

ITEM #:	30
DATE:	06-09-26
DEPT:	ELEC

COUNCIL ACTION FORM

SUBJECT: ELECTRIC DEPARTMENT 15KV CABLE PURCHASE

BACKGROUND:

This contract is for the purchase of 15kV 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 based on 7,800 feet of cable, containing one requested product. On May 20, 2026, an RFQ document was posted to Ames Bids, the electronic bidding site. On June 3, 2026, bids were received as follows:

RESPONDING SUPPLIER	RESPONSE TOTAL (inclusive of tax)	LEAD TIME
Fletcher Reinhardt Company of Cedar Rapids, IA	\$265,820.10	28+ Weeks
Echo Electric Supply of Ames, IA	\$287,937.00	8-9 Weeks
WESCO Distribution of Des Moines, IA	\$298,485.06	10-12 Weeks
RESCO of Ankeny, IA	\$317,340.60	8 Weeks
CribProcure Inc. of Lago Vista, TX	\$385,200.00	22 Weeks
Border States of Ames, IA	\$399,175.163	25-26 Weeks

The City's material specifications indicated that only Kerite and Okonite are the acceptable manufacturers of this cable. Although Fletcher Reinhardt Company and Echo Electric Supply submitted lower bids, neither submitted bids for cable made by either of the two approved manufacturers. WESCO Distribution, however, submitted a bid for Okonite cable, and therefore, is the lowest responsive bidder meeting the specified manufacturer requirements.

WESCO Distribution includes an escalation/de-escalation clause tied to the price of copper at the time of shipment. Alternatively, pricing may be locked in on the date the order is placed. Electric Services has elected to apply pricing at time of order. Pricing includes all currently imposed tariffs. If new tariffs are enacted prior to shipment, applicable tariff costs will be added as a separate line item on the invoice. Final invoicing will reflect the actual delivered length at the quoted unit price.

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

ALTERNATIVES:

1. Award a contract to WESCO of Des Moines, IA, for the purchase of 15kV cable for Electric Services in the amount not to exceed \$298,485.06. 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.