Committee recommends award of Sourcewell Contract #121218 to:

- | | |
|--|-------------|
| Fastenal Company | #121218-FAS |
| Genuine Parts Company / NAPA Integrated Business Solutions | #121218-GPC |
| HD Supply Construction Supply, Ltd. | #121218-HDS |
| Motion Industries, Inc. | #121218-MII |
| W.W. Grainger, Inc. | #121218-WWG |
| WESCO Distribution Inc. | #121218-WES |

The preceding recommendations were approved on January 22, 2019:

DocuSigned by:

Kim Austin

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Kim Austin, Sourcewell Procurement Lead Analyst

DocuSigned by:

Carol Jackson

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Carol Jackson, Sourcewell Procurement Analyst III

DocuSigned by:

Brandon Town

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Brandon Town, CPSM, Sourcewell Procurement Analyst II

DocuSigned by:

Michael Munoz

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Michael Munoz, Sourcewell Procurement Analyst II