

ITEM #: 26
DATE: 04-08-25
DEPT: ELEC

COUNCIL ACTION FORM

SUBJECT: **ELECTRIC DEPARTMENT PRIMARY CABLE PURCHASE**

BACKGROUND:

This contract is for the purchase of primary cable necessary to meet the anticipated needs of the City's electric distribution system. This cable is kept on hand in order to ensure availability which will enable staff to quickly make repairs to maintain or restore utility services.

Staff issued a Request for Quotation (RFQ) for an inventory restock, containing one requested product. On March 20, 2025, an RFQ document was posted to Ames Bids, the electronic bidding site. A total of 28 potential bidders viewed the project. On March 27, 2025, bids were received as follows:

RESPONDING SUPPLIER	RESPONSE TOTAL (inclusive of tax)	LEAD TIME
RESCO of Ankeny, IA	\$ 132,252.00	25-27 weeks
WESCO Distribution of Des Moines, IA - Alternate Bid	\$ 133,677.78	1 week (in stock)
WESCO Distribution of Des Moines, IA	\$ 137,067.00	July/Aug 2025
Border States of Ames, IA	\$ 141,561.00	10 weeks
Fletcher Reinhardt Company of Cedar Rapids, IA	Non-Responsive - Not an Approved Manufacturer	

Immediate access to the cable is important to meeting customer needs. Although RESCO submitted the lowest bid, the lead time is estimated to be 25-27 weeks, which does not meet the needs of the Electric Department and is not acceptable. Electric Services is not obligated to accept the low bid. Rather, it can award a contract for the bid that is in the best interest for the utility and its customers.

WESCO submitted an alternate bid. Both responses specify the same product, however the alternate bid comes in at a lower cost and quicker lead time. The difference is that it will be packaged on their standard reel length of 2,750 feet for a total of 30,250 feet of cable. The Electric Department requested 30,000 feet of cable, packaged on 2,500 foot reels, but considering this analysis, staff determined it is in the best interest of the City to award the bid to WESCO, accepting their alternate bid.

There is no budgeted amount for this purchase. The cable will be placed into inventory, where it will be charged to each specific projects as the material is put into service.

ALTERNATIVES:

1. Award a contract to WESCO Distribution of Des Moines, Iowa for the purchase of primary cable in the amount not to exceed \$133,677.78 (Alternate Bid). Payments will be based on unit prices and quantities ordered inclusive of all applicable sales taxes.

2. Direct staff to award the contract to another bidder.
3. Reject the bids.

CITY MANAGER'S RECOMMENDED ACTION:

Primary cable is a critical component to provide reliable electric distribution services to the utility customers. Having cable readily available for quick repairs without significant disruption to services is imperative. Therefore, it is the recommendation of the City Manager that the City Council adopt Alternative No. 1, as described above.