

# Welcome to the

## Awards Meeting

**March 13, 2025, 10:00 AM EST**

You have been joined to the meeting with your **audio muted** by default.

At the designated public comment time we will provide opportunity for you to unmute to speak.

During the meeting, public comments received via e-mail regarding any matter on the agenda for consideration will be read out. Per the Public Notice Agenda posted on [JEA.com](http://JEA.com), public comments by e-mail must be received no later than 9:00 a.m. on the day of the meeting to be read during the public comment portion of the meeting.

Please contact **Aileen Cruz** by telephone at **(904) 776-1911** or by email at **[cruza@jea.com](mailto:cruza@jea.com)** if you experience any technical difficulties during the meeting.

JEA Awards Agenda March 13, 2025 225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor <a href="#">Teams Meeting Info</a> Consent Agenda												
The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief. The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for Formal Purchases as defined by Section 3-101 of the JEA Procurement Code. Please refer to JEA's Procurement Code, if you wish to protest any of these items.												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Business Unit Estimate	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term (Projected) Start Date - End Date	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 03/06/2025 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Invitation for Bid (IFB)	1411906646 - Construction Services for Cisco Drive to Garden Street 20-Inch Water Main Project	Zammataro	Callaway Contracting, Inc.	Capital	\$6,605,252.00	\$5,177,234.60	N/A	\$5,177,234.60	N/A	Project Completion Start: 5/10/2025 End: 3/13/2026	Y - 7% RZ Services - \$180,000.00 DJ Contracting of Jacksonville, Inc. - \$34,936.97 Landscape Construction, LLC - \$91,016.46
	Moved to regular agenda as Item #3											
3	Invitation For Bid (IFB)	1411924646 (IFB) CCCN Circuit 372 Addition - UG MH Conduit	Erixton	HEART UTILITIES OF JACKSONVILLE INC.	Capital	\$900,000.00	\$995,570.00	N/A	\$995,570.00	N/A	Project Completion Start Date: 03/31/2025 End Date: 08/01/2025	N
	Date Advertised: 1/23/2025 Date Opened: 2/25/2025 Five (5) Bids Received Heart Utilities of Jacksonville Inc- \$995,570.00 SPE Utility Contractors. - \$1,219,000.00 Hypower LLC- \$1,455,634.00 The Fishel Company - \$1,506,310.86 Irby Construction Company - \$2,933,797.00  The purpose of this solicitation is to select a vendor to provide installation of less than 1 mile of underground distribution infrastructure, including manholes and duct bank system along the west side of POW-MIA Memorial Parkway. The Contractor shall provide all labor, supervision, equipment, and materials (except as otherwise noted). JEA will provide contractor with 10 precast concrete manholes, each including frames, covers, and extension rings. The list of PVC-related components includes coilaible PE conduit (10,000 feet of 4" and 30,000 feet of 6") and additional 20' sections of 4 and 6" conduit, along with various PVC couplers, elbows, and plugs in sizes of 1", 4", and 6". Materials for manhole grounding consist of 30 threadless ground rods with clamps, 400 feet of soft-drawn #4 solid bare copper conductor, couplings, and bronze connectors. Additionally, the materials list includes 11 units of quick-set cement and 10 conduit/cable markers.  Since JEA installed the new 50 MVA T2 at the CCC North substation, JEA Operations has been using the spare 372 circuit breaker, the 26kV transfer bus, and the 378 feeder conductor (not the 378 breaker) to serve most of the Cecil 389 overhead circuit with extends west and east along Normandy Boulevard at POW-MIA Memorial Parkway. The CCCN T1 serves two circuits, 377 and 378, which were constructed mostly underground to provide high reliability and excellent power quality. JEA Operations has decided to make this change permanent. To free up the 26kV transfer bus and maintain the existing underground 378 breaker and feeder, a new 372 distribution feeder will be extended from the existing 372 spare breaker to the south side of Normandy Boulevard. An additional benefit for this project is that existing overhead 26kV primary conductors will be removed off the mostly underground 377 circuit and onto the new 372 circuit.  The award amount of \$995,570.00 is slightly higher than the budget estimate of \$900,000.00. The budget estimate was calculated based off the current unit price contract we have for these services that was executed in 2019 with yearly capped CPI increases. Taking this into account, the award amount is deemed reasonable.											
Consent Agenda Action												
Committee Members in Attendance	Names	Ted Phillips, Jordan Pope, Ricky Erixton										
Motion by:	Jordan Pope											
Second By:	Ricky Erixton											
Committee Decision	Approve award items 1 & 3; Move award item #2 to the Regular Agenda for discussion.											

Regular Agenda												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Business Unit Estimate	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) IF Y, then list company name(s) (% , \$ - awarded)	Action
1	Invitation To Negotiate	1411913846 ITN-Public Education Services	Mooreland	St. John and Partners Advertising and Public Relations	\$16,350,000.00	\$16,350,000.00	N/A	\$16,350,000.00	N/A	Five (5) Years w/Two (2)-One (1) Year Renewals Start: 05/01/2025 End: 04/30/2030	Y- Accuity Designs Group Inc 1-3% of Agency Fees	<div>Motion by: Jordan Pope</div> <div>Second by: Ricky Erixton</div> <div>Committee Decision: Approved</div>
2	Single Source	N00 Atomizing Air Compressor AB Replacement Project	Erixton	FS-Compression CO., LLC	\$1,129,442.00	\$6,605,252.00	N/A	\$1,129,442.00	N/A	Project Completion Start Date: 03/14/2025 End Date: 02/01/2026	N	<div>Motion by: Ricky Erixton</div> <div>Second by: Jordan Pope</div> <div>Committee Decision: Approved</div>
3	Invitation for Bid (IFB)	1411906646 - Construction Services for Cisco Drive to Garden Street 20-Inch Water Main Project	Zammataro	Callaway Contracting, Inc.	\$5,177,234.60	\$900,000.00	N/A	\$5,177,234.60	N/A	Project Completion Start: 5/10/2025 End: 3/13/2026	Y - 7% RZ Services - \$180,000.00 DJ Contracting of Jacksonville, Inc. - \$34,936.97 Landscape Construction, LLC - \$91,016.46	<div>Motion by: Jordan Pope</div> <div>Second by: Ricky Erixton</div> <div>Committee Decision: Approved</div>
Consent and Regular Agenda Signatures												
Budget	Name/Title	<div>Stephanie M. Nealy</div>										
Awards Chairman	Name/Title	<div>Theodore B. PhillipsCFO</div>										
Procurement	Name/Title	<div>Lisa Pleasant(on behalf of Jenny McCollum)</div>										
Legal	Name/Title	<div>Rebecca Lavis</div>										

Award #1 Supporting Documents 03/13/25												
JEA Awards Agenda												
March 06, 2025												
225 North Pearl St., Jacksonville, FL 32202 - Hydrangea Room 1st Floor												
<a href="#">Teams Meeting Info</a>												
Consent Agenda												
The Chief Procurement Officer offers the following items for the JEA Awards Consent Agenda. Any item may be moved from the Consent Agenda to the Regular Agenda by a committee member asking that the item be considered separately. All items on the Consent agenda have been approved by OGC, Budget and the Business Unit Vice President and Chief. The posting of this agenda serves as an official notice of JEA's intended decision for all recommended actions for <b>Formal Purchases</b> as defined by <b>Section 3-101 of the JEA Procurement Code</b> . Please refer to JEA's Procurement Code, if you wish to protest any of these items.												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Funding Source	Business Unit Estimate	Award Amount	Original Award Amount	New Not-to-Exceed	Amendments	Term (Projected) Start Date - End Date	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)
1	Minutes	Minutes from 02/27/2025 Meeting	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	Request for Proposal (RFP)	14118S8046 Construction Management at Risk (CMAR) for Blacks Ford WRF Expansion Project	Zammataro	PCEO, Inc (dba. PC Construction)	Capital	\$800,000.00	\$753,916.00	N/A	\$753,916.00	N/A	Project Completion Start: 03/27/2025 End: 03/29/2029 (Estimated)	N
	Advertised: 10/18/2024 Opened: 11/26/2024 Four (4) Proposers Public Evaluation Meeting: 12/18/2024 Proposers (Ranked): 1. PC Construction 2. Sundt 3. Wharton-Smith 4. Haskell For additional information contact: Marline McDonald  The scope of work for this contract is to provide Construction Manager-at-Risk (CMAR) services for the Blacks Ford WRF Expansion project. The CMAR will provide pre-construction administrative services, including estimating, scheduling, risk management and value engineering. The construction phase of the expansion project includes an additional oxidation ditch to increase treatment capacity from 6.0 MGD to 12.0 MGD, as well as rehabilitation of existing facilities.  Negotiations for the pre-construction phase of the work have been completed. The final scope and fee for the pre-construction services was reviewed by JEA project staff and procurement and deemed reasonable compared to previous projects. JEA will bring future amendments for approval for early work Guaranteed Maximum Price (GMPs) and the final construction GMP. The 60% estimate for total construction costs is \$215,270,176.00.											
3	Invitation for Bid	1411876846 Normandy APSTF Relay Construction Services	Melendez	Reliable Substation Services, Inc.	Capital	\$964,071.00	\$1,694,000.00	N/A	\$1,694,000.00	N/A	Project Completion Start Date: 03/20/2025 End Date: 03/19/2029	N
	Advertised: 01/09/2025 Opened: 02/11/2025 Four (4) Bids Received: Reliable Substation Services, Inc. \$1,694,000.00 Cogburn Bros., Inc. \$3,531,000.00 Powerverve Technologies, Inc. \$4,893,000.00 National Electrical Engineering Consultants, LLC dba NEEC \$6,460,376.48 For additional information contact: Lynn Rix  The purpose of this solicitation is to evaluate and select a vendor to provide construction services at the Normandy substation. Services needed include cable pulls from the substation yard to a new control house. Temporary cables must also be pulled between the new and old control houses. A new substation control house was recently completed, and this project is to move service over from the old house. This is expected to take place during outages over an approximate four (4) year period.  The scope of work includes but is not limited to: Pull and terminate yard cables. Pull and terminate panel-to-panel cables. Pull new AC and DC cables to each panel. Demo existing yard cables and panel-to-panel cables. Demo existing AC and DC control house cables. Demo old panels. Pull communication cables. Place and install new panels. Extend cable tray and install communication tray. Install GPS clock and antenna. Bring cable from storeroom to substation. Label all cables. Pull and remove all temporary cables as directed. Remove old and install new breaker, transformer, PT and motor switch conduit as needed.  The lowest responsive bid from Reliable Substation Services, Inc. of \$1,694,000.00 represents a 76% increase above the original estimate of \$964,071.00. This estimate was based on past projects. However, the low bid represents a 52% decrease from the next lowest bid of \$3,531,000.00 and was deemed reasonable.											
4	Emergency/Ratification	1410711246 Emergency Restoration Services for Overhead Electrical Distribution & Transmission Facilities	Wheeler	SPE Utility Contractors FD, LLC dba SPE Group	N/A	N/A	\$7,836,892.05	\$300,000.00	\$8,578,817.41	10/29/2024 - \$141,925.36 02/06/2025 - \$300,000.00	One (1) year w/ Four (4) - 1 Yr. Renewals Start Date: 06/17/2022 End Date: 06/16/2026 (1 Renewal remaining)	N
	Moved to Regular Agenda as Item 1											
Consent Agenda Action												
Committee Members in Attendance	Names	Stephen Datz, Kim Wheeler, Jody Brooks										
Motion by:	Jody Brooks											
Second By:	Kim Wheeler											
Committee Decision	Approved											

Award #1 Supporting Documents 03/13/25												
Regular Agenda												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Business Unit Estimate	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)	Action
1	Emergency/Ratification	1410711246 Emergency Restoration Services for Overhead Electrical Distribution & Transmission Facilities	Wheeler	SPE Utility Contractors FD, LLC dba SPE Group	\$7,836,892.05	N/A	\$300,000.00	\$8,578,817.41	10/29/2024 - \$141,925.36 02/06/2025 - \$300,000.00	One (1) year w/ Four (4) - 1 Yr. Renewals Start Date: 06/17/2022 End Date: 06/16/2026 (1 Renewal remaining)	N	Motion by: Jody Brooks
	Emergency Storm Ratification											Second by: Kim Wheeler
	For additional information contact: Jason Behr											Committee Decision: Approved
	JEA solicited rates from multiple vendors to provide emergency restoration services for overhead electrical distribution and transmission facilities. All contracts begin the storm season with an informal amount of 300k to be able to utilize in the event of a storm. After we utilize a contracted vendor and receive final invoicing, we bring these storm ratifications to the Awards Committee.  This request covers transmission and distribution overhead storm support and repair services for storm damage repairs due to Hurricane Idalia, Hurricane Helene, and Hurricane Milton. These invoices cover labor, materials, meals, and other miscellaneous expenses.  DISCUSSION/ACTION: Original start date was June 9, 2022. Clarification was requested as to why the end date is June 16 and not June 8. The original start date was the date of the original award approval. The start date has been updated to reflect June 17, 2022, when the contract became effective. DISCUSSION/ACTION PARTICIPANTS: Stephen Datz, Jason Behr											
Informational Items												
Award #	Type of Award	Solicitation # & Short Description/Title	VP	Awardee	Award Amount	Business Unit Estimate	Original Award Amount	New Not-to-Exceed	Amendments	Term	JSEB Participation (Y/N) If Y, then list company name(s) (% , \$ - awarded)	
1	Informational	1411852047 Construction Services for the Arlington East WRF Expansion Project	Zammataro	Wharton-Smith Inc.	\$99,117,000.00	\$96,857,000.00	N/A	\$99,117,000.00	N/A	Project Completion Start: 03/27/2025 End: 01/30/2028 (Estimated)	Y RZ Service Group, LLC (Materials) \$3,500,000.00 L&L Supply, Inc. (Electrical Gear) \$1,000,000.00 Landscape Construction LLC (Sodding) \$30,600.00 D and J Erosion Control Specialists, LLC (Erosion Control) \$10,000.00 M&J Striping, Inc. (Striping) \$5,143.00	
	Advertised: 10/02/2024 Opened: 11/19/2024 One (1) Proposer Wharton-Smith Inc. - \$99,117,000.00 Board Approved: 02/25/2025 For additional information contact: Marlene McDonald  The scope of work for this contract includes the construction upgrades at the Arlington East WRF including an influent structure, aeration basin, primary clarifier and blowers.  JEA originally bid this work on January 2024 as an Invitation for Bids (IFB) and received one bid from Wharton-Smith in the amount of \$96,857,000.00. The JEA Board asked Procurement and project staff to re-bid the project in an attempt to receive more than one bid. JEA issued a Request for Information (RFI) prior to rebidding and received feedback from potential contractors. Based on that feedback, JEA changed the solicitation from an IFB to an evaluated Request for Proposal (RFP) with 50% of available points for price and 50% of points based on contractor qualifications. Additionally, the bid workbook was simplified and the bid time was extended. Extensive outreach was completed by Procurement and project staff to notify contractors of the upcoming bid.  After re-bidding, JEA only received one bid from Wharton-Smith for approximately 2.3% above the previous bid amount. The increase is due mainly to material and labor cost escalation. JEA staff reviewed the bid and determined it reasonable based on current market conditions. Contractors not submitting stated a focus on Construction Management-at-Risk (CMAR) and Progressive Design Build (PDB) for projects of this size as the reason for not submitting. The JEA Board reviewed the bid and approved the award of a contract on 02/25/2025.											
Consent and Regular Agenda Signatures												
Budget	Name/Title	Stephanie M Dealy										
Awards Chairman	Name/Title	Stephen Datz VP IT Infra. and Ops.										
Procurement	Name/Title	J M M										
Legal	Name/Title	Rebecca Lavis										



**Award #2 Supporting Documents 03/13/25**

## Appendix B - Bid Form

1411906646 - Construction Services for Cisco Drive to Garden Street 20-Inch Water Main Project

Submit the Bid electronically as described in the Solicitation.

Company Name: Callaway Contracting, Inc. \_\_\_\_\_

Company's Address: 10950 New Berlin Rd. Jacksonville FL 32226 \_\_\_\_\_

License Number: CGC009273, CUC050627 \_\_\_\_\_

Phone Number: 904-751-8944 FAX No: 904-751-0940 Email Address: [jim@callawaycontracting.com](mailto:jim@callawaycontracting.com)**BID SECURITY REQUIREMENTS**

- ☐ None required  
☒ Certified Check or Bond (Five Percent (5%))

**TERM OF CONTRACT**

- ☐ One Time Purchase  
☐ Annual Requirements  
☒ Other, Specify - Project Completion

**SAMPLE REQUIREMENTS**

- ☒ None required  
☐ Samples required prior to Bid Opening  
☐ Samples may be required subsequent to Bid Opening

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- ☐ None required  
☒ Bond required 100% of Bid Award

**QUANTITIES**

- ☐ Quantities indicated are exacting  
☒ Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

**INSURANCE REQUIREMENTS**

Insurance required

**PAYMENT DISCOUNTS**

- ☐ 1% 20, net 30  
☐ 2% 10, net 30  
☐ Other \_\_\_\_\_  
☒ None Offered

**ENTER YOUR BID FOR SOLICITATION 1411866848****TOTAL BID PRICE**

**Total Bid Price**  
(enter total from cell G89 in the Bid Workbook)

\$ 5,171,234.60

☒ I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

**BIDDER CERTIFICATION**

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict of Interest and Ethics) of this Solicitation.

We have received addenda

\_\_\_\_\_ 1 \_\_\_\_\_ through \_\_\_\_\_ 4 \_\_\_\_\_

Handwritten Signature of Authorized Officer of Company or Agent

Date

James P. Callaway, President  
Printed Name and Title

# Award #2 Supporting Documents 03/13/25

1411906646 Appendix B - Bid Workbook						
Construction Services for Cisco Drive to Garden Street 20-Inch Water Main Project						
(Only complete the prices in yellow cells)						
					Company:	Callaway Contracting, Inc.
<b>PART 'A' - JEA WORK ITEMS</b>						
Item	JEA W/WW Standards Manual M&P	Description	Est. Qty.	Unit	Unit Price	Total
<b>Water Main</b>						
1	801.XII.1	20" DI CL 250 Water Main	8,910	LF	\$ 241.42	\$ 2,151,052.20
2	801.XII.1	24" DI CL 250 WM Spool	8	LF	\$ 969.56	\$ 7,756.48
3	801.XII.1	12" DI CL 250 Water Main	60	LF	\$ 137.79	\$ 8,267.40
4	801.XII.1	6" DI CL 250 Water Main	205	LF	\$ 106.79	\$ 21,891.95
5	801.XIII.3	20" Gate Valve	12	EA	\$ 19,115.17	\$ 229,382.04
6	801.XIII.3	12" Gate Valve	1	EA	\$ 6,039.11	\$ 6,039.11
7	801.XIII.3	6" Gate Valve	19	EA	\$ 2,413.02	\$ 45,847.38
8	919*	2" Manual ARV Assembly	3	EA	\$ 3,538.64	\$ 10,615.92
9	801.XII.2	6" 90-Degree Bend-DI, MJ	9	EA	\$ 707.48	\$ 6,367.32
10	801.XII.2	6" 22.5 Degree Bend-DI, MJ	2	EA	\$ 657.07	\$ 1,314.14
11	801.XII.2	20" Sleeve - DI, MJ	2	EA	\$ 3,827.14	\$ 7,654.28
12	801.XII.2	24" 11 25-Degree Bend-DI, MJ	2	EA	\$ 4,017.29	\$ 8,034.58
13	801.XII.2	20" 45-Degree Bend-DI, MJ	16	EA	\$ 3,803.85	\$ 60,861.60
14	801.XII.2	20" 22.5-Degree Bend-DI, MJ	2	EA	\$ 3,872.49	\$ 7,744.98
15	801.XII.2	20" 11 25-Degree Bend-DI, MJ	1	EA	\$ 3,780.61	\$ 3,780.61
16	801.XII.2	12" 45-Degree Bend-DI, MJ	4	EA	\$ 1,620.94	\$ 6,483.76
17	801.XII.2	20" x 6" Tee - DI, MJ	19	EA	\$ 4,652.19	\$ 88,391.61
18	801.XII.2	20" x 12" Tee-DI, MJ	1	EA	\$ 5,629.06	\$ 5,629.06
19	801.XII.2	24" x 20" Reducer- DI, MJ	2	EA	\$ 4,733.24	\$ 9,466.48
20	801.XII.2	12" CAP-DI, MJ	1	EA	\$ 1,024.53	\$ 1,024.53
21	801.XIII.1	Fire Hydrant	19	EA	\$ 6,463.89	\$ 122,813.91
22	801.XII.14	Sample Tap - JEA Plate W-25	10	EA	\$ 1,400.08	\$ 14,000.80
23	801.XIII.9	2" Flushing Valve Below Grade	1	EA	\$ 3,787.84	\$ 3,787.84
24	801.XII.2	24" HDPE - DI Adapter	2	EA	\$ 3,931.55	\$ 7,863.10
25	801.XII.4	Poly Wrap for 12" DIP	60	LF	\$ 29.32	\$ 1,759.20
26	801.XII.4	Poly Wrap for 6" DIP	205	LF	\$ 18.54	\$ 3,800.70
27	801.XII.4	Poly Wrap for 20" DIP	8,910	LF	\$ 7.41	\$ 66,023.10
28	801.XII.4	Poly Wrap for 24" DIP	8	LF	\$ 131.31	\$ 1,050.48
29	801.XII.6	12" Pipe Bell Restraints	3	EA	\$ 674.35	\$ 2,023.05
30	801.XII.6	20" Pipe Bell Restraints	216	EA	\$ 1,316.77	\$ 284,422.32
<b>HDD - Trenchless Crossing</b>						
31	801.XII.1	24" HDPE (DIPS) DR-11 Water Main - HDD / Horizontal Directional Drill	397	LF	\$ 545.71	\$ 216,646.87
<b>Restoration</b>						
32	801.IX.2	COJ Standards - Driveway Removal (Concrete)	770	SY	\$ 27.75	\$ 21,367.50
33	801.IX.5	COJ Standards - Driveway Replacement (Concrete) 5" thick	770	SY	\$ 102.30	\$ 78,771.00
34	801.IX.2	COJ Standards - Driveway Removal (Asphalt)	110	SY	\$ 23.71	\$ 2,608.10
35	801.IX.3	Curb and Gutter Removal	31	LF	\$ 40.83	\$ 1,265.73
36	801.IX.5	COJ Standards - Driveway Replacement (Asphalt) 1.25" thick	110	SY	\$ 62.06	\$ 6,826.60
37	801.IX.6	Curb and Gutter Replacement - City Standard	31	LF	\$ 109.35	\$ 3,389.85
38	929*	Sidewalk Removal	1	LS	\$ 3,963.91	\$ 3,963.91
39	930*	Sidewalk Replacement	1	LS	\$ 12,640.47	\$ 12,640.47
40	801.VIII.3	Pavement Removal	310	SY	\$ 23.71	\$ 7,350.10
41	933*	COJ Standard Case X Road Repair	310	SY	\$ 127.02	\$ 39,376.20
42	801.VIII.8	COJ - SP 12.5, 1.5" Mill and Overlay	1,225	SY	\$ 40.54	\$ 49,661.50
43	921*	Swale and Ditch Construction/Regrading	1	LS	\$ 49,803.40	\$ 49,803.40
44	924*	Grassing/Sodding	1	LS	\$ 150,792.96	\$ 150,792.96
<b>Storm</b>						
45	934*	Removal of Storm Pipe / Structures	1	LS	\$ 63,592.38	\$ 63,592.38
46	801.XI.1	12" x 18" ERCP Culvert	225	LF	\$ 206.50	\$ 46,462.50
47	801.XI.1	14" x 23" ERCP Culvert	430	LF	\$ 220.91	\$ 94,991.30
48	801.XI.1	36" RCP	16	LF	\$ 1,355.25	\$ 21,684.00
49	801.XI.2	12" x 18" U-Endwall	18	EA	\$ 1,541.87	\$ 27,753.66
50	801.XI.2	14" x 23" U-Endwall	34	EA	\$ 1,707.53	\$ 58,056.02
51	801.XI.2	14" x 23" CIP Mitered End Section	1	EA	\$ 6,181.77	\$ 6,181.77
52	801.XI.2	New 36" RCP Endwall	1	EA	\$ 8,881.44	\$ 8,881.44
53	2.87**	Testing Allowance	1	LS	\$ 20,000.00	\$ 20,000.00
54	2.138**	Law Enforcement allowance	1	LS	\$ 20,000.00	\$ 20,000.00
55	2.76**	JEA Supplemental Work Allowance (SWA)	1	LS	\$ 315,000.00	\$ 315,000.00
					<b>Part 'A' Subtotal</b>	<b>\$ 4,522,217.19</b>
56	2.62**	General Conditions (maximum 10% of Part A Subtotal)	10% max		\$ 9.86%	\$ 445,890.61
					<b>Part 'A' Total</b>	<b>\$ 4,968,107.80</b>
<b>PART 'B' - COJ WORK ITEMS- CROSS DRAIN</b>						
57	934*	Removal of Storm Pipe / Structures	1	LS	\$ 14,143.82	\$ 14,143.82
58	935.1*	45"x29" ERCP	124	LF	\$ 522.86	\$ 64,834.64
59	935.2*	CIP Wing Wall	1	EA	\$ 39,976.35	\$ 39,976.35
60	935.2*	New 45"x29" Double ERCP Endwalls	2	EA	\$ 13,326.79	\$ 26,653.58
61	801.VIII.3	Pavement Removal	72	SY	\$ 38.52	\$ 2,773.44
62	933*	COJ Standard Case X Road Repair	72	SY	\$ 113.45	\$ 8,168.40
63	801.VIII.8	COJ - SP12.5, 1.5" Mill and Overlay	327	SY	\$ 77.12	\$ 25,218.24
64	924*	Grassing/Sodding	1	LS	\$ 7,226.70	\$ 7,226.70
65	2.138**	Law Enforcement allowance	1	LS	\$ 5,000.00	\$ 5,000.00
					<b>Part 'B' Subtotal</b>	<b>\$ 193,995.17</b>
66	2.62**	General Conditions (maximum 10% of Part B Subtotal)	10% max		\$ 7.80%	\$ 15,131.62
					<b>Part 'B' Total</b>	<b>\$ 209,126.79</b>
<b>Total Bid Price (Part A + Part B). Enter this value on Appendix B - Bid Form</b>						<b>\$ 5,177,234.60</b>
<p>Unless otherwise noted, column 2 refers to paragraphs/sections found in the latest edition of JEA's Water &amp; Sewer Standards Manual or the Project Technical Specification. JEA's Water &amp; Sewer Standards Manual can be found on <a href="http://www.jea.com">www.jea.com</a></p> <p>*Refer to Appendix A - Technical Specifications</p> <p>**Refer to Solicitation document</p>						
					<b>JSEB Requirement Overview</b>	
					Total Bid Price less Allowances and GCs:	\$4,356,212.36
					JSEB Requirement:	7%
					JSEB Requirement (dollars):	\$304,934.87

Submit the Response an electronic pdf in accordance with the procedures in the solicitation

Company Name: Heart Utilities of Jacksonville, Inc.Company's Address: 1180 Lane Avenue SouthLicense Number: EC13003385Phone Number: 904-695-3383 FAX No: 904-695-3385 Email Address: ScottBarry@heartutilities.com**BID SECURITY REQUIREMENTS**

- ☒ None required  
☐ Certified Check or Bond Five Percent (5%)

**TERM OF CONTRACT**

- ☐ One Time Purchase  
☐ Term - N/A  
☒ Other, Specify - Project Completion

**SAMPLE REQUIREMENTS**

- ☒ None required  
☐ Samples required prior to Bid Opening  
☐ Samples may be required subsequent to Bid Opening

**SECTION 255.05, FLORIDA STATUTES CONTRACT BOND**

- ☐ None required  
☒ Bond required 100% of Bid Award

**QUANTITIES**

- ☐ Quantities indicated are exacting  
☒ Quantities indicated reflect the approximate quantities to be purchased Throughout the Contract period and are subject to fluctuation in accordance with actual requirements.

**INSURANCE REQUIREMENTS**

Insurance required

**PAYMENT DISCOUNTS**

- ☐ 1% 20, net 30  
☐ 2% 10, net 30  
☐ Other \_\_\_\_\_  
☒ None Offered

Item No.	ENTER YOUR BID FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES:	TOTAL BID PRICE
1	Total Bid Price	\$ <u>995,570.<sup>00</sup></u>

☐ I have read and understood the Sunshine Law/Public Records clauses contained within this solicitation. I understand that in the absence of a redacted copy my proposal will be disclosed to the public "as-is".

**BIDDER CERTIFICATION**

By submitting this Bid, the Bidder certifies that it has read and reviewed all of the documents pertaining to this Solicitation, that the person signing below is an authorized representative of the Bidding Company, that the Company is legally authorized to do business in the State of Florida, and that the Company maintains in active status an appropriate contractor's license for the work (if applicable). The Bidder also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation.

We have received addenda

1 through 2

Scott Barry 2/24/25  
 Handwritten Signature of Authorized Officer of Company or Agent Date

SCOTT BARRY OPERATIONS MANAGER  
 Printed Name and Title



**LIST OF SUBCONTRACTORS**

JEA Solicitation Number \_\_\_\_\_ requires certain major Subcontractors be listed on this form, unless the work will be self-performed by the Company.

The undersigned understands that failure to submit the required Subcontractor information on this form will result in bid rejection, and the Company agrees to employ the Subcontractors specified below: (Use additional sheets as necessary)

Note: This list of Subcontractors shall not be modified subsequent to bid opening, without a showing of good cause and the written consent of JEA.

Type of Work	Corporate Name of Subcontractor	Subcontractor Primary Contact Person & Telephone Number	Subcontractor's License Number (if applicable)	Percentage of Work or Dollar Amount
--------------	---------------------------------	---	--	-------------------------------------

DIRECTIONAL BORING	J&K UNDERGROUND	KEVIN SARVER 904 738-9889		\$508,651.00
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Signed: Kevin Sarver

Company: HEART UTILITIES OF JACKSONVILLE

Address: 1180 LANE AVE S. JACKSONVILLE FL 322

Date: 2/24/2025

## LIST OF JSEB SUBCONTRACTORS

The following JSEB Subcontractors will be utilized in fulfilling the terms and conditions of a Project Authorization arising from award of JEA - \_\_\_\_\_. I (We) the undersigned understand that failure to submit said information will result in bid rejection. I (We) will employ the JSEB Subcontractors specified below: (Use additional sheets as necessary)

Class of Work (Category) Dollar Amount	Name of JSEB Contractor (Indicate below)	Percentage of Total Job or

0

N/A


Signed: Scott Berry  
Company: Heard Utilities of Jacksonville  
Address: 1180 LANE AVE S. JACKSONVILLE FL  
Date: 2/24/2025

Note: This list shall not be modified subsequent to bid opening without a showing of good cause and the written consent of the JEA.

THE MINIMUM QUALIFICATIONS SHALL BE SUBMITTED ON THIS FORM. IN ORDER TO BE CONSIDERED A QUALIFIED BIDDER BY JEA YOU MUST MEET THE MINIMUM QUALIFICATIONS LISTED BELOW, AND BE ABLE TO PROVIDE ALL THE SERVICES LISTED IN THIS SOLICITATION.

THE BIDDER MUST COMPLETE THE BIDDER INFORMATION SECTION BELOW AND PROVIDE ANY OTHER INFORMATION OR REFERENCE REQUESTED. THE BIDDER MUST ALSO PROVIDE ANY ATTACHMENTS REQUESTED WITH THIS MINIMUM QUALIFICATIONS FORM.

**BIDDER INFORMATION**

COMPANY NAME: Heart Utilities of Jacksonville, Inc.  
BUSINESS ADDRESS: 1180 Lane Avenue South  
CITY, STATE, ZIP CODE: Jacksonville, Florida 32205  
TELEPHONE: 904-695-3383  
FAX: 904-695-3385  
E-MAIL: ScottBarry@Heartutilities.com  
PRINT NAME OF AUTHORIZED REPRESENTATIVE: Scott Barry  
SIGNATURE OF AUTHORIZED REPRESENTATIVE:   
NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: Scott Barry Operations Manager.

**MINIMUM QUALIFICATIONS:**

Respondent must meet the following Minimum Qualifications to be considered eligible to have its Response evaluated by JEA. Respondent must complete and submit the Minimum Qualification Form provided in this Solicitation. Respondents that are working or have worked for JEA in the past 2 years involving similar work must submit JEA as a reference. JEA reserves the right to ask for additional back up documentation or additional reference projects to confirm the Respondent meets the requirements stated above.

JEA may reject Responses from Respondents not meeting all of the following Minimum Qualifications:

- I. Respondent must not be on the State of Florida Convicted Vendor List, State of Florida's Suspended Vendor List, the City of Jacksonville's Disqualified Vendor List, have their bidding privileges actively suspended by JEA, been debarred by JEA, or have had a contract with JEA was terminated for default within the last two (2) years.  
  
I. The Respondent shall be on JEA's Responsible Bidder's List EG6 – Underground Construction on the Bid Due Date.  
  
Or  
  
II. The Respondent shall be on JEA's Responsible Bidder's List EG1 – Underground Construction on the Bid Due Date.



## **VENDOR CONFLICT OF INTEREST DISCLOSURE FORM INSTRUCTIONS**

Vendors shall not try to gain an unfair competitive advantage or influence the ability of JEA officers and employees to make impartial and objective decisions on behalf of JEA.

All vendors interested in conducting business with JEA must complete and return the Vendor Conflict of Interest Disclosure Form found on the following page in order to be eligible to be awarded a contract with JEA. Please note that all vendors are subject to comply with JEA's conflict of interest policies provided below.

1. No JEA officer (e.g., JEA Board member and elected City official) or employee has an ownership interest of more than 5% in vendor's company.
2. No JEA officer or employee is an officer, director, partner or proprietor of vendor's company.
3. No JEA officer or employee is employed by or being considered for employment by vendor's company.
4. No JEA officer or employee work as a consultant or has a contractual relationship with vendor's company.
5. No JEA officer or employee will derive a personal financial gain or loss from this contract.
6. No relative of a JEA officer or employee will derive a personal financial gain or loss from this contract. (Relatives include a father, mother, son, daughter, husband, wife, brother, sister, father-in-law, mother-in-law, son-in-law, or daughter-in-law.)

If a vendor has one or more relationships with a JEA officer or employee or a relative of a JEA officer or employee that meets the criteria described above, then the vendor shall disclose the information by completing the Conflict of Interest Form on the following page.





### CONFLICT OF INTEREST DISCLOSURE FORM

Disclosing a potential conflict of interest does not disqualify vendors. In the event vendors do not disclose potential conflicts of interest, and they are detected by JEA, vendor may be **disqualified** from doing business with JEA.

Questions about this form? Contact (JEA, Buyer)

JEA Bid/Solicitation/Contract Number: <b>1411924646</b>	Name of JEA Employee(s) Working on Vendor's Current Contract(s) with JEA: <b>NONE</b>
Vendor Name: <b>Heart Utilities of Jacksonville Inc</b>	Vendor Phone: <b>904 695-3383</b>
Vendor's Authorized Representative Name and Title: <b>Scott Barry operations Manager</b>	Authorized Representative's Phone: <b>904 695-3383</b>
<b>NAME(S) OF JEA EMPLOYEE(S) / PUBLIC OFFICER(S) WITH POTENTIAL CONFLICT OF INTEREST</b>	
Name of JEA public officer(s), employee(s), or relatives with whom there may be a potential conflict of interest. If more than five, attach a second form.	Relationship of JEA public officer(s)/employee(s) and/or relative(s) to vendor's company from list above (e.g. 1(a), 2, etc.). Please list all that apply:
1. <b>NONE</b>	
2.	
3.	
4.	
5.	
<input checked="" type="checkbox"/> Vendor has no conflict of interest to report.	
<input checked="" type="checkbox"/> Vendor hereby declares it has not and will not provide gifts or hospitality of any dollar value or any other gratuities to any JEA officer or employee to obtain or maintain a contract.	
<input checked="" type="checkbox"/> I certify that this Conflict of Interest Disclosure has been examined by me and that its contents are true and correct to my knowledge and belief and I have the authority to so certify on behalf of the Vendor.	
Vendor's Authorized Representative Signature: <b>Scott Barry</b>	Date: <b>2/24/2025</b>

## Award #3 Supporting Documents 03/13/25

1411924646 (IFB) CCCN Circuit 372 Addition - UG MH Conduit- Appendix B - Bid Forms

**FOR JEA USE ONLY IF CONFLICT NOTED**

**This form has been reviewed by:**

Name of JEA Ethics Officer:	Signature:	Date:
Note:		

## Award #3 Supporting Documents 03/13/25

**From:** [Behr, Jason V.](#)  
**To:** [scottbarry@heartutilities.com](mailto:scottbarry@heartutilities.com); [tombrown@heartutilities.com](mailto:tombrown@heartutilities.com); [clandry@hypowerinc.com](mailto:clandry@hypowerinc.com); [cmora@hypowerinc.com](mailto:cmora@hypowerinc.com); [steuber@spepowerfd.com](mailto:steuber@spepowerfd.com); [bstarling@spepower.com](mailto:bstarling@spepower.com); [Ray Merrill](#); [hopper@irbyconstruction.com](mailto:hopper@irbyconstruction.com)  
**Cc:** [Pearson, Kenny R](#); [Short, Michael L](#); [Delcambre, Pierson W.](#); [Gordon, Joshua E](#); [Pleasants, Lisa L](#)  
**Subject:** 1411924646 (IFB) CCCN Circuit 372 Addition - UG MH Conduit - Intent to Award  
**Date:** Wednesday, March 5, 2025 2:03:57 PM  
**Attachments:** [image001.png](#)

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Hello All,

This communication is to inform you of JEA's intent to award for Solicitation **1411924646 (IFB) CCCN Circuit 372 Addition - UG MH Conduit**. JEA has reviewed all the submittals and has determined **Heart Utilities of Jacksonville Inc.** is the Responsive and Responsible Bidder whose Bid meets or exceeds the Minimum Qualifications set forth in this Solicitation, and is the Lowest Priced Bidder for the services which they are being awarded.

Company Name	Rank	Total Bid Amount
<b>Heart Utilities of Jacksonville Inc</b>	<b>1</b>	<b>\$995,570.00</b>
<b>SPE Utility Contractors</b>	<b>2</b>	<b>\$1,219,000.00</b>
<b>Hypower LLC</b>	<b>3</b>	<b>\$1,455,634.00</b>
<b>The Fishel Company</b>	<b>4</b>	<b>\$1,506,310.86</b>
<b>Irby Construction Company</b>	<b>5</b>	<b>\$2,933,797.00</b>

Administrative Remedies are located on JEA.com. JEA appreciates your participation and looks forward to future opportunities to work with your company.

Thank you,  
**Jason Behr**  
Senior Purchasing Agent  
Direct: (904) 665-8750



Regular Agenda - Award #1 Supporting Documents 03/13/25

Solicitation#1411913846 ITN Public Education Services

1411913846 Addendum 4 – Appendix B – Response Workbook (BAFO)

St John & Partners

Agency Costs

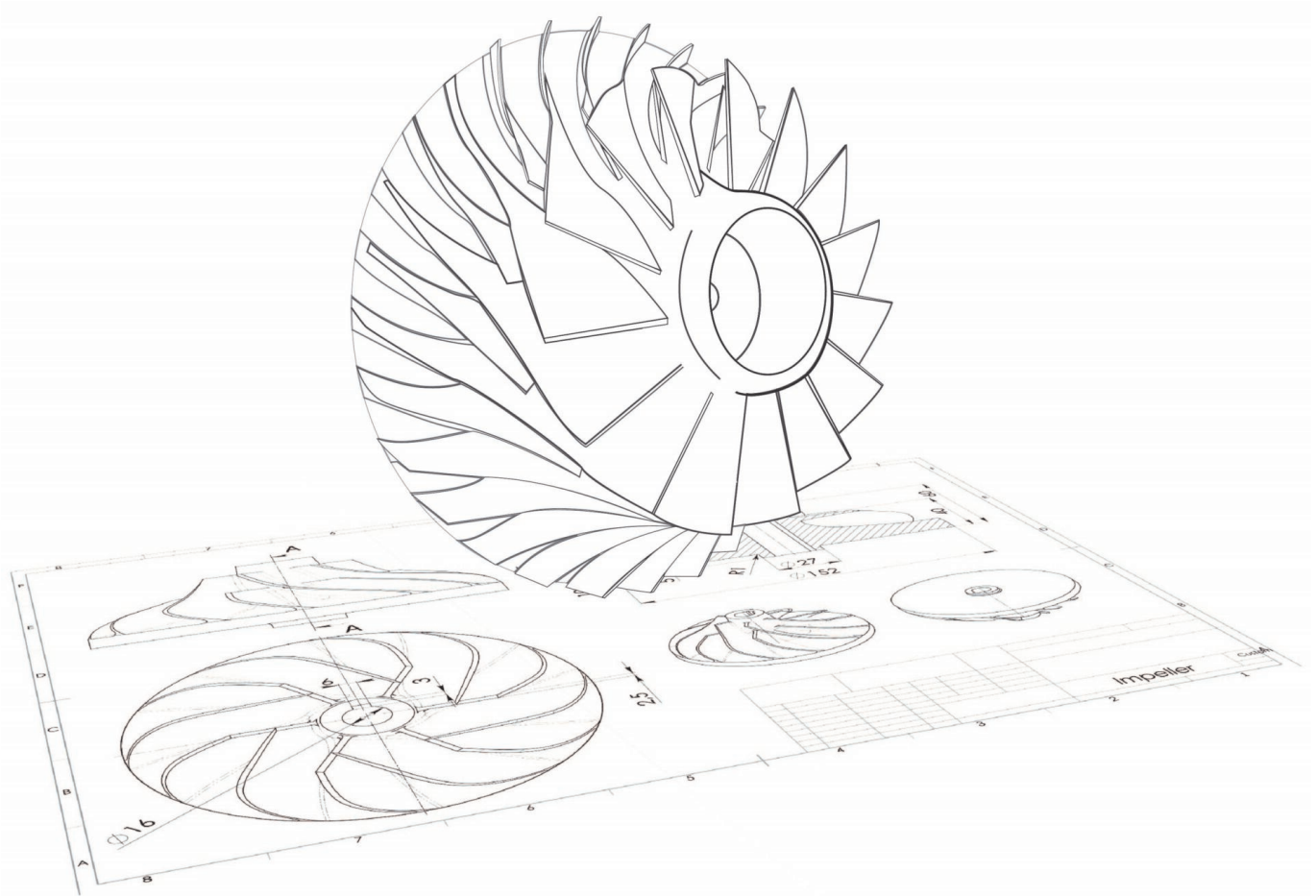
ITEM NO.	TITLE OF TEAM MEMBER	% WEIGHT	HOURLY RATE	BLEND <b>ED</b> HOURLY RATE (BAFO)	HOURLY RATE	BLEND <b>ED</b> HOURLY RATE (INITIAL BID)
1.1	Account Manager	59%	\$133.00	\$ 78.47	\$135.00	\$ 79.65
1.2	Account Creative Director	7%	\$148.00	\$ 10.36	\$150.00	\$ 10.50
1.3	Strategy Development Coordinator	3%	\$138.00	\$ 4.14	\$140.00	\$ 4.20
1.4	Account Media Planner/Buyer	24%	\$138.00	\$ 33.12	\$140.00	\$ 33.60
1.5	Account Production Manager	2%	\$118.00	\$ 2.36	\$120.00	\$ 2.40
1.6	Research Lead	5%	\$150.00	\$ 7.50	\$150.00	\$ 7.50
1.7	Total Blended Hourly Rate for Public Education Services			\$ 135.95		\$ 137.85
1.8	Estimated Number of Agency Hours (60 Months, 5 Years)			22,420		22,420
1.9	Estimated Agency Costs (60 Months, 5 years)			\$ 3,047,999.00		\$ 3,090,597.00
ITEM NO.	TITLE OF TEAM MEMBER	% MARKUP	Estimated Spend (60 Months)	EXT COST		EXT COST
1.10	Outside Costs - (60 months, 5 years)	0%	\$4,439,750.50	\$4,439,750.50		\$4,439,750.50
1.11	Media Costs - (60 months, 5 years)	0%	\$8,862,250.50	\$8,862,250.50		\$8,862,250.50
Total Ext Cost for Agency Costs and Media Costs				\$13,302,001.00		\$13,302,001.00
1.12	Total Bid Price			\$16,350,000.00		\$16,392,598.00
Total Savings						\$ 42,598.00



# Regular Agenda - Award #1 Supporting Documents 03/13/25

ITN- 1411913846 Public Education Services BAFO

S.No	Question	Weightage	Scorer	Scores	
				ST JOHN & PARTNERS	THE DALTON AGENCY INC
				Weighted Scores	Weighted Scores
<b>Grand Total of Scores</b>				<b>90.65 (\$135.95)</b>	<b>79.42 (\$132.85)</b>
<b>Supplier Rank</b>				<b>1</b>	<b>2</b>
<b>3</b>	<b>(30) Quotation of Rates</b>	<b>30</b>		<b>29.4</b>	<b>30</b>
<b>3.1</b>	<b>Quotation of Rate score:</b>	<b>100</b>	Angel Love	29.4	30
Section Total of Scores				29.4	30
<b>4</b>	<b>(25) Experience, Location and Availability of Professional Personnel</b>	<b>25</b>		<b>24.25</b>	<b>23.08</b>
<b>4.1</b>	<b>Respondent shall provide the resumes</b>	<b>100</b>		<b>24.25</b>	<b>23.08</b>
			David Goldberg	24.25	23.25
			Sarah Hiers	24.25	21.75
			Melissa Ham	24.25	24.25
Section Total of Scores				24.25	23.08
<b>5</b>	<b>(25) Quality, Design Approach, and Workplan</b>	<b>25</b>		<b>25</b>	<b>13.33</b>
<b>5.1</b>	<b>The Company shall explain how it plans to manage the JEA engagement.</b>	<b>100</b>		<b>25</b>	<b>13.33</b>
			David Goldberg	25	10
			Sarah Hiers	25	16
			Melissa Ham	25	14
Section Total of Scores				25	13.33
<b>6</b>	<b>(10) Collaboration</b>	<b>10</b>		<b>10</b>	<b>5</b>
<b>6.1</b>	<b>JEA seeks collaboration with its awarded Respondent.</b>	<b>100</b>	Nick Dambrose	10	5
Section Total of Scores				10	5
<b>7</b>	<b>(10) Jacksonville Small and Emerging Business Program Participation</b>	<b>10</b>		<b>2</b>	<b>8</b>
<b>7.1</b>	<b>Points will be awarded based on the type and amount of work that will be conducted by JSEB firms.</b>	<b>100</b>	Bill Hickey	2	8
Section Total of Scores				2	8



## Aftermarket Solutions For JACKSONVILLE ELECTRIC (JACKSONVILLE, FL) -JEA

Q-32964 - 1/28/2025 (Valid For 60 Days)  
Revision ID: Q-32964-20250128-143910

n/a



Thank you for your interest in our Aftermarket solutions. With over 60 years of experience, we are proud to offer quality OEM equipment and services globally with local support.

We offer the following to meet all of your maintenance needs:

- Installation & Service
- Energy Saving Solutions
- Airend Overhauls
- Airend Replacements
- Airend Rerates/Derates
- Control Panel Upgrades
- OEM Parts
- Lubricants
- Fluid Analysis Service
- Heat Exchanger Replacements
- And Much More

Please review the enclosed technical and commercial information outlined in this proposal and contact us if you have any questions. Once again, we sincerely appreciate the opportunity to prepare this quotation and look forward to working with you.

Joey Fairley  
Email: [ct0459@fusheng.com](mailto:ct0459@fusheng.com)



## Scope of Supply

### Base Price Summary

#### New Airend

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	BH Airend Replacement Includes the following: Compressor: Impellers, Diffusers, and Casings Gear Case: Machined Casing and Backplates Gearing: Bull Gear and Pinions Miscellaneous: Bearings, Seals, Main Oil Pump Standard 2 Hour Performance / Mechanical Test  Pricing reflects return of airend core.	Included	Included
1	P600 BH B B1 Airend Core Deposit  To ensure that as many used airends get recycled as possible, a CORE (Cash On Receipt of Exchange) charge will be added to the purchase of all new airends.  This deposit is waived if a airend core is returned to FSE, or kept after an overhaul inspection.	Included	Included
<b>New Airend TOTAL:</b>			USD 220,966.00

#### Installation & Additional Work

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	Labor and Installation -Remove old airend and Install new Airend -Replace intercooler assemblies -Clean and Paint intercooler housings -Alignment of new airend to main motor -Start-up, surge test and commission new airend	Included	Included
1	New Intercooler Assemblies, New Oil Cooler	Included	Included
<b>Installation &amp; Additional Work TOTAL:</b>			USD 343,755.00

### Option Price Summary:



## Regular Agenda - Award #2 Supporting Documents 03/13/25

New Airend

QTY	DESCRIPTION	UNIT PRICE	TOTAL PRICE
1	P600 P650 P700 BH CH Airend Storage Plan A  Subscription plan for Year 1 - 3 Includes long term maintenance every 6 months. Mechanical testing prior to shipment Price shown for full three year term. Invoiced in 6 month increments in advance. If airend ships prior to end of term, remained unbilled is canceled. See full terms for details.	\$21,528	\$21,528
1	Airend Witness Test	\$4,000	\$4,000
1	Extended Storage Prep for Airend	\$6,923	\$6,923
New Airend TOTAL:			USD 32,451.00

### Proposal Summary Notes:

- All prices are firm fixed prices listed in US Dollars (USD).
- Warranty terms are applied per FSE2979 Terms and Conditions of Sale.
- Quote validity is 60 days from issuance.
- Payment Terms are Net 30 Days
- Orders exceeding \$100,000 USD in value require progress payment milestones:
  1. 25% with the order.
  2. 75% on notification of shipment.
- Delivery is 16-18 Weeks A.R.O. after receipt of acceptable purchase order (EXW: Point of Manufacture) or receipt of drawing/inspection approval if required.
- Order values below the \$250.00 US minimum will include a \$50.00 administration fee.



# Airend Overhaul or Replacement

## Is it time to overhaul your compressor?

An FS-Elliott overhaul will provide you with a completely revamped compressor core, refurbished back to OEM specifications.

\*Benefits include but are not limited to:

- Extended life of your compressor.
- Vibration levels are brought back in line with OEM standards.
- Increased longevity of moving/wearing parts within the airend.
- FS-Elliott OEM warranty of overhauled equipment.

*-One year from the date of delivery\*\**

## Let our team assist in finding the right solution for you

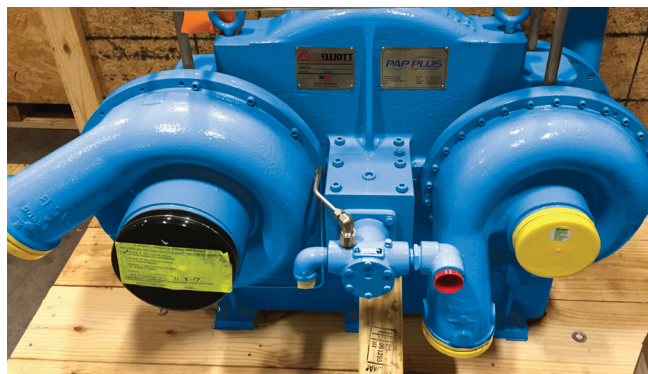
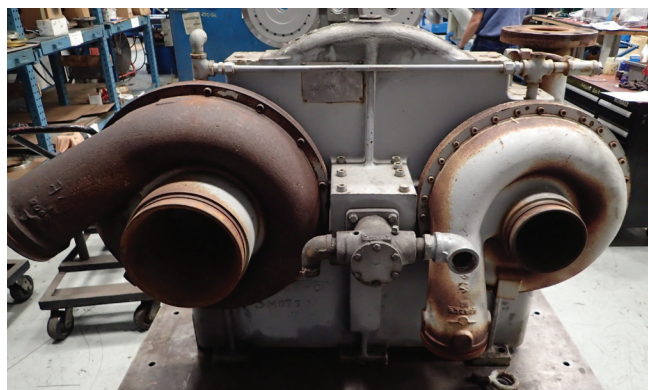
Contact your authorized FS-Elliott channel partner or sales representative for a budgetary quote including individual pricing for:

- Airend tear-down, inspection, and report. A very detailed report will be issued and decisions can be made on proceeding with the overhaul.
- Standard overhaul includes tear-down, inspection, report, and rebuild.
- Additional options include:
  - Witness of tear-down and/or performance tests
  - “As received” performance test prior to tear-down\*\*\*
  - Extended storage prep (fogging of airend and preparation for 18 months indoor/12 months outdoor storage)
  - Custom Paint

## New airends are available

If you decide not to proceed with the overhaul, a new airend is another option. When requesting a budgetary quote for an FS-Elliott overhaul, you will also receive pricing for a brand new airend.

A benefit to purchasing a new airend is that the old airend can be overhauled and then the customer has a new airend for immediate installation and the refurbished one as back-up.



**Airend before and after overhaul.**



**First stage impeller before and after overhaul.**

*\*FS-Elliott does not guarantee aero performance on overhauled airends but will match to original specifications as closely as possible. Aero performance is guaranteed on replacement airends.*

*\*\*Date of delivery is calculated by adding 60 days to the FS-Elliott ship date.*

*\*\*\*FS-Elliott assumes no liability related to the outcome of its execution of the “as received” performance test completed prior to tear-down.*

Once you decide to proceed, the following steps will occur in the overhaul process:

1

### Ship your airend to us for inspection

- An RMA # is issued so your airend can be returned to the FS-Elliott factory in Export, PA, USA
- Package your airend to be shipped to FS-Elliott per the packaging requirements Service Memorandum SM-025 (Available upon request).
- Once FS-Elliott receives your airend, you will be notified.



2

### Tear-down, inspection, report and approval to proceed

- Airend is disassembled.
- Parts are photographed and cleaned.
- Rotors are cleaned and inspected.
- A detailed condition report is provided along with a firm quote.
- Any parts FS-Elliott recommends outside of the standard overhaul scope will be called out in the firm quote.
- FS-Elliott will wait for approval to proceed with the overhaul.
- If new airend is purchased, the inspected airend acts as a core return.



3

### An FS-Elliott overhaul (standard scope) includes:

- Tear-down inspection and report as detailed in Step 2.
- Bead blast gear case and compressor casings.
- Replace bull gear, pinion bearings, and seal.
- Replace bull gear and impeller seals.
- Replace all O-rings and fasteners.
- Replace existing seal air piping with modern stainless steel equivalent.
- Replace main oil pump coupling.
- Clean, inspect and balance the rotating assemblies.
- Complete rotor inspection including visual, fits, key dimensions, mechanical and electrical run-out checks.
- Reassemble
- Repaint unit (FS-Elliott Standard Blue)
- Performance test after overhaul
- Standard airend package preparation for 6-month indoor storage.



\*\*\*\*Lead time subject to change based on parts availability.  
Promise date will be confirmed after **Step 2**.



FS Elliott Co., LLC 5710 Mellon Road Export, PA 15632-8948  
724.387.3200 tel 724.387.3270 fax info@fs-elliott.com email

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FS-Elliott Co., LLC reserves the right to modify the design or construction of the equipment described in this document and to furnish it, as altered without further reference to the illustrations or information contained herein.



ISO 9001- certified for the design and manufacture of centrifugal compressors.



**TERMS AND CONDITIONS OF SALE**  
**Form FSE2979 (07/01/2024)**

**1. AGREEMENT:** These terms and conditions shall apply to all offers and purchase agreements for GOODS, PARTS, and/or SERVICES where FS-Elliott Co., LLC or any of its divisions, subsidiaries or affiliates, hereinafter "SELLER", acts as a provider or seller to the customer, hereinafter "BUYER", whose name is identified on the face of BUYER's purchase order to SELLER or a purchase agreement, hereinafter "AGREEMENT". "GOODS" shall mean new full package apparatus. "PARTS" shall mean aftermarket parts and sales, including, but not limited to, repairs, rebuilds, airend replacements, airend rerates, and control panel upgrades. "SERVICES" shall mean services, including, but not limited to, on-site services, technical or advisory services, shop services or training. Except as otherwise stated herein, no other terms and conditions shall be applicable to this AGREEMENT. All other terms and conditions, including those of BUYER or BUYER's customer, are hereby expressly rejected. If the GOODS, PARTS or SERVICES require BUYER-supplied information, BUYER shall be solely responsible for the content, accuracy and effect thereof on SELLER supplied GOODS, PARTS or SERVICES.

**2. PRICE AND TERMS OF PAYMENT:** The price shall be as set forth in SELLER's final proposal. Payment terms are net thirty (30) days from the date of SELLER's invoice, unless otherwise stated in SELLER's quotation or SELLER's order acknowledgement. Progress payments will be required for orders valued in excess of US\$100,000.00. Installation of GOODS or PARTS is not included in the price and is the sole responsibility of BUYER unless otherwise specified by BUYER and agreed to in writing by SELLER. Delays caused by BUYER or the failure of BUYER's customer to pay BUYER shall not excuse non-payment. The price does not include any taxes. SELLER may suspend its performance hereunder if BUYER fails to make timely payment(s) of SELLER's invoice(s). Any costs associated with such suspension(s) shall be for BUYER's account. Acceptance of payment shall not waive or limit any right or remedy of SELLER. Acceptance of specially-endorsed checks of any kind shall not waive or limit any right or remedy of SELLER. In the event BUYER fails to pay an amount when due, such amount shall be subject to interest at the rate of 1.5% per month for each month or pro-rated portion thereof during which such amount is overdue or the maximum lawful rate allowable under applicable law, whichever is less, until such amount is received by SELLER.

**3. DELIVERY:** SELLER shall not be held responsible for any delay, loss, or damage arising from fire, strikes or labor troubles, governmental intervention, weather, acts of God or nature, raw materials shortages, pandemics or epidemics, suspension due to lack of timely payment from BUYER to SELLER or any other act or force beyond the control of SELLER. Any dates that refer to the completion of manufacture and DELIVERY of GOODS or PARTS or completion of SERVICES are SELLER's best estimate thereof and are subject to change. "DELIVERY" shall mean EX-WORKS point of manufacture (Incoterms 2020). Title, risk of loss and responsibility for loss or damage to GOODS or PARTS shall pass to BUYER upon DELIVERY. SELLER shall retain a security interest in the GOODS or PARTS until SELLER receives payment in full. SELLER shall have the right to make partial DELIVERY of GOODS or PARTS and invoice accordingly. All costs associated with any delay caused in whole or in part by BUYER shall be for BUYER's account.

**4. WARRANTY: GOODS:** SELLER warrants against defects on all GOODS of SELLER's manufacture for a period of (i) one (1) year from date of startup or use or (ii) eighteen (18) months from the date of DELIVERY, whichever occurs first. **PARTS:** SELLER warrants against defects on all PARTS for a period of one (1) year from the date of DELIVERY. **SERVICES:** SELLER warrants against defects in workmanship on all SERVICES performed by SELLER for a period of ninety (90) days from the date of completion of such SERVICES. SELLER's obligation to repair or replace any defective GOODS or PARTS or reperform any defective SERVICES during the warranty period shall be BUYER's exclusive remedy and SELLER's sole liability arising under this warranty or any warranty claim made by BUYER. In order to be entitled to the foregoing warranties, BUYER must notify SELLER in writing of defects within the applicable warranty period. **EXCEPT AS MAY BE OTHERWISE EXPRESSLY SET FORTH IN WRITING HEREIN, THIS WARRANTY IS PROVIDED IN LIEU OF, AND SELLER EXPRESSLY EXCLUDES ANY AND ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO ANY EXPRESS OR IMPLIED WARRANTIES OF MERCHANTABILITY AND/OR ANY EXPRESS OR IMPLIED WARRANTIES OF FITNESS FOR A PARTICULAR PURPOSE OR USE.** BUYER shall bear any and all costs of providing to SELLER free and clear access to the GOODS and PARTS (including removal and replacement of systems and structures), de-installation, re-installation and transportation of GOODS and PARTS to SELLER and back to BUYER. No allowance will be made for repairs or alterations made by others without SELLER's prior written consent. If repairs or alterations are attempted without SELLER's prior written consent, this warranty shall be null and void. SELLER assumes no responsibility for damages caused by improper installation, use, handling, or maintenance, including installation by unauthorized third parties, or by operation in violation of rated operating conditions, internal or otherwise, or defects or damages resulting from the use of parts not of SELLER's manufacture or from BUYER's failure to store, install, maintain, and/or operate the GOODS or PARTS in accordance with SELLER's written instructions and drawings and good engineering practice. None of the GOODS or PARTS furnished by SELLER shall be deemed defective by reason of chemical or abrasive action, excessive heat or failure to resist the action of excessive heat, erosive or corrosive gases or liquids or the deposition of foreign material from such gases or liquids. SELLER's receipt of payment in full of all sums due to SELLER shall be a condition precedent to SELLER's warranty obligations, and the making of any warranty claim by BUYER shall not excuse BUYER's obligation to make timely payment of all sums due to SELLER. No repair, replacement or performance by SELLER shall extend the applicable warranty period.

**5. CANCELLATION/POSTPONEMENT:** GOODS & PARTS: This AGREEMENT may be canceled by BUYER only upon the prior written consent of SELLER and upon payment by BUYER and receipt by SELLER of cancellation charges which shall be calculated in accordance with SELLER's cancellation curve FSE2980. SERVICE: BUYER acknowledges that SELLER schedules its service representatives in advance and will incur significant costs, including the downtime of those service representatives, if SELLER is not able to reschedule them when BUYER cancels or postpones scheduled SERVICES. Therefore, BUYER agrees that BUYER may cancel or postpone this AGREEMENT only upon the prior written consent of SELLER and upon payment by BUYER and receipt by SELLER of cancellation or postponement charges which shall be calculated as follows: Any approved cancellation by BUYER: (1) ten (10) or more business days before scheduled mobilization date, cancellation charges of twenty percent (20%) of the quoted contract value will apply; (2) less than ten (10) business days before scheduled mobilization date, cancellation charges of fifty percent (50%) of the quoted contract value will apply. Any approved postponement by BUYER: (1) ten (10) or more business days before scheduled mobilization date, postponement charges of twenty percent (20%) of the quoted contract value will apply; (2) less than ten (10) business days before scheduled mobilization date, postponement charges of fifty percent (50%) of the quoted contract value will apply. BUYER also agrees to pay all of SELLER's mobilization costs incurred prior to any cancellation or postponement plus fifteen percent (15%).

**6. PATENTS:** SELLER shall indemnify BUYER against liability and damages for claims based solely on infringement of any United States Letters Patent arising out of SELLER's manufacture or BUYER's use of any GOODS or PARTS of SELLER's manufacture, provided however, BUYER must promptly notify SELLER of any such claim and BUYER shall give SELLER ample opportunity to defend itself against such claim and provide SELLER reasonable cooperation with respect to any such claim. SELLER shall not be obligated for infringement when it results from a particular process or system, or from the equipment of others which have been specified by BUYER or when an infringement arises from the use of the GOODS or PARTS in combination with equipment outside of SELLER's scope of supply.

**7. LIMITATION OF LIABILITY:** Notwithstanding any provision in this AGREEMENT or elsewhere to the contrary: (a) SELLER's maximum liability arising at any time from any cause whatsoever, whether in contract, tort (including negligence and/or gross negligence), strict liability or otherwise, shall not exceed the contract price of the GOODS, PARTS or SERVICE at issue and; (b) SELLER shall not be liable, in contract, tort (including negligence and/or gross negligence), strict liability or otherwise, for any special, incidental, indirect or consequential loss or damage of any nature, arising at any time, from any cause whatsoever, including lost usage, financing, revenue or profit, and all claims therefore are hereby expressly waived by BUYER.

**8. LAWS:** SELLER warrants that the GOODS, PARTS and SERVICES furnished hereunder shall meet only those requirements (including any applicable taxes, surcharges or other levies) of any governmental regulatory authority that have been specified by BUYER in writing to SELLER and where SELLER has accepted same in writing. This AGREEMENT shall be governed by the laws of the Commonwealth of Pennsylvania, without regard to its principles on conflicts of laws. BUYER hereby agrees to subject itself to and consents to the jurisdiction and venue of either the Court of Common Pleas of Westmoreland County, Pennsylvania, or the United States District Court for the Western District of Pennsylvania, and BUYER agrees that such venue shall be the exclusive forum regarding disputes arising out of this AGREEMENT. If jurisdiction cannot be obtained in either the Court of Common Pleas of Westmoreland County, Pennsylvania, or the United States District Court for the Western District of Pennsylvania, then all controversies, disputes or claims arising out of or relating to this AGREEMENT or the performance, enforcement, breach, termination or validity thereof, including the determination of the scope of the AGREEMENT to arbitrate, shall finally be resolved by arbitration in New York City, U.S.A., conducted in the English language by three neutral arbitrators, in accordance with the rules of the International Chamber of Commerce. Any arbitration decision shall be final and non-appealable. The basis for the arbitrators' decision shall be based solely on this AGREEMENT and any documents incorporated thereby. Otherwise, the laws of SELLER's jurisdiction shall be applied. BUYER agrees to be joined in any arbitration or other legal or dispute resolution proceeding involving any third party and which relates in any manner to this AGREEMENT or the GOODS, PARTS or SERVICES supplied by SELLER pursuant to this AGREEMENT. BUYER and SELLER expressly agree and acknowledge that the United Nations Convention on Contracts for the International Sale of Goods shall not apply to this AGREEMENT.

**9. CONFIDENTIAL & PROPRIETARY INFORMATION:** Any information which is designated "Confidential" or "Proprietary" by SELLER and is disclosed by SELLER to BUYER is disclosed in confidence and the BUYER shall not publish or otherwise disclose such information to others without the express written consent of SELLER. SELLER further hereby specifically designates, and BUYER acknowledges, that all information contained in any of SELLER's drawings or instruction books supplied pursuant to this AGREEMENT is also proprietary, despite any lack of markings indicating same. Such information is supplied by SELLER to BUYER for the sole and exclusive use of the BUYER and BUYER shall not furnish, reveal or impart this information to any third party for any reason whatsoever without the express written consent of an authorized representative of the SELLER. Nothing herein shall limit the BUYER's right to disclose any information provided by the SELLER hereunder which (i) was furnished by the SELLER prior to this AGREEMENT without restrictions; or (ii) legitimately becomes knowledge available within the public domain; or (iii) is received by BUYER from a third party without restriction and without breach of this or any other agreement.

**10. INDEMNIFICATION:** To the fullest extent not prohibited by law, BUYER indemnifies and agrees to defend and hold harmless SELLER and SELLER's officers, directors, agents, employees and insurers from and against all claims, damages, liquidated damages, losses, expenses, and claims relating to indemnification and/or liability contractually assumed by SELLER, including but not limited to the fees of attorneys, consultants or experts, arising out of or resulting from, or allegedly arising out of or allegedly resulting from, the purchase or use of the GOODS or PARTS or the performance of the SERVICES, including without limitation all claims, damages, losses or expenses attributable to delays, breach of this AGREEMENT, bodily injury, sickness, disease, death, or injury to or destruction of tangible property, including loss of use resulting therefrom, caused or alleged to be caused by the negligence, gross negligence, acts, errors, omissions, breach of contract, or willful misconduct of BUYER or anyone directly or indirectly employed by BUYER or anyone for whose acts BUYER may be liable, regardless of whether or not such claim, damage, loss or expense is caused in part by a party indemnified hereunder. In claims against any person or entity indemnified hereunder by an employee of BUYER, or anyone directly or indirectly employed by BUYER, or anyone for whose acts BUYER may be liable, the indemnification obligations of BUYER under this AGREEMENT shall not be limited by any limitation on amount or type of damages, compensation or benefits payable by or for BUYER under workers' or workmen's compensation acts, disability benefit acts or other employee benefit acts.

**11. UNLAWFUL CONDUCT:** BUYER warrants and covenants that it will not violate any applicable law or regulation of any country or political subdivision thereof, including the U.S. Foreign Corrupt Practices Act, in performing or purporting to perform any act arising out of or in connection with this AGREEMENT. BUYER warrants that it is purchasing GOODS and PARTS for its own use and that there will be no diversion of any shipment or any reshipment to any country, nation or political subdivision that is contrary to any law of the United States of America. Pursuant thereto, BUYER agrees to maintain such records as are required by such applicable laws and regulations and to provide all written assurances required by SELLER in connection therewith. Further, any such unlawful conduct shall constitute grounds for SELLER to immediately terminate this AGREEMENT for cause.

**12. ADDITIONAL TERMS:** All price quotations made by SELLER to BUYER shall remain valid for thirty (30) days unless otherwise specified by SELLER in writing. If this AGREEMENT is for SERVICES, SELLER's Agreement for Services are hereby incorporated by reference and made a part of this AGREEMENT. In the event of a conflict between the terms of this AGREEMENT and any incorporated terms, the terms of this AGREEMENT shall prevail. SELLER reserves the right to file a mechanic's or other lien in the case of BUYER's failure to pay for GOODS, PARTS or SERVICES. Neither this AGREEMENT nor any right, responsibility or obligation of BUYER hereunder may be assigned by BUYER without the prior written consent of an authorized representative of SELLER. SELLER will use reasonable efforts to permit BUYER inspection and expediting. Arrangements for same must be approved in advance by SELLER and arranged by BUYER at least thirty (30) days in advance. All BUYER-incurred costs relating to inspection and/or expediting shall be for BUYER's account. Return of GOODS or PARTS shall require the prior written approval of SELLER. SELLER reserves the right to source material from anywhere in the world. BUYER warrants that no part of the GOODS or PARTS shall be utilized in any type of nuclear use, plant, and operation or otherwise.

**13. GENERAL PROVISIONS / ENTIRE AGREEMENT:** Except as otherwise provided herein, these terms and conditions and the face of BUYER's purchase order to SELLER (and if the Agreement is for SERVICES, SELLER's applicable Agreement for Services FSE280) shall constitute the entire agreement between BUYER and SELLER and can only be modified by a writing signed by duly authorized representatives of both BUYER and SELLER. Should any part of the AGREEMENT be deemed invalid by a court of law that shall not constitute an invalidation of any other part of the AGREEMENT. Section headings are for purposes of guidance only and are not to be considered a part of the AGREEMENT. SELLER's acceptance of BUYER's purchase order is expressly made conditional on BUYER's assent to these terms and conditions and the rejection of any other terms and conditions. Acceptance by BUYER of GOODS, PARTS, or SERVICES shall constitute unequivocal acceptance of these terms and conditions. Past practice, industry standards or practices or previous course of dealing or trade shall not supersede or replace these terms or conditions. Failure of SELLER to effect any available right or remedy shall not operate as a waiver of same. BUYER acknowledges the import of these terms and conditions and understands the contractual obligations created.



## ***Certification of Single Source or Emergency Procurement***

Please use this form to certify a Single Source or Emergency Procurement complies with the requirements of the JEA Procurement Code. The JEA Procurement Code defines a Single Source and Emergency Procurement as follows:

### **3-112 Single Source**

A Contract may be awarded for Supplies or Services as a Single Source when, pursuant to the Operational Procedures, the Chief Procurement Officer determines that:

- (a) there is only one justifiable source for the required Supplies or Services. Examples include: highly specialized equipment, exclusive intellectual property, membership to an organization.
- (b) the Supplies or Services must be a certain type, brand, make or manufacturer due to the criticality of the item or compatibility within a JEA utility system, and such Supplies or Services may not be obtained from multiple sources such as distributors. Examples include: OEM, JEA Standard.
- (c) the Services are a follow-up of Services that may only be done efficiently and effectively by the Vendor that rendered the initial Services to JEA, provided the Procurement of the initial Services was competitive;
- (d) at the conclusion of a Pilot Project under Section 3-118 of this Code, the Procurement of Supplies or Services tested during the Pilot Project, provided the Vendor was competitively selected for the Pilot Project.

### **3-113 Emergency Procurements**

In the event of an Emergency, the Chief Procurement Officer may make or authorize an Emergency Procurement, provided that Emergency Procurements shall be made with as much competition as practicable under the circumstances. A written Determination of the basis for the Emergency and for the selection of the particular Vendor shall be included in the Procurement file.

For purposes of this Section 3-113, an "Emergency" means any one of the following:

- (a) a reasonably unforeseen breakdown in machinery;
- (b) an interruption in the delivery of an essential governmental service or the development of a circumstance causing a threatened curtailment, diminution, or termination of an essential service;
- (c) the development of a dangerous condition causing an immediate danger to the public health, safety, or welfare or other substantial loss to JEA;
- (d) an immediate danger of loss of public or private property;
- (e) the opportunity to secure significant financial gain, to avoid delays to any Governmental Entity or avoid significant financial loss through immediate or timely action; or (f) a valid public emergency certified by the Chief Executive Officer.

### **Please provide the following information:**

#### **Vendor Name:**

FS Elliott/ FS Compression/ RP Adams

#### **Description of Services or Supplies provided by Vendor:**

FS Elliott is the compressors original equipment manufacturer (OEM); RP Adams is the aftercooler OEM. FS Compression (formerly known as Comp-Air) is the local service branch of FS Elliott. Due to the additional costs to re-engineer the existing system and resulting extended schedule to accommodate a compressor that isn't a like-kind replacement, replacing in kind is the most time and cost effective solution for JEA. Please see accompanying justification document for further details.

## Regular Agenda - Award #2 Supporting Documents 03/13/25

### **Certification:**

I the undersigned certify that to the best of my knowledge, no JEA employee has, either directly or indirectly, a financial interest in this Single Source Emergency Procurement, and

I the undersigned certify that this procurement meets the requirements of a (choose one of the following):

☒ **Single Source Procurement.** Please state which subsection of Section 3-112 above applies to this Single Source Procurement: 3-112(b)

Is this Single Source also a Ratification? ☐ Yes ☒ No If yes, explain

OR

☐ **Emergency Procurement** - Please state which subsection of Section 3-113 above applies to this Emergency

Is this Emergency also a Ratification? ☐ Yes ☒ No If yes, explain

Ricky Erixton

Digitally signed by Ricky Erixton  
Date: 2025.03.05 09:08:13 -0500

3/5/2025

**Signature of JEA Business Unit Chief (or designee)**

Ricky Erixton

**Name of JEA Business Unit Chief (or designee)**

**This certification shall be attached to the Purchase Order when it is routed for approval. A Single Source or Emergency Procurement shall be reported to the JEA Board in accordance with Section 1-110 of the JEA Procurement Code.**

MEMORANDUM

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## Electric Production: Sole Source Justification for N00 Atomizing Air Compressor AB Replacement

PREPARED FOR: JEA Procurement

PREPARED BY: Jason Compton

DATE: March 3, 2025

### 1.0 Background

Requesting approval to purchase replacement “A” and “B” atomizing air compressors directly from the OEM, due to pressing reliability issues with the current compressors, project urgency, and to avoid time delays that would arise from using a non-OEM procurement process.

The existing A and B compressors have experienced significant issues recently, including recurrent failures to start and trips from high vibrations and temperatures. These ongoing problems pose a substantial risk to unit performance and reliability, potentially leading to derates or complete shutdowns.

Figure 1 – “A” Atomizing Air Compressor

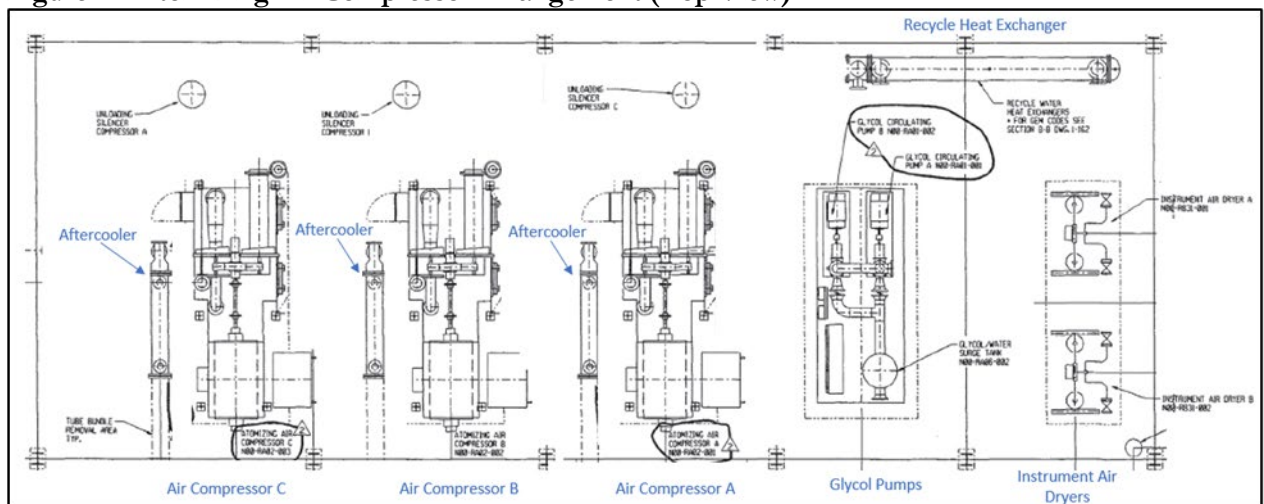


The Atomizing Air System consists of three 50% capacity centrifugal air compressors, each a three-stage unit designed to increase air pressure progressively. Compressors draw air

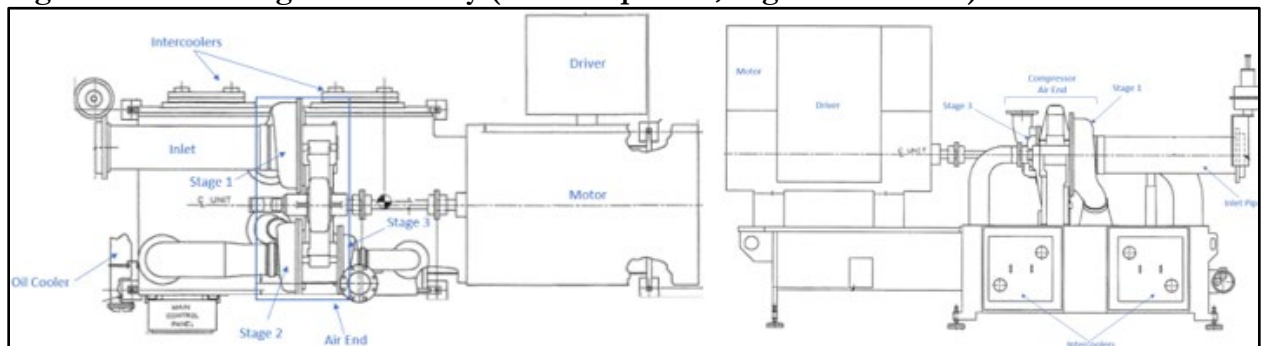
through inlet filters to remove dust and particulate and then compress the air through three stages. Intercoolers between each stage reduce air temperature and enhance efficiency. Compressor discharge is further cooled by an aftercooler, which removes additional moisture from the air. The Atomizing Air Compressors work to maintain a steady system pressure, ensuring continuous, reliable operation of the atomizing air and instrument air systems.

These compressors are not simple off-the-shelf compressors, they are very complex engineered systems, equipped with a 4000V drive motor, two-stage inlet filter, glycol coolers, self-contained lube oil system, alarms, protections, and controllers. Standard practice is to always operate two compressors to ensure uninterrupted unit operation should a compressor issue occur.

**Figure 2 – Atomizing Air Compressor Arrangement (Top View)**



**Figure 3 – Atomizing Air Assembly (Left - Top View, Right - Side View)**



While the replacement of both compressors (A & B) is necessary, the highest priority is to replace Compressor B within the current fiscal year to ensure two reliable compressors are available for operations. Once Compressor B is replaced, Compressor A should follow as quickly as possible (FY26) to ensure a standby unit is in place for any potential issues or maintenance activities.

## **2.0 Justification**

### **Benefits of OEM (like-kind) Equipment:**

OEM equipment offers several key advantages, particularly in terms of faster installation and project completion.

With the OEM equipment, no major modifications to the existing infrastructure (piping, circuits, structure, etc.) are required, meaning the installation process will be significantly faster compared to non-OEM solutions that may require extensive modifications. Without infrastructure modification, OEM equipment avoids the need for an outage or dual outage to facilitate installation, which would otherwise extend downtime and add complexity to the project.

Purchasing OEM equipment will allow a streamlined project scope of work, focusing only on key component replacements such as the compressor air-end, intercoolers, oil cooler, oil heater, and aftercooler. Existing equipment, including the controller, 4000V motor & driver, inlet filters, inlet control valve, motor coupling, piping, circuitry, and other associated components will remain in use. The streamlined scope should enable faster project completion.

Due to reliability concerns with both Compressors A and B, JEA Operations is proceeding with a plan to install standby rental compressor(s) to ensure continuous operation in the event of an A or B failure prior to replacement. With rental compressor costs estimated at \$75K per month, project delays could result in rental expenses quickly meeting or surpassing the cost of purchasing new equipment.

OEM equipment will also allow equipment uniformity. Using like-kind compressors ensures that components such as valves, filters, controls, and spare parts are standardized, which reduces operational complexity and simplifies ongoing maintenance.

Additionally, OEM's shorter equipment lead times allow for a quicker delivery and installation, further reducing the overall project timeline.

### **Drawbacks to Non-OEM (like-kind) Equipment:**

Opting for non-OEM compressors introduces several challenges that could extend the project timeline, increase costs, and complicate operations.

One major issue is longer equipment lead times, which delay procurement and extend the overall project schedule. Additionally, the procurement process for non-OEM equipment is more complex, requiring the development of new specifications, a thorough review process, and possibly the involvement of an engineering firm. These steps add time and cost to the project.

Non-OEM compressors may require significant infrastructure modifications, such as changes to the footprint, piping, and control systems. These modifications are likely to require a dual outage to facilitate installation - further complicating installation and increasing downtime. The scope of work is also more extensive, as replacing non-OEM compressors may involve updating cabling, controls, and other components, adding complexity, and increasing the project timeline.

An extended project timeline associated with non-OEM equipment increases the likelihood of incurring additional rental compressor costs. Delays in the project could lead to rental expenses that quickly exceed the cost of purchasing new equipment.

Another issue with non-OEM compressors is the potential loss of uniformity across the equipment and possible lack of equipment redundancy.

### **3.0 Recommendations**

Although non-OEM compressors might seem to offer initial savings, the hidden costs—such as longer lead times, extra engineering work, infrastructure changes, and rental compressor fees—can make purchasing non-OEM equipment less cost- and time-effective compared to OEM equipment.

We recommend purchasing equipment of similar type from the OEM, with preparation and installation handled by FS Compression.