

**APPENDIX A
RESPONSE FORM FOR SOLICITATION 036-17**

THREE PHASE DISTRIBUTION TRANSFORMERS FOR JEA INVENTORY STOCK
Bid Form page 1 of 1

Submit an original Response Form, two (2) copies and one (1) CD or thumb drive along with other required forms in a sealed envelope to:
JEA Procurement Dept., 21 W. Church St., Bid Office,
Customer Center, 1st Floor, Room 002, Jacksonville, FL 32202-3139.

Company Name: CG Power Systems USA Inc
Company's Address: One Pauwels Drive, Washington, MO 63090
License Number (if applicable) _____ Federal ID Number: 14-1799233
Phone Number 636-239-9334 FAX No: 636-239-9398 EMAIL Address: tammy.faupel@cglobal.com

BID SECURITY REQUIREMENT <input checked="" type="checkbox"/> None required <input type="checkbox"/> Certified Check or Bond _____ % \$ _____	TERM OF CONTRACT <input type="checkbox"/> One Time Purchase <input checked="" type="checkbox"/> Annual Requirements – Five (5) years with a One (1) year optional renewal <input type="checkbox"/> Other, Specify: _____
--	--

SAMPLE REQUIREMENTS <input checked="" type="checkbox"/> None required <input type="checkbox"/> Samples required prior to Bid Opening <input type="checkbox"/> Samples may be required subsequent to Bid Opening	SECTION 255.05, FLORIDA STATUTES CONTRACT BOND <input checked="" type="checkbox"/> None required <input type="checkbox"/> Bond required \$ _____ % of Bid Award
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QUANTITY REQUIREMENTS <input type="checkbox"/> Quantities indicated are exacting <input checked="" type="checkbox"/> Quantities indicated reflect the approximate quantities to be purchased throughout Contract period and are subject to fluctuation in accordance with actual requirements	INSURANCE REQUIREMENT <input type="checkbox"/> None required <input checked="" type="checkbox"/> Insurance required
--	--

PAYMENT DISCOUNTS
 1% 20, net 30
 2% 10, net 30
 Other _____
 None Offered

Quote the following materials **F.O.B. Destination: Jacksonville, FL**

Item No.	ENTER HEREON YOUR RESPONSE FOR THE FOLLOWING DESCRIBED ARTICLES OR SERVICES	TOTAL PRICE
1.	036-17 Three Phase Distribution Transformers for JEA Inventory Stock TOTAL Response PRICE (Total from Response Workbook)	\$ <u>14,675,884</u>

Respondent's Certification

By submitting this Response, the Respondent 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 Respondent's Company, and that the Company is legally authorized to do business in the State of Florida. The Respondent also certifies that it complies with all sections (including but not limited to Conflict Of Interest and Ethics) of this Solicitation, and that the Respondent is an authorized distributor or manufacturer of the equipment as required in this Solicitation.

We have received addenda
_____ through _____
1 through 4

Miguel A. Osuna 01/27/2017
Handwritten Signature of Authorized Officer of Company or Agent Date
Miguel A. Osuna Product Sales Manager
Printed Name and Title

January 31st, 2017

JEA Bid Office,
Jacksonville Electric Authority,
Customer Center 1st Floor, Room 002
21 West Church Street,
Jacksonville, FL 32202-3139

**RE: SUPPLY OF THREE PHASE DISTRIBUTION TRANSFORMERS FOR JEA INVENTORY STOCK
SOLICITATION NUMBER: 036-17**

JEA Procurement Department,

We are pleased to submit our quotation **495914743** for 3-Ph Distribution Transformers” in response to your Request for Quotation for Distribution Transformers.

Today CG is a market leader in three (3) business areas as attached hereafter, and has over 9,000 employees worldwide, spanning various nationalities and cultures. It has enhanced and consolidated its global footprint by emphasizing a corporate culture built on values, quality and customer service.

CG Power Systems USA Inc. (**CG PS US**) formally known as Pauwels Transformers Inc, objective is to establish a chain of supply while providing integrated services, delivery of materials, and timely on-site technical support this for the quoted transformers.

Your specifications as transmitted and clarified by email, Addendums have been reviewed and **CG PS US** is quoting in complete compliance with your specification and addendums, unless identified per CG Quotation Comments and Clarifications enclosed.

All prices have been entered onto your spreadsheets as requested. Additional information covering our leadership position in the domestic market and willingness to work with JEA in forming a relationship that centers on opportunities for learning from each other along with joint problem solving is included with our bid.

The attached information is supplied to give you an even more in depth view of CG PS US Extended Enterprise Vision (EEV) and which may help JEA Electric to evaluate CG PS US as a reliable supplier for three phase transformers.

CG PS US is a very reliable transformer manufacturer specialized in the manufacturing of ***three phase*** distribution transformers up to and including 80 MVA 230 KV 650BIL ONAF – refer to www.cgglobal.us.



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The **CG Power Systems** group is one of the world's top five (5) manufacturers of power transformers up to and including 750MVA and/or 1000kV refer to www.cgglobal.com.

To further present our leadership position in the T&D Market **CG PS US** full range of transformers consists of:

- Power Transformers for transmission of electrical energy up to 80MVA 230 KV 650BIL ONAF
- Distribution transformers for distribution of energy to consumers up to 10 MVA 46kV 250BIL

CG Power Systems currently operates eleven (10) transformer manufacturing facilities; two (2) in Belgium and one (1) each in Hungary, Indonesia, Ireland, two (2) in the United States of America, and three (3) in India.

CG Power Systems enhanced its competitive momentum by forcefully targeting the growth oriented utility power transformer segment, to offset the slowdown in industry demand for distribution transformers. CG is also building competencies and pursuing new attractive segments such as renewable energy, ultra high voltage and energy automation. CG Power Systems is also increasingly finding new profitable opportunities in developing, constructing and supplying end-to-end power solutions in various parts of the world.

It shall be known that CG Power Systems is structured in three (3) main businesses, these are:

- **Power Systems:** Manufacturing a large range of transformers, switchgear, and providing transmission and distribution (T&D) solutions with its engineering projects and services capabilities.
- **Automation Solutions:** Custom design and manufacturing of automation software/hardware for today's SMART Grid initiative.
- **Industrial Systems:** Producing a wide spectrum of high tension (HT) and low tension (LT) rotating machines, namely motors and generators, as well as related solutions.

By means of this breakthrough program CG Power Systems USA Inc as a group, wants to confirm its position as main independent transformer manufacturer.

We, at **CG PS US** believe that as a team of professionals we can position ourselves such to support **JEA** in their alliance goals and objectives.

We encourage **JEA** to visit the CG Power Systems USA Inc facilities in Washington, MO, these are the distribution facility at One Pauwels Drive and the new "state-of-the art" power transformer facility at One Avantha Drive.



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Thank you for choosing **CG Power Systems USA Inc.** as your reliable supplier.

Sincerely,

CG Power Systems USA Inc

Tammy Faupel

Tammy Faupel
Snr. Account Specialist
T 636-239-9334

Tammy.faupel@cgglobal.com

Miguel A. Osuna

Miguel Osuna
Product Sales Manager - Distribution
314-922-6696

Miguel.osuna@cgglobal.com



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Our mission statement:

Mission 2017

“To become a world class provider of integrated solutions to our global customers in the domain of T & D of electrical energy through reliable, state of art products and services.”

CG PS US Core Values are:

Performance Excellence

Performance Excellence is about reviewing and raising the performance threshold, for self and as part of a team, for competitive edge, setting and meeting stretch targets; accomplishing and exceeding performance commitments. It means discouraging mediocrity in others and ourselves and confronting status quo.

Leading Edge Knowledge

Leading Edge Knowledge is a necessary ingredient for competitiveness and growth; enhancing capabilities; actively pursuing and achieving Best Practices; continuously upgrading and benchmarking with Best in Class. It is the key to working smart instead of only working hard; a continuous search for alternatives and new ways of doing things.



Nurturance

Nurturance is helping ourselves and others grow in professional and personal life. It encourages an atmosphere of fairness with participation and a climate of trust as well as trustworthiness; a positive environment for CG to become a learning Organization; for Connection between CG and its employees.

Customer Orientation

Customer Orientation is sensitivity and responsiveness to the market and customer needs for high quality existing as well as new products and services, with deliveries and after-sales service as committed. It establishes positive long-term relationships with internal and external customers.

Intellectual Honesty

Intellectual Honesty is honesty to self; doing what we say; making and meeting meaningful commitments. It goes beyond simplistic integrity financial honesty, telling the truth and includes openness and speaking up in situations when silence would yield an undesired result.



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ATTACHMENT 1 - COMPANY PROFILE

CG Power Systems USA Inc

CG Power Systems USA Inc (**CG PS US**) is a Corporation that designs, engineers, manufactures, tests and delivers quality three phase distribution and power transformers.

Our main objective and goal is to help serve our customers more effectively in the changing market.

Headquarters of the CG Power Systems – Location: Mumbai, India

Consolidated annual turn-over approximately 3 billion US Dollars

CG PS US Federal Tax Number: 14-1799233

The **CG PS US** sales organization is structured to ensure the shortest possible communication links between customer and us – this is a must in today's business environment.

This goal is achieved through a network of small efficient sales offices and specialist representatives with an expert knowledge of domestic market environment and customers' requirements.

JEA is served by:

- **Our Representatives:**

- **John Carter & Associates**

- 102 Hwy 60 West,
Lake Wales, FL 33859-0512
Mr. Todd Sumner
Cell: 352-267-8055 Office: 863-638-3710 Fax: 863-638-3720
Email: *tsumner@jca-inc.net*

- **Manufacturing facility:**

- **CG Power Systems USA, Inc**

- One Pauwels Drive
Washington, MO 63090
Ms. Tammy Faupel
Tel.: 636-239-9334 / Fax: 636-239-9398
Email: *tammy.faupel@cgglobal.com*

ATTACHMENT 2 - FUTURE YOURS & OURS

Changing market

As compared to the last ten (10) years the current market is a very dynamic market environment for both Utilities and Suppliers.

This dynamic environment is driven by the imminent deregulation of the US Generating Industry, affecting the overall business practices of everyone who is active in this type of Industry.

Therefore we, at **CG PS US** question ourselves as follows:

1. What is our Company's vision for the future?

CG PS US vision for the future is:

- To pursue customer satisfaction through continuous improvement in all areas.
- To meet the challenges in our rapidly changing market environment with flexibility and with an unparalleled fighting spirit.
- To expand our present scale as a market player, by increasing our capabilities up to 80 MVA - 230 KV 650BIL ONAF, and as an employer.
- To communicate and closely cooperate with our customer - internal and external.
- To provide first class quality service
- To provide a quality product by all means, while expanding our capacity and capabilities.

In order to obtain this vision **CG PS US** as a company has set forth some basic goals and objectives, which are the following:

- To design, engineer, manufacture, test and deliver 3 phase distribution transformers up to and including 60 MVA - 161 KV 750BIL ONAF.
- Obtain a solid market share for the three phase pad-mounted and non-pad-mounted transformers.
- To manufacture a quality product through efficient manufacturing process that can compete with the Industry standards and satisfy even the most demanding customer.

In order to accomplish these three major goals, we will provide the leadership to implement the following:

- Train all employees so that they clearly understand the purpose of their job as well as the control points that affect quality and safety.
- Create a customer/supplier philosophy at each process within the entire business environment.



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- Respond with a sense of urgency to the needs of our internal and external customers.
- Achieve consistent control of the processes and continuously strive to improve our capabilities.
- Use a team approach to address problems or opportunities as they occur, with focus on prevention over detection.
- Foster an environment in which every employee feels free to ask “Why?”!
- Make every effort to honor our commitments to our customers.

2. Where do we see our Company in the next 5 years from now?

In the next 5 years from now **CG PS US** will be a leader in the manufacturing of distribution transformers **and medium power transformers through capacity expansion.**

Keeping in mind the actual expansion trend of **CG PS US** we estimate that our gross sales by the year 2020 will exceed 300 million dollars, hence we are looking at investment at this time.

1. Why you consider CG Power Systems USA Inc as your Extended Enterprise partner?

Your reasons for pursuing an Extended Enterprise Partner with **CG PS US** should be the following:

1. **CG Power Systems USA** is committed to a position of technological leadership.
This leadership is fostered by an intercompany R&D matrix organization whereas different **CG Power Systems** facilities share technical achievements at a worldwide level.
This achievement is obtained by having semi-annual meetings between the different engineering departments of different **CG PS US** facilities.
2. **CG PS US** has a formal Extended Enterprise Partner program in place with focus on:
 - Flexible communication channels
 - Hassle free service
 - Capacity planning program which guarantees short lead-time and reduced Warehouse stocking
 - Emergency Stocking program
 - Long term vision to perform under the Extended Enterprise Partner umbrella
 - Unquestionable cost saving program, whereas cost savings are given back to the customer
 - Professional administration of the contract
 - Ability to handle the workload with a mean and lean organization
 - Cost control, delivery performance and emergency support:
 - I. Cost control through cost reduction program and standardization
 - II. Cost control through volume and transport savings
 - III. Delivery performance by setting our goal to a least 95% on-time



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delivery

IV. Delivery performance through the implementation of capacity planning

V. Emergency support, by having spare capacity available of 22 %

- Overall quality of the product by having an ISO driven organization at the level of:
 - I. Management responsibility
 - II. Quality system
 - III. Contract review
 - IV. Design control
 - V. Document and data control
- Future investment to position **CG PS US** and their customer in a more advantageous way
- Willingness to stock units in the framework of an Extended Enterprise Partner Program
- Willingness to have an open book policy in the framework of an Extended Enterprise Partner program
- Willingness to have a consignment program implemented that is mutually agreed upon

Last but not least the **CG PS US** Extended Enterprise Partner program will be managed entirely through an Extended Enterprise Vision approach, which allows to:

- Set specific goals and milestones
- Set forth reasonable program expectation
- Set forth measurement tools to measure progress made
- Safeguard the open book policy

ATTACHMENT 3 - CONTRACT MANAGEMENT

This contract between JEA and **CG PS US** is of the utmost importance to us. Consequently, we will have available for you an Extended Enterprise Partner that will be heavily involved in the day-to-day management of this contract. The objective of this Extended Enterprise Partner will be to build a positive relationship between the business partners as well as to attain optimum efficiency and savings.

CG PS US will commit the necessary human resources to fully support the proposed Extended Enterprise Vision – the following CG Power Systems USA personnel will be part of this team:

CG Power Systems USA Inc Extended Enterprise Partner

1. Todd Sumner, Representatives
2. Joshua Yun, Vice President Sales and Marketing
3. Miguel Osuna, Product Sales Manager - DT
4. Aniruddha Narawane, Engineering Manager
5. Tammy Faupel, Snr. Account Specialist
6. Mary Stolte, Project Administrator
7. Don McDonald, Design Engineer

JEA Extended Enterprise Partner

- To be defined by JEA
The following people shall be part of the Team:
 - Purchasing
 - Standards and Engineering
 - Warehouse and Receiving

In order to maintain clear communication between JEA and **CG PS US** and to address any of your needs for transformer procurement, we suggest that at minimum there be:

- Monthly meetings with you and our representative, Chris Illingworth
- Quarterly meetings with you and our representative, Chris Illingworth

As time progresses, the monthly meetings can be replaced with quarterly meetings.

In the framework of the Enterprise Extended Vision Plan the Extended Enterprise Partner might/could propose a written Extended Enterprise Vision between JEA and **CG PS US**.

This principal contract should be signed by two executive sponsor each belonging to the parties entering the contract.



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The purpose of this written contract shall be as follows:

- To establish a mission statement
- To establish clear goals and objectives
- To establish a clear reporting methodology
- To establish an evaluation criteria
- To establish a price structure
- To establish a confidentiality agreement
- To establish a way to drive savings to the bottom

We propose:

*The Extended Enterprise Vision shall be evaluated on an annual basis.
The results of the evaluation shall be reported periodically through the Extended Enterprise Partner to both executive sponsors of JEA and CG Power Systems USA Inc*

ATTACHMENT 4 – ORGANIZATIONAL STRENGTH

1. Years our Company has been in the transformer business.

CG Power System (formerly Crompton Greaves Ltd.) has been manufacturing transformers since 1878. The company is a publically held Company as CG PS a part of the Avantha Group of Companies, our CG US history is as follows:

In 1982, Pauwels International NV, Mechelen, Belgium formed a joint venture with AB Chance Inc and became Pauwels Chance, Inc.

In 1987, Pauwels International NV, Mechelen, Belgium, bought the remaining shares from AB Chance Inc Transformers and Pauwels Chance Inc because Pauwels Transformers Inc.

In 2005, Crompton Greaves Ltd., India acquired the Pauwels Group.

In 2010, Pauwels Transformer Inc became CG Power Systems USA, Inc.

2. Total numbers of employees in the transformer division of your Company.

CG Power Systems currently operates ten (10) manufacturing facilities; two (2) in Belgium and one (1) each in Hungary, Indonesia, Ireland, two (2) in the United States of America, and three (3) in India.

These plants employ over 9,000 people, which together represent a total output of more than 110 GMVA.

CG PS USA Inc, member of the CG Power Systems group, employs a total of 500 people.

3. Audited financial statements are located on our website at www.cgglobal.com.

4. Organization structure

The **CG PS US** organization is rather flat. We have chosen such a flat structure to bring the decision making process closer to the customer. This organization structure has been operational since the end of 1993, with the following key people:



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Vice President of Sales and Marketing	Joshua Yun	23 years
General Manager	Phillip James	10 years
Product Sales Manager	Miguel Osuna	8 years
Operations Manager	Jose Lima	15 years
Quality Control Manager	Mark Voss	10 years
Engineering Manager	Aniruddha Narawane	30 years
Snr. Account Specialist	Tammy Faupel	16 years
Project Administrator	Mary Stolte	3 years
After Sales Field Services	Dale Scheible	31 years
	Eric Doak	23 years
	Matt Ezra	10 years
Design Engineer	Don McDonald	41 years

ATTACHMENT 5 – STRENGTH IN EXTENDED ENTERPRISE VISION (EEV)

1. What is our company's definition of EEV?

CG PS US transformer's Extended Enterprise vision is the following:

- Tenor of relationship:
 - A cooperative relationship – we should treat each other as friends.
 - Long-term orientation – implementing innovative ideas is not easy and will take time; certain innovative issues need to be addressed.
 - Pro-active interaction – as we move on with the relationship both partners should start anticipating innovative ideas; we are not waiting for problems.
- Scope of interaction:
 - Interactions take place through team approach – regular meetings shall be held were both parties discuss innovative ideas and learn from each other.
 - Interaction takes places through the supply chain – main goal will be to crack down the supply chain.
 - Frequent information exchange – it is only through information exchange that we will be able to learn from each other and be innovative.
 - Strong mutual commitment – this is a must and without, an EE cannot exist.
- Methods of relationship management:
 - Executive Management relationship – Senior Executive Management shall sponsor Alliance.

In the event of being successful, **CG PS US** will embrace all of the above values and characteristics and will be an innovative supplier for JEA.

We can say that for **CG PS US** an “Extended Enterprise Vision shall have the following well-structured characteristics”:

- Critical driving force – essential strategic forces must be in existence to push the alliance partners together.
- Strategic Synergy – looking for complimentary strengths and strategic synergies; together we are stronger.
- Great chemistry – an equal cooperative spirit needs to exist together with a high level of trust.



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- Win-Win – all members of the alliance must see that structure, operations, risk and reward are fairly apportioned among the members.
- Operational Integration – beyond a good strategic fit, there must be careful coordination at the operational level where the actual implementations of plans occur.
- Sharp focus – there is always a strong correlation between success of a venture and clear overall purpose – specific, concrete objectives, timetables, lines of responsibility and measurable results.
- Commitment and support – unless the Extended Enterprise Partners are highly committed to success, there is little chance of success.

In a nutshell once a relationship is gained it shall be nurtured very carefully:

- Be willing to open up all contact avenues with your partner.
- Be willing to share risks and rewards.
- Be willing to treat your partner’s business as your own.

We, at **CG PS US**, believe the following advantages or values are key elements to an Alliance:

- Price and performance.
- Inventory reduction.
- More accurate results
- Consistent quality, reliability and efficiency.
- Smooth contract execution, innovativeness, on-time delivery, short lead times and hassle free service in all aspect.
- Information available from both parties.

2. What programs do we have in place? The details of each including any identifiable costs and/or savings associated with are:

- i. Capacity planning
- ii. Dedicated stock program
- iii. Distributor stocking program
- iv. Research and development
- v. Strategic Partnership Program
- vi. Vendor Management Inventory**

Forecasting – Vendor Managed Inventory

CG PS US is of the opinion that “the program” that will be of major benefit to JEA is our Vendor managed Inventory (VMI) program, which we are describing hereafter.

CG PS US would like to develop with JEA a Vendor Managed Inventory (VMI) system such that



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production will start whenever a certain level of inventory has been reached; releases would be typically done automatically – for such a system we would need to access your Inventory system. Developing such a system would be typically a task for the Supply Chain Team or Cross Functional Team.

To accurately forecast JEA future usage, we will need at least two years past usage which will be entered into our forecasting module. We will then work on an acceptable safety stock level. Our business system will calculate the Safety Stock level based on past usage and how much inventory JEA wants to keep on hand.

Then on a weekly or monthly basis, we will need your current usage and your current on hand inventory for each stock code (by warehouse also if you keep inventory at more than one location). The forecast will be run at the very beginning of the month after the previous month's usage is received. When the forecast is run we will compare the forecasted amount to the suggested safety stock level, current on-hand amount, and what is currently on order, and adjust the forecasted quantity, if needed.

A spreadsheet is then sent to the customer showing what we will be putting into production for that month. A weekly status report will also be sent showing the scheduled ship date of new orders and which items have been shipped.

The data transmittal for stocking levels analysis for each JEA warehouse shall be done electronically if possible, as such data can be easily be analyzed and introduced into our VMI Business systems.

We propose to analyze the stocking levels on a weekly basis in order to be able to have an as accurate as possible view.

The weekly analysis of the stocking levels shall be the main driver of the VMI system that **CG PS US** is proposing hereafter.

A dedicated Alliance Coordinator within the **CG PS US** organization will do the analysis of the stocking levels.

By taking this task away from JEA, we estimate we would save JEA (considering weekly analysis of 8 hours) – the model would be:

***Number of hours saved*by cost per hour = +/- \$30,000 per year in soft savings.
In addition, we feel JEA will be able to reduce their inventory with approx. 25%.***

Capacity planning

Capacity planning is a program that aims at setting certain production slots aside guaranteeing consistent lead times that will not be affected by our domestic economy. For this particular program, we will need from JEA a 4 month sliding forecast in order to make this program work. The forecast needs to be updated every month. On a monthly basis, a report will be issued to JEA indicating number of dedicated slots per line item.

No additional costs are associated with this program.

Savings can be calculated by comparing standard lead times versus dedicated capacity lead times, which in fact translates in a decreased inventory value of approximately 15%.

Current Suppliers

Business practices have changed dramatically within the CG Power Systems organization; hence, we refer to additional information “Supplier Selection, Incoming Materials and Logistics” Table of Contents that has been added to this document after page 20.

In the past **CG PS US** had many suppliers for all kinds of material required for the manufacturing of three phase distribution transformers.

As the market changed and as **CG PS US** became a leader in the distribution transformer technology our business practices were adapted to serve the Industry even better.

Vendors were reduced, as we made only use of those suppliers capable of supplying material of the highest quality and shortest possible lead-time.

Long term contracts are the following:

- | | |
|------------------|---|
| - Silicone Steel | ⇒ AK Steel |
| - Copper | ⇒ HV winding material = Essex
⇒ LV winding material = Hussey |
| - Bushings | ⇒ Warco, ABB, Cooper, HJ Enterprises |
| - Accessories | ⇒ Cooper |
| -Oil | ⇒ Calumet, Cargill (FR3) |

We have a long-standing business relationship with our major raw material suppliers and most of our component suppliers. Open two-way discussions with our supplier to address areas are required for keeping **CG PS US** competitive. Harnessing this working relationship will certainly enhance problem resolution -- as such, **CG PS US** will sustain its competitiveness in the market



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One (1) to two (2) year contracts with our suppliers are generally in place. In these contracts competitive pricing, delivery and quality are addressed.

As to the resources availability for obtaining competitive material pricing, **CG PS US** is working together with the global supply of the CG Power Group – a material sourcing pool has been set up. This sourcing group has monthly meetings where global material pricing strategies are shared.

Also in order to increase negotiation leverage, in North America, the three (3) North American plants are always planning for joint purchasing as much as possible for typical basic transformer materials such as silicone steel and copper.

Depending on the raw material, items are consigned and/or stocked.

- 3. The specific benefits and associated cost savings that resulted for an Extended Enterprise Vision approach is:**
- a. For our customer**
 - b. For our company**

For our customer

Reliable Transformers --It has been our experience that we have the **lowest** failure rate in the transformer industry. **Making use of a stacked core design and obround windings, which is very unique for the distribution transformer industry.** Our high-quality design will provide you with long, reliable service with a failure rate that is less than **0.1%**.

For our company

Being able to grow a profitable business.

- 4. What is essential to create a successful EEV between JEA and our Company?**

Our vision is: “Co-opting for customer competence”.

We certainly feel that changing dynamics of the business has been a focus for **CG PS US** in this new century. We feel that JEA can certainly play an active role in creating competitive value. We believe that by working together, under the umbrella of the Supply Chain Team or Cross Functional Team, we both will become a new source for competence in this marketplace.

At **CG PS US** we focus on harnessing the customer competence. We feel it is a must to engage JEA in an active, explicit, and ongoing dialogue – we believe very strongly in mobilizing communication with JEA and we want to include personalized JEA experience in our global customer service vision.

Engaging in a dialogue with JEA, who understands their needs, will require from **CG PS US** a richer, open and speedier form of exchange in information.



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In addition to the above one must make note of the fact that once an Alliance is gained it shall be nurtured very carefully:

- Be willing to open up all contact avenues with your partner.
- Be willing to share risks and rewards.

Be willing to treat your partner's business as your own.

5. How are emergency priorities set for EEV in place?

At **CG PS US** we distinguish two different emergency situations, these are:

1. Emergencies due to natural disasters such as earthquakes, fire, flood and others; can be easily dealt with due to the fact **CG PS US** has dormant capacity (spare capacity). This capacity will be used to cater to these emergencies; ramp-up time will be rather quick as it only involves implementing additional shifts and overtime.
2. Emergencies due to expediting problems, project problems or any other problem related to the sudden need of product. Again these emergencies can be dealt with by implementing overtime or walking the product through the plant.

ATTACHMENT 6 – QUALITY OF MATERIALS AND SERVICE

CG PS US maintains a Quality Assurance Program that is updated continuously to detail the latest modern techniques and processes as they are developed. A copy of the program is provided as a part of Attachment C.

1. We are providing three references associated with the US Electric Utility Industry.

Exelon	David Dunkle, Category Manager	410-470-7819
Iberdrola USA	Maria Marinez, Material Planning	585-771-6622
PSEG- LI	Jim Colligan, Procurement Manager	973-430-5172

2. We are providing data that describes how our company measures metrics such as on delivery, order accuracy, backlog and cycle time and how your company is performing against these measures.

CG PS US incorporates the use of the SAP system. The system is designed to enter orders, design transformers, track orders through the system, and measure the delivery cycles, material use and inventories. **CG PS US** has performed within the ranges established by the Managers of each department and the ranges established by the Executive staff.

3. CG PS US is ISO 9001 certified.

4. The process used by our company to regularly review and amend the quality manual is:

Quality Assurance reviews the manual on a monthly basis. Additions and amendments are controlled by the Quality Assurance Manager and approved by the Executive Staff.

5. We are describing how manufacturing and processing procedures/specification manuals are used by our company:

Manufacturing and processing procedures are monitored and reviewed by the managers and supervisors of each process. Employees are encouraged to participate in the process of developing new procedures that will enhance the process and eliminate waste. Engineering provides ECO's (Electronic Change Orders) to change processes and specifications when necessary.

6. We are describing how statistical process control methods used by our company to control plant manufacturing processes:



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Each process is carefully monitored to meet the quality standards established for that section. Those statistics are then posted with the results for each person responsible for the given process. Changes needed to increase production or quality, are then put in place to increase the performance of the section.

7. We are describing the final inspection process used by our company:

The inspection process is incorporated throughout the manufacturing process. The final inspection includes the use of the manufacturing documentation that will accompany the transformer. Inspectors are provided full access to engineering to discuss any inconsistencies they may have observed or to ask general design and specification questions.

8. We are describing the quality problem and corrective action reports and records used by our company:

Quality Assurance records all internal problems as PPR's and any customer questions as SCR's. These items are collected within a data base and are required to be addressed within a three day period of time. Corrective Actions are issued. A team dedicated to researching all inconsistencies, manufacturing requirements for materials produced by external entities uses this opportunity to not only resolve the present problem but to also incorporate new details and information to the design and manufacturing process to enhance the quality of the transformer.

9. We are describing the process used by our company to establish an expected life span of our products:

Design, research and development and historical data is used to establish the expected life span of the product line. Technological exchanges between the Belgium production plant and the Washington, MO plant serves as a starting point in the establishment of the data used to determine anticipated life spans for each product design.

10. We can describe any additional factors necessary to achieve the expected life span:

Maintenance programs provided in the operation manual with each transformer establishes the procedures necessary to reach the expected life span of the transformers.

11. UL Certification:

CG PS US Transformers can be UL Certified.

ATTACHMENT 7 – OPERATION EXPERTISE

1. Normal operation hours, scheduled factory shutdowns, production capability and capacity supplying transformers under each category are as follows:

- Normal production hours are for first shift from 6:30 AM through 3:00 PM, second shift from 3:00 PM through 11:30 PM and third shift from 11:30 PM through 7:00 AM
- Annual plant shutdowns are scheduled the week of July 4th and the week between Christmas and New Years – dates may change depending on the weekdays.
- Production and capacity capability:

Range of Product: Three Phase station type, secondary unit substations, pole mounted and pad-mounted distribution transformers.
10 MVA up to and including – 46 kV – 250 BIL

Production Capacity: Pad-mounted units – 9,000 units/year
Non pad- mounted units – 1,000 units/year

Covered Area: 200,000 sq. ft.

% Capacity Utilized: 85%

Numbers of Shifts:	Tank Preparation:	Two Shifts
	Laser Machine:	Three Shifts
	Welding Stations:	Three Shifts
	Core Cutting:	Three Shifts
	Testing:	Three Shifts
	Winding Department:	Three Shifts
	Final Assembly:	Two Shifts

2. We are describing our stocking and inventory management of transformer components. How do we detect inferior material and prevent their use during production?

We have 2 methods of watching our inventory. For most of the components and all of the core and metal parts of the winding we operate from a MRP (material requirements planning) system. When an order is entered into our business operating system the software looks at the requirements for material to build the transformer(s) on the order. It then looks at what is available in inventory and subtracts the new requirements from inventory. If we have less in inventory than we

Need a planned order is generated. Purchasing then places a purchase order with a pre-approved supplier for the material that is needed to complete the transformer(s) that are on order with us.



For nuts, bolts, washers, tank steel and insulation material we use a ROP (reorder point system). With this method, different departments where the material is stored has the responsibility to alert purchasing when the inventory level gets to a pre-specified level so that replacement material can be ordered. When material is stored in a production department the supervisor of that department sends in a traveling requisition when the material gets to the ROP level. For the material that is stored in the warehouse a preprinted form is sent to purchasing when a material reaches the reorder point.

All components are inspected level II receiving inspection procedures. If approved then they are put in the warehouse inventory. If not approved the components are moved to a quarantine area tag with a reject tag of which a copy is sent to purchasing to notify the supplier of the defect. Then throughout the processes the operator who installs the components watches for additional defects, if any, as well as other QA inspectors.

3. Our supplier qualification process is as follows:

Supplier qualification is a collaborative effort at **CG PS US** and involves input from the Purchasing, Engineering, Quality Assurance, and Manufacturing Departments. Suppliers are evaluated based on their ability to meet specification, quality, lead-time, service, and pricing requirements. Typically new suppliers are subjected to an engineering review of the product they are providing and must undergo a production trial that occurs on-site at CG Power Systems and under the supervision of **CG PS US** QA and Engineering personnel. Suppliers are periodically reviewed based on their past performance. This periodic review may include an on-site audit of the suppliers operations.

4. The types QA/QC data we are tracking and how the data is used.

Accurate data collection is an essential component of the **CG PS US** Quality Management System. Quality related data is collected at all major processes and inspection areas throughout the plant using both electronic and manual methods. **CG PS US** also tracks customer satisfaction through collection of data regarding on-time delivery, customer comments, warranty repairs, etc. All collected data is carefully analyzed and the information ascertained from the analysis is shared with management and plant personnel. This information is then used develop corrective and preventive actions and to fuel continuous improvement efforts.



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5. Testing capabilities of our DT factory is as follows:

CG PS US has four separate test bays for testing one at the Pauwels Drive facility and three at the power transformers on Avantha Drive. The distribution test bay is capable of performing all ANSI routine electric tests on transformers up to 10 MVA 69kV. The three power test bays can perform all ANSI routine electrical tests for class I power transformers up to 80 MVA ONAF 230 kV. CG Power Systems also has impulse equipment, which is capable of testing up to 800 kV BIL. Additionally, design tests for temperature rise and sound level emission can also be performed in-house. Other design tests such as short circuit and RIV are performed at a third party testing lab for Distribution and Power Transformers.

6. Are facilities union or non-union? If so, contract expiration.

Union facility: International Union of Electronic, Electrical, Salaried, Machine workers and Furniture workers, AFL-CIO.

Contract in place through September 23, 2017

7. How much capacity is scheduled for emergency orders?

At the present time, we are scheduling around 5% of the current capacity for emergency orders; if more is required we can accommodate you in due time.

8. Who we use to transport and what modes of transportation will be used to make our deliveries? What measures will you use to protect transformers during transit?

CG PS US makes use of CRS Bockting Trucking Line, Inc. as our Certified MWBE transportation partner for three-phase distribution transformers domestic wide. With CRS Bockting Trucking Line we are operating in the framework of an Extended Enterprise Vision that is now in place over fifteen (15) years.

Protection of the units will be obtained by shipping transformers on 4"x4" runners. These runners do have spacers attached and as such transformers are always shipped with space in between, this is standard industry practice.

6. We are describing our system in tracking delivery problems and their resolution as follows:

Shipping issues -- **CG PS US** has a well-trained after sales customers service group in place, within the quality group, we feel all eventual shipping damage and shipping discrepancies will be handled in a very timely, appropriate and correct way.

All freight damages shall be claimed through this customer service group – a report shall be mailed and transmitted via email to the dedicated customer service representative. Any freight claims will



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be handled by **CG PS US** and settled with the existing freight company actually used for the proposed contract.

All shipping discrepancies will be addressed by the very same customer service person. This is made possible as every transformer has a unique serial number facilitating tracking later on whenever problems occur with shipping – this serial number is clearly marked on our Bill of Lading.

In the event a unit has to be returned, our customers service department will send you a Return Goods Authorization (RGA) form which will entail the specifics for such a return.

Again, we would like to indicate to JEA that all shipping damage/discrepancies will be handled through a central communication platform point within our customer service department – the person in charge for such a coordination is Matt Skornia. He can be contacted via email at Matt.Skornia@cgglobal.com, or by telephone at (636) 239-9439. This person reports directly to the Quality Manager, which is Mark Voss. He can be contacted via email at Mark.Voss@cgglobal.com or by telephone at (636) 239-9372.

A Product Performance Report (PPR) is made up for follow-up and action and is discussed on a monthly basis with management.

Technical issues – corrective action processes:

Corrective action process is utilized according to our standard ISO procedures – we refer to our uncontrolled copy of our quality assurance manual attached hereafter.

These corrective actions are reported through a Corrective Action Report (CAR) and are discussed with management on a regular basis.



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ATTACHMENT 8 – WARRANTY

CG PS US is quoting Three Phase Distribution Transformers with the standard 1 year warranty as follows:

WARRANTY: *Company warrants to Purchaser that the equipment to be delivered to Purchaser will be free from defects in material and workmanship when used under proper and normal use for a period of 12 months after the equipment is put into service. Not to exceed 18 months from the date the equipment is delivered (whether by sale, lease or rental). Organic insulation materials are sold **with the express understanding** that their life and fitness for purpose are indeterminate and largely depend on application and operating circumstances and continuing maintenance. Should any failure to conform to the above (or to any additional warranty contained in the special conditions of sale set forth in the applicable product-line price sheet) appear within one (1) year after the date of shipment by Company, the Company agrees, upon prompt notification thereof and conformation that the equipment has been stored, installed, operated and maintained in accordance with recommendations of the Company and standard industry practice, to correct the nonconformity at Company's option either by repairing any defective part or parts or by making available at Company's plant a repaired or replacement part. The liability of Company to Purchaser arising out of the supplying of said equipment or its use, whether on warranty, contract or negligence, shall not in any event exceed the cost of correcting defects in the equipment as herein provided, and upon the expiration of said one (1) year, all such liability shall terminate. **The foregoing shall constitute the sole remedy of the Purchaser and the sole liability of Company.** The Warranty does not and shall not include reimbursement for the expenses which may be incurred by Purchaser. No "In and Out" charges included. Before any material is returned, Purchaser must contact Company, as outlined under Returned Goods. No warranty is made with respect to equipment not manufactured by Company, such being subject only to warranties made by their respective manufacturers. Company shall in no event be responsible or liable for modifications, alterations, misapplication or repairs made to its products or equipment by Purchaser or others, or for damage caused thereto by negligence, accident, overloading or improper use by Purchaser or others.*

THE FOREGOING WARRANTY IS EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES WHETHER WRITTEN, ORAL OR IMPLIED (INCLUDING ANY WARRANTY ON MERCHANTABILITY OR FITNESS FOR PURPOSE). THE ONLY WARRANTIES OF MERCHANTABILITY AND FITNESS FOR PURPOSE ARE THOSE EXPRESSED ABOVE AND THERE ARE NO IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR PURPOSE.

Extended Warranties up to 5 years can be made available.

ATTACHMENT 9 – COMMENTS AND CLARIFICATIONS

Jacksonville Electric Authority – Three Phase Padmounted Transformer Specification

- Due to requirements of DOE 2016 as well as addition of loadbreak switch some large kVA items (typically, 750 kVA and above 208Y/120 and 1500 kVA and above 480Y/277) will require door heights of more than 72”, with up to 78” possible.
- 3750 kVA is priced with stainless steel Radiators, per specification. Note that major cost reduction would be possible with galvanized-steel Radiators.

Additional clarifications per the commercial information:

Emergency Stocking Program – Appendix A – Technical Specifications

- CG Power Systems acknowledges and accepts 1st Tier requirement.
- CG Power has not included any additional cost for stocking program and units will be invoiced upon delivery or after 90 days of manufacture if not shipped, whichever comes first.
- Per JEA Appendix A – Technical Specifications - stock levels and turnover rates have been reviewed and will be re-evaluated quarterly to determine if stocked number is still required by JEA.
- If a stocked Item ID unit is ordered, CG Power will ship out with 1-2 weeks of receipt of PO. This item will be replenished with our normal production lead time.
- At any one time the total number of stocked units may not match the listed quantities, however there will be units going through production to again meet the required stocked levels.
- CG Power will discuss further at time of supplier review.

CG Power Systems acknowledges receipt of the following addendums:

Addendum Number 1	dated December 15, 2016
Addendum Number 2	dated December 20, 2016
Addendum Number 3	dated January 23, 2017
Addendum Number 4	dated January 26, 2017

LIMITATIONS OF LIABILITY: In no event (i) will Seller’s liability to Company for damages exceed the price set forth in this PO, and (ii) will Seller be liable to Company for any special, incidental, indirect, or consequential loss or damage however caused and regardless of legal theory or foreseeability, including without limitation, loss of profits or revenue, cost of capital, loss of use of equipment or facilities, cost of purchased or replacement power or claims of customers due to loss of service.



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ATTACHMENT 10 - LEADTIME PERFORMANCE

<u>PERFORMANCE GOAL:</u>	On-time delivery performance of 97%.
<u>TRACKING TOOL:</u>	On-Time tracking report card
<u>LEAD-TIMES (Capacity planned):</u>	1 st six months of the contract ⇒ 10 to 12 weeks ↓ 2 nd six months of the contract ⇒ 10 to 12 weeks
<u>LEAD-TIMES (Non-Capacity planned):</u>	Units, which are non-capacity planned, are subjected to standard lead-times. Actual standard lead-time quoted is 10 to 12 weeks. For Stainless Steel the lead time requires an additional 2 weeks to the above mentioned lead times.

ATTACHMENT 11 - PHILOSOPHY AND PROCESS

Changes in the market

Over the last few years our business practices with suppliers have been changed drastically. Overall improvement in supply chain management, including new vendor development, helped with costs and in reducing the raw materials-to-sales ratio. Currently we have different long-term contracts covering our basic material needs. This change in business practice is reflected in the hereunder-answered questions.

2. Major changes occurred at your facility in the last 3 years which resulted in cost savings for us and JEA.

Following major changes have occurred over the last few years and have resulted in cost savings for **CG PS US** and the customer:

- Adding a more modern tank preparation facility (50,000-sq. ft.) resulting in a more efficient production flow.
- Implementation of the welding booth principle resulting in a reduced overall tank preparation time.
- Adding an automatic shotblast booth, resulting in a more efficient handling process
- Adding an automatic five-stage power washer/phosphating /sealing system, resulting in a longer weather, ultraviolet radiation protection and compliance with ANSI C57.12.28. It also increased the efficiency of the process.
- Simplification of the tank and air compartment led to fewer welds; this consequently led to more reliability and cost savings.
- Implementation of a new optimization program, resulting in more optimized designs.
- Re-design of general manufacturing processes for core and coil design and manufacturing, resulting in cost savings.
- Evaluation of wire flatteners, resulting in a more compact design.
- Implementation of a new Company business system, resulting in an overall more efficient oriented organization.
- Change in buying practice and the formation of Extended Enterprise Vision contracts with suppliers, resulting in lower material prices - we refer to point 2 hereunder.
- Adding in different area overhead cranes, resulting in increased plant capabilities
- Adding a second core cutting line, Georg, resulting in increased plant capacity and reliability.
- Adding new HV and LV winding machines, resulting in increased manufacturing capabilities.
- Adding a new final assembly facility (50,000-sq. ft.) resulting in a more efficient production flow.
- Adding two (2) new core & coil dry-out ovens and powered conveyor lines, resulting in a more efficient process, increased manufacturing capabilities and capacity.
- Adding of a new test bay and upgrading it to 10 MVA - 69 kV, resulting in a more efficient manufacturing process and increased capacity and capabilities.



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- Adding additional degasification capabilities, resulting in a more efficient manufacturing process.
- Adding of a new paint booth, resulting in a more flexible manufacturing process.
- Adding of a new docking/shipping area, resulting in reduced shipping process.
- Implementation of a cost reduction program, two monthly basis, resulting in:
 - Drastic cost savings
 - Market price stability
 - Volume savings and discounts
 - Transport savings
 - Bulk purchase savings
- Increased manufacturing capacity and capability, resulting in positioning CG Power Systems as a low cost manufacturer.
- Implementation of the ISO certification, experience has indicated that Companies, who have an ISO compliant quality system in place, deliver a more consistent product.
- Implementation of a delivery performance program, resulting in reduced Warehouse stock levels for our customers.
- Simplification of the organizational structure resulting in savings at our overhead.
- Simplification of the marketing structure, resulting in a more streamlined and cost saving environment
- Opening a new Medium Power Manufacturing Facility (60,000 sq ft)

The above mentioned list is only a partial list of change implemented by **CG PS US** in order to be proactive and to serve the Utility customers even better.

Our increased capabilities are aiming at:

- Increase volume output level
- Creating a more flexible business environment
- Take away restrictions in the area of the larger kVA sizes
- Aim at a complete 3 Ø product scope

Definitely we can say that all of the above has been implemented in order to bring price stability to our customer. It serves as unquestionable proof that CG Power Systems USA Inc. is a leader in the manufacturing of three phase distribution transformers and that our goal is to serve this ever changing market even better.



ATTACHMENT 12 – START-UP TIMELINE

Our implementation plan is as follows:

- Start-up process
- Training plan
- People required (yours)
- Required interface with customer
- Timing (normal)

Start-up process

Based upon an award date the start-up process will be as outlined in the attached project time line chart with the following milestones:

- **Kick-off meeting** – **CG PS US** is proposing to have this meeting at JEA in order to have all (JEA) key personnel available. This meeting would serve to outline JEA expectation and to finalize time lines in terms of approval drawing submittal and prototyping of the first release. It also serves to introduce the alliance team members and start a business relationship.
- **Training plan** – **CG PS US** is proposing to have a training session at JEA. Under this plan JEA/**CG PS US** would be given the opportunity:
To understand warehousing principle
 - To simulate a VMI session
 - To establish minimum and maximum levels for the VMI
 - To establish SPP best practice working methods
 - To establish communication channels
 - To establish any other needs both parties may have
- **People required** – **CG PS US** is proposing the following:
This contract between JEA and **CG PS US** is of the utmost importance to us. Consequently, we will have available for you an Extended Enterprise Partner that will be heavily involved in the day-to-day management of this contract. The objective of this Extended Enterprise Partner will be to build a positive relationship between the business partners as well as to attain optimum efficiency and savings.

CG PS US will commit the necessary human resources to fully support the proposed Extended Enterprise Vision.



ATTACHMENT 13 – CUSTOMER SERVICE

1. Our company's definition of total customer satisfaction is:

CG PS US basic corner stones for total customer satisfaction is:

- Providing on-time and every time hassle free service
- Providing on-time and every time quality products that are exceeding JEA's expectation
- Providing a collaborative service easy to manage and in an accurate way
- Providing product having a 0% failure rate
- Providing cost reduction opportunities for the customer

2. How we intend to provide JEA Electric with customer service is as follows:

At **CG PS US** we distinguish two types of customer service groups, these are:

⇒ **After Sales Customer Service Group:** This group can be contacted through our customer service desk as described above. Service people can be made available immediately; the customer service desk, in the event of on-site emergencies, does coordination; personnel can be made available within 24 hours. The staff that forms this group is as follows with their contact email address:

- **Eric Doak, VP Services N.A.** eric.doak@cgglobal.com
- **Matt Ezra, Service Manager** matt.ezra@cgglobal.com
- **Dale Scheible, Lead Service Representative** dale.scheible@cgglobal.com

⇒ **Sales and Marketing Customer Service Group:** This group handles basically the daily management of your contract. Any given issue whether technical or commercial will be handled by your Snr. Account Specialist – Tammy Faupel (tammy.faupel@cgglobal.com) or Project Administrator – Mary Stolte (mary.stolte@cgglobal.com).

⇒ **Sales and Marketing Customer Service Group – Sales Representative:** Our Sales representative is extremely important for local support and daily customer contact support. Our Sales Representative will dedicate one (1) sales person to your account. This person will handle all issues from daily order management to eventual accounting issues – he is CG Power Systems interface with JEA.

Extended Enterprise *issues:*

Hiring additional people in Sales and Marketing and our After Sales Service group has enhanced the **CG PS US** Customer Service Group. This improved our customer focus time and improvement of various report documentation and tracking systems.



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3. How we will support providing service in the following situation:

- **Emergency basis:**

Plant personnel can be contacted through our customer service desk as described above. Plant people can be made available immediately; the customer service desk, in the event of on-site emergencies, does coordination; plant personnel can be made available within 24 hours.

As for every emergency situation, engineering personnel is immediately available via phone or email contact. Any given technical issue is mostly handled via email in today's business environment – problem areas would be addressed by means of exchanging digital pictures in order to have a hands-on situation and to facilitate problem analysis reports.

- **2nd party support:**

2nd party of choice will be contacted through our customer service desk and can be made available within 48 hours; plant personnel can be made available within 24 hours.



ATTACHMENT 14 – SELF ASSESSMENT

As indicated before **CG PS US** enjoys a leadership role in the three-phase distribution transformer segment.

Therefore we are summarizing for you all the attributes we feel are very important to consider whenever you evaluate **CG PS US** as a supplier for the proposed Extended Enterprise Vision.

Therefore the following:

Products	Assessment CG Power Systems.
✓ Complete three phase line	Yes, full 3 Ø supplier up to 750MVA 1000 kV CG PS US DT: Up to 5 MVA 46 kV 250BIL CG PS US PT: 7.5 – 60 MVA 161 kV 750BIL
✓ Engineering capabilities	Own developed computerized designs Optimized in all respect Control of hot spots, field gradients through the analysis of the electric and magnetic field
✓ R&D	Own R&D department forming an integral part of R&D department headquarters. Annual investment 1 % of gross sales
✓ Failure rate	We feel we have the lowest in the Industry Less than 0.1%
✓ Design	Unique design with the highest short-circuit strength Obround stacked core design is available for the entire product range Wound core designs are available through 750KVA



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Customer Service in general	Assessment CG Power Systems
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- ✓ On-time delivery
Current performance 97%
Fill ratio 98.4 %
- ✓ Programs available
Capacity planning
Consignment program
Emergency program
Customized stocking program
Vendor Management Inventory
- ✓ Lead-time
Flexible lead-time
- ✓ Order administration
Hassle free
Easy to deal with and flexible
Availability latest commerce technologies
- ✓ After sales support
The best in the Industry
Technical knowledgeable people
- ✓ Sales support
Excellent sales representative
Part of the Extended Enterprise Vision
Proven reporting system
- ✓ Knowledge
Worldwide Utility expertise
Leader in three phase transformers
Worldwide presence
- ✓ Partnering experience
CG Power Systems USA Inc. has a proven track – refer to reference given

Quality in general	Assessment CG Power Systems
--------------------	-----------------------------

- ✓ Conformance
Currently exceeds the Utility's expectations
- ✓ Reliability
Performs as designed for
Lowest failure rate in the Industry, <0.1%



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- ✓ Warranty
In line with today's market expectations
Reasonable commercial practices
Extended warranty programs available
- ✓ Process
ISO 9002 certified; Working towards 14001
Following ISO 9001 guidelines – headquarters is
ISO 9001 certified
- ✓ Problem solving
Availability problem solving tracking system

Facilities in general

Assessment CG Power Systems

- ✓ Investment plan
1987 – Capacity & production upgrade
1992 – Plant expansion and capacity upgrade
1997 – Plant expansion and capacity upgrade
1998 – Capacity and production upgrade
1999 – Plant expansion and capacity upgrade
2000 – Plant expansion and capacity upgrade
2001 – Capacity upgrade – 8,000 units
2002 – Capacity upgrade – 9,000 units
2004 – Small power expansion – 60,000 sq. ft.
2005 – Wound Core Production I
2008 – Wound Core Production II
2010 – Medium Power Transformers – 60,000 sq. ft.
2013 – Tank shop automation
2014 – Systems Automation Integration in the shop
- ✓ Facility
Modern, clean and well organized facility
Climate controlled winding and core area
Very efficient production flow
State-of-the art machinery & test bay
- ✓ R&D
Re-investment covering % of yearly gross sales
Forms an integral part of R&D headquarters in
Mumbai, India
TOC reduction through automated designs
- ✓ Human resources
Staffed by professionals who can handle any
Utility business matter



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- ✓ Focus Focus on three phase transformers
- ✓ Profitability Yes
- ✓ Stability Very stable organizational structure
- ✓ Financial stability Proven track of long-term financial stability

Company Culture and Structure	Assessment CG Power Systems
-------------------------------	-----------------------------

- ✓ Culture Hassle free to work with
Professional approach
Fair, reasonable and honest
Staff involvement at all levels
- ✓ Structure Flat organizational structure
Easy communication and accessible
VMI capabilities
- ✓ MWBE All transportation is contracted out to such an organization.
Goals towards 10% of total gross sales price



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ATTACHMENT 15 – PRICING COMPONENTS GENERAL CONDITIONS

Pricing

CG Power Systems USA Inc has priced in accordance to your technical specification – refer to your Appendix B – Response Workbook for pricing.

As requested, our prices are **FOB Destination, freight prepaid and allowed**. CG Power Systems USA Inc is certainly interested in working with JEA to **reduce** freight cost by making shipments more efficient – currently our prices are reflecting full truck load shipments.

Our payment terms Net 30 days.

Our proposal is valid through June 30th, 2017 and we have included our standard warranty of **12 months from the date of installation, but not to exceed 18 months from date of shipment**. Our warranty shall not, in any event, exceed the amount of the original purchase price of the equipment, and do not cover the costs associated with removal & re-installation of the units in question as previously indicated in our clarification section. Should the interpretation of our proposed warranty clause be incorrect please contact CG.

All prices are firm **for orders received through June 30th, 2017** and thereafter will be **escalated or de-escalated** on a 6 monthly basis in accordance to the proposed JEA CPI/ PPI Specialty Transformer MPG part number.

However due to our concern that not all costs involved in transformer manufacture are included in the CPI/PPI index number CG Power Systems would like to propose our price escalation methodology as described below.

CG Power Systems would like to have a true cost escalation based up on real material prices, we propose the “Real Cost Escalation”. This methodology is the same as the one outlined below, however we would make use of a real cost approach as experienced by CG PS.

Notwithstanding the above and CG Power Systems preference to make use of raw material indices, the following is proposed hereunder:

CG PS PRICE ESCALATION

Methodology and Formulas

The CG Power Systems methodology is based upon actual manufacturing cost breakdown of the awarded product. The base period for the products is determined by the material base prices at the

time of quotation, in this case it is January 2017. The examples below reflect November 2016 indice numbers as January 2017 numbers are not available at time of bid.

The calculation of the new sales price, for orders received starting July 1st, 2017 is based upon the percentage content of the sales price that each of the key transformer material components represent in the pricing structure of the product. Indeed the percentage of each component can be calculated based upon the cost component price given in our price data sheet divided by the sales price. These key material components are copper, aluminum, mild steel, mineral oil, core steel, accessories, labor, freight and miscellaneous material such as paint, gaskets, insulation materials, core clamp steel etc. Within these specific key material components, CG PS will escalate/de-escalate the sales price each quarter with the understanding that labor, accessories, miscellaneous transformer materials and freight, will be escalated/de-escalated at the beginning of each calendar year.

Key Component Reference Indices

The following Reference Indices of key transformer components shall be used to determine relative changes in price.

Reference date used to escalate/de-escalate:

- a. **Copper:** American Metal Market (AMM – COMEX CU) – The source data is available on <http://amm.com/pricing>. Historical copper prices, obtained from “COMEX Copper High Grade – Spot Close Daily. Average of previous month.
2. **Aluminum:** American Metal Market (AMM - COMEX) – The source data is available on <http://amm.com/pricing>. Historical aluminum prices, obtained from “AMM free market”. Average of previous month.
3. **Mild Steel:** Average between hot-rolled steel sheet (for tank steel) and cold-rolled steel sheet (for steel parts) indices.
 - a. **Tank Steel:** American Metal Markets (AMM) Hot-Rolled Mild Steel Sheet. The source data is available on <http://amm.com/pricing>. Average of previous month US dollar per CWT data table.
 - b. **Steel Parts:** American Metal Markets (AMM) Cold-Rolled Mild Steel Sheet. The source data is available on <http://amm.com/pricing> Average of previous month US dollar per CWT data table.
4. **Stainless Steel:** American Metal Markets (AMM) Stainless Steel Cold-Rolled Strip. The source data is available on <http://amm.com/pricing> Average of previous month US dollar per CWT data table.
5. **Transformer Oil:** The source data [is available on Cushing’s, OK WTI Spot Price \(dollars per barrel\), obtained from the above web site](#). Average of previous month.



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6. **Core Steel:** Due to the uniqueness of the core steel, CG Power Systems Transformers, Inc. will provide market price indicators over the review period. These market price data will be coming from our supply chain. **Benchmark was established using index value of 1.000**
7. **Accessories:** The accessories reflect a combination of several items that are supplied to CG Power Systems by other manufacturers. These accessories vary between transformer designs and vary with materials of which they are made of (i.e. tellurium copper, aluminum, EPDM rubber, etc.). We have consolidated this list to an aggregate value to simplify the process. **Benchmark was established using index value of 1.000.**
8. **Labor:** The labor index is fixed for 2017 and subject to review at the beginning of each calendar year, beginning for orders received January 1st, 2018. **Benchmark was established using value of \$30.75/hr.**
9. **Other Transformer Materials:** All other transformer components, such as paint, insulation materials, hardware, gaskets, etc. This value will be fixed for 2017 and subject to review for at the beginning of each calendar year beginning for orders received January 1st, 2018. **Benchmark was established using index value of 1.000.**
10. **Fixed Cost:** Profit margins. This value will be fixed for five years. **Benchmark was established using index value of 1.000.**
11. **Freight:** Shipping costs from CG Power Systems to final destination. This value will be fixed for 2017 and subject to review at the beginning of each calendar year, beginning for orders received January 1st, 2018. **Benchmark was established using index value of \$2.26/mile.**

Proposed escalation models

Due to the nature of the transformer designs, the weighting of each key transformer component may vary significantly between designs – CG can provide these percentages for each design. We have provided **EXAMPLES** below to reflect the proposed Escalation Model. Actual escalation models will be submitted at time of contract pricing review.



Proposed Escalation Model Examples only

EXAMPLE ONLY

TABLE 1: 500KVA AND BELOW (AL/AL – MILD STEEL)

	%	Unit	November, 2016
COMMODITY	WEIGHTING	Value	BASE
CORE STEEL	24%	#	1.0000
STAINLESS STEEL	8%	\$/lbs	1.0860
CU	0%	\$/lbs	2.4664
AL	12%	\$/lbs	0.7869
OIL	5%	\$/barrel	45.71
ACCESSORIES	8%	#	1.0000
LABOR	20%	\$/hrs	30.75
OTHER TRANS. MAT'LS	6%	#	1.0000
FIXED COST	12%	#	1.0000
FREIGHT	5%	\$/miles	2.2600
TOTAL	100%		

EXAMPLE ONLY

TABLE 2: 750KVA AND ABOVE (AL/AL – MILD STEEL)

	%	Unit	November, 2016
COMMODITY	WEIGHTING	Value	BASE
CORE STEEL	24%	#	1.0000
STAINLESS STEEL	7%	\$/lbs	1.0860
CU	0%	\$/lbs	2.4664
AL	16%	\$/lbs	0.7869
OIL	5%	\$/barrel	45.71
ACCESSORIES	7%	#	1.0000
LABOR	17%	\$/hrs	30.75
OTHER TRANS. MAT'LS	7%	#	1.0000
FIXED COST	12%	#	1.0000
FREIGHT	5%	\$/miles	2.2600
TOTAL	100%		



PRICE ADJUSTMENT SCHEDULE

COMMODITY
CORE STEEL – will be adjusted either quarterly or bi-annually, starting orders received July 1st, 2017
MILD STEEL
HOT AND COLD ROLLED – will be adjusted quarterly or bi-annually, starting orders received July 1st, 2017
CU – will be escalated quarterly or bi-annually, starting orders received July 1st, 2017
AL – will be escalated quarterly or bi-annually, starting orders received July 1st, 2017
OIL – will be escalated quarterly or bi-annually, starting orders received July 1st, 2017
ACCESSORIES – will be fixed for orders received in 2017 and adjusted thereafter at the beginning of each calendar year, starting orders received January 1, 2018
LABOR– will be fixed for orders received in 2017 and adjusted thereafter at the beginning of each calendar year, starting orders received July 1, 2018
OTHER TRANS. MAT'LS - – will be fixed for orders received in 2017 and adjusted thereafter at the beginning of each calendar year, starting orders received January 1, 2018
FIXED COST – is gross profit and will remain fixed for 5 years
FREIGHT– will be fixed for orders received in 2017 and adjusted thereafter at the beginning of each calendar year, starting orders received January 1st, 2018

Capacity Planning

For planning enhancement purpose, we prefer weekly releases. These weekly releases will allow for more scheduling flexibility for JEA and CG Power Systems USA Inc

Emergency Stocking Program

Proposal only, to be discussed at time of contract negotiations:

Emergency stocking program may be provided by CG PS US and can be discussed further at time of contract negotiations.

See Attachment 15, page 39 for CG Power proposal to meet your 1st Tier requirements.



Smart solutions.
Strong relationships.

ATTACHMENT 16 – ADDITIONAL ATTACHMENTS

- **Field Service**
- **Cancellation Schedule**
- **ISO Certificate**



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CG Services Division - Transformer Services

CG Services Division provides a comprehensive range of services for transformers and switchgear, including installation, maintenance, servicing, refurbishment and repairs.

CG Services Division in the US and Canada is part of the global CG Services organization with additional locations in Europe, South America, Asia and the Middle East.

The services division can carry out on-site inspections, diagnostics and maintenance activities, in addition to on-site refurbishment and repair where possible. If it is not appropriate to undertake work on-site, the CG Services Division workshop facility is well equipped to undertake the whole range of refurbishment and repair activities in house. We have the expertise to carry out work on power transformers, distribution transformers, tap-changers, AIS and GIS switchgear.

The range of services offered includes:

Installation & Relocation

- New Transformer Installs
- Existing Transformer Relocation
- Disposal
- Commissioning

Repairs & Refurbishment

- Cooler Replacement
- Gasket Replacement / Leak Repair
- Cleaning & Painting
- Oil Testing / Replacement
- On & Off Load Tap Changer Repair / Refurbishment
- Buchholz Relay Replacement
- Temperature Indicator Replacement
- LV and HV Bushings Refurbishment
- Breather Replacements

Transformer Enhancement & Improvement

- Upgrading by addition of Fans, Pumps, Radiators, Heat Exchangers
- Condition Monitoring
- Cable Box to Separable Connector Replacements
- Breather Upgrades
- Pressure Relief Device Conversion & Ducting
- On Load Tap Changers



Spares & Equipment

- WTI & OTI (Various types & manufacturers)
- Buchholz Relay
- Radiators
- Control Cabinets
- Fans
- Pumps
- Bushings
- Conservator Tanks
- Oil Level Gauge – Magnetic & Prismatic

Testing & Advice

- Commissioning
- Visual Survey
- Oil Testing and Recommendations
- Condition Monitoring
- Lifetime Extension Program
- Training

The services division can also offer life extension programs supported by condition based monitoring systems, as well as numerous accessories and spare parts for transformers and on load tap changers. With a large inventory of spare parts on hand, repairs can be carried out quickly and with minimal disruption to operations.

The CG Services Division is staffed by a dedicated team of service personnel in the US and Canada. The division is part of the global CG group services organization which provides us with 75 years of experience and technical knowledge. We can service transformers and switchgear from any manufacturer, not just CG group products.

CONTACT

For more information on the service activities of CG Services Division in US or Canada, please contact:

US T: 1-800-833-6582 **CA** T: 1-800-665-9450 **US** E: services.usa@cglobal.com **CA** E: services.ca@cglobal.com

MANAGEMENT SYSTEM CERTIFICATE

Certificate No:
CERT-01789-2006-AQ-HOU-ANAB

Initial certification date:
20, March, 1997

Valid:
16, September, 2015 - 16, September, 2018

This is to certify that the management system of

CG Power Systems USA Inc.

One Pauwels Drive, Washington, MO, 63090 1134, USA

has been found to conform to the Quality Management System standard:

ISO 9001:2008

This certificate is valid for the following scope:

The Sale, Design and Manufacture of Distribution and Small Power Transformers and Transformer Related Services and Solutions.

Place and date:
Katy, TX, 26, August, 2015

For the issuing office:
DNV GL – Business Assurance
1400 Ravello Drive, Katy, TX, 77449-5164,
USA



A handwritten signature in black ink, appearing to read 'John C Stefan'.

John C Stefan
Management Representative

36-17 Appendix B Reponse Workbook for Three Phase Distribution Transformers for JEA Inventory Stock

Vendor Name: **CG POWER SYSTEMS USA INC**

Instructions: Insert the requested information in the green highlighted sections. The lead time listed in Column L must be the number of calendar days after receipt of order that JEA will receive the material, not the number of days to ship. This should be a specific number of days, do not quote a range. If there are any comments needed, list them in Column O. Any blanks left on the bid workbook will be considered to be a "no bid."

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments
1	CSC Stores	TRABAU03	TRANSFORMER, BALDWIN, 23 & 27 KV PRI, 300 KVA, 120/208 VOLT SEC, 3 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE)	PER JEA SPEC		2	0.0012055	10,472	\$23,038	70		1	Model number allocated at time of order entry.
2	CSC Stores	TRABAU04	TRANSFORMER, BALDWIN, 23 & 27 KV PRI, 750 KVA, 120/208 VOLT SEC, 3 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE)	PER JEA SPEC		1	0.0006027	18,722	\$20,594	70		1	Model number allocated at time of order entry.
3	CSC Stores	TRABAU05	TRANSFORMER, BALDWIN, 23 & 27 KV PRI, 500 KVA, 277/480 VOLT SEC, 3 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE)	PER JEA SPEC		1	0.0006027	11,967	\$13,164	70		1	Model number allocated at time of order entry.
4	CSC Stores	TRABAU06	TRANSFORMER, BALDWIN, 23 & 27 KV PRI, 1500 KVA, 277/480 VOLT SEC, 3 PHASE, PAD (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE)	PER JEA SPEC		1	0.0006027	22,618	\$24,880	84		1	Model number allocated at time of order entry.
5	CSC Stores	TRAPA000	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	7,285	\$8,014	70		1	Model number allocated at time of order entry.
6	CSC Stores	TRAPA001	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	8,083	\$8,891	70		1	Model number allocated at time of order entry.
7	CSC Stores	TRAPA002	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		2	0.0012055	10,259	\$22,570	70		1	Model number allocated at time of order entry.

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments
8	CSC Stores	TRAPA003	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		2	0.0012055	13,345	\$29,359	70		1	Model number allocated at time of order entry.
9	CSC Stores	TRAPA004	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	19,201	\$21,121	70		1	Model number allocated at time of order entry.
10	CSC Stores	TRAPA005	TRANSFORMER, 150 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	8,195	\$9,015	70		1	Model number allocated at time of order entry.
11	CSC Stores	TRAPA006	TRANSFORMER, 300 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	9,496	\$10,446	70		1	Model number allocated at time of order entry.
12	CSC Stores	TRAPA007	TRANSFORMER, 500 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	12,514	\$13,765	70		1	Model number allocated at time of order entry.
13	CSC Stores	TRAPA008	TRANSFORMER, 750 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		3	0.0018082	16,690	\$55,077	70		1	Model number allocated at time of order entry.
14	CSC Stores	TRAPA009	TRANSFORMER, 75 KVA, 4160Y/2400 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	7,589	\$8,348	70		1	Model number allocated at time of order entry.

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments
15	CSC Stores	TRAPB000	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	7,603	\$8,363	70		1	Model number allocated at time of order entry.
16	CSC Stores	TRAPB001	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		3	0.0018082	8,328	\$27,482	70		1	Model number allocated at time of order entry.
17	CSC Stores	TRAPB003	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		9	0.0048219	9,620	\$84,656	70		1	Model number allocated at time of order entry.
18	CSC Stores	TRAPB004	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		7	0.0036164	12,164	\$80,282	70		1	Model number allocated at time of order entry.
19	CSC Stores	TRAPB005	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		4	0.002411	17,375	\$76,450	70		1	Model number allocated at time of order entry.
20	CSC Stores	TRAPB006	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	24,072	\$26,479	84		1	Model number allocated at time of order entry.
21	CSC Stores	TRAPB007	TRANSFORMER, 150 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	8,203	\$9,023	70		1	Model number allocated at time of order entry.

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments
22	CSC Stores	TRAPB009	TRANSFORMER, 300 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	9,277	\$10,205	70		1	Model number allocated at time of order entry.
23	CSC Stores	TRAPB010	TRANSFORMER, 500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		2	0.0012055	11,884	\$26,145	70		1	Model number allocated at time of order entry.
24	CSC Stores	TRAPB011	TRANSFORMER, 750 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		6	0.0030137	15,464	\$85,052	70		1	Model number allocated at time of order entry.
25	CSC Stores	TRAPB012	TRANSFORMER, 1000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		6	0.0030137	18,314	\$100,727	84		1	Model number allocated at time of order entry.
26	CSC Stores	TRAPB013	TRANSFORMER, 1500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		4	0.002411	25,921	\$114,052	84		1	Model number allocated at time of order entry.
27	CSC Stores	TRAPB014	TRANSFORMER, 2500 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	34,926	\$38,419	84		1	Model number allocated at time of order entry.
28	CSC Stores	TRAPB015	TRANSFORMER, 75 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		1	0.0006027	7,666	\$8,433	84		1	Model number allocated at time of order entry.

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments
29	CSC Stores	TRAPB016	TRANSFORMER, 1500 KVA, 13200Y/7620 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		2	0.0012055	45,717	\$100,577	84		1	Model number allocated at time of order entry.
30	CSC Stores	TRAPB017	TRANSFORMER, 2000 KVA, 13200Y/7620 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		2	0.0012055	28,703	\$63,147	70		1	Model number allocated at time of order entry.
31	CSC Stores	TRAPC001	TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		161	0.088	8,274	\$1,328,804	70	1	1	Model number allocated at time of order entry.
32	CSC Stores	TRAPC002	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		189	0.1036712	10,067	\$1,904,676	70	1	1	Model number allocated at time of order entry.
33	CSC Stores	TRAPC003	TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		123	0.0675068	12,679	\$1,562,053	70	1	1	Model number allocated at time of order entry.
34	CSC Stores	TRAPC004	TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		59	0.0325479	17,590	\$1,044,846	70	1	1	Model number allocated at time of order entry.
35	CSC Stores	TRAPC005	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		13	0.0072329	24,313	\$320,932	84		1	Model number allocated at time of order entry.

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments
36	CSC Stores	TRAPC006	TRANSFORMER, 1500 KVA, 25565Y/14760 VOLT PRIMARY, 208Y/120 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		9	0.0048219	43,393	\$381,858	84		1	Model number allocated at time of order entry.
37	CSC Stores	TRAPC007	TRANSFORMER, 150 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		30	0.016274	8,131	\$241,491	70		1	Model number allocated at time of order entry.
38	CSC Stores	TRAPC009	TRANSFORMER, 300 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		65	0.0355616	9,390	\$609,411	70		1	Model number allocated at time of order entry.
39	CSC Stores	TRAPC010	TRANSFORMER, 500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		75	0.0409863	11,351	\$849,055	70	1	1	Model number allocated at time of order entry.
40	CSC Stores	TRAPC011	TRANSFORMER, 750 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		79	0.0433973	14,555	\$1,152,756	70	1	1	Model number allocated at time of order entry.
41	CSC Stores	TRAPC012	TRANSFORMER, 1000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		51	0.027726	17,506	\$885,804	84	1	1	Model number allocated at time of order entry.
42	CSC Stores	TRAPC013	TRANSFORMER, 1500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		41	0.0223014	23,828	\$969,800	84	1	1	Model number allocated at time of order entry.

CG QUOTE #495914743	Warehouse Location	JEA Item Id	Item Description	UOM Code	Approved Manufacturers	Approved MFG Part Number	Quoted MPNs	Estimated 5 Year Usage	Daily Usage	Unit Price	Bid Price	Lead Time: In Calendar Days After Receipt of Order	Stocking Tier	Standard Order Quantities (if applicable)	Comments	
43	CSC Stores	TRAPC014	TRANSFORMER, 2500 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, 3 PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		26	0.0144658	35,633	\$940,711	84		1	Model number allocated at time of order entry.	
44	CSC Stores	TRAPC015	TRANSFORMER, 75 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (SHIP TO: 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		24	0.0132603	7,050	\$170,610	70		1	Model number allocated at time of order entry.	
45	CSC Stores	TRAPC016	TRANSFORMER, 3750 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	CG POWER SYSTEM / PAUWELS MGM TRANSFORMER COMPANY	PER JEA SPEC		12	0.0066301	70,051	\$847,617	84		1	Model number allocated at time of order entry.	
46	CSC Stores	TRAPC029	TRANSFORMER, 2000 KVA, 25565Y/14760 VOLT PRIMARY, 480Y/277 VOLT SECONDARY, PADMOUNTED, THREE PHASE - (DELIVERY TO BE SCHEDULED 72 HOURS IN ADVANCE OF ARRIVAL WITH 2325 EMERSON ST., JAX., FL 32207)	EA	CARTE INTERNATIONAL CENTRAL MOLONEY CG POWER SYSTEM / PAUWELS COOPER POWER SYSTEMS ERMCO TRANS HOWARD MGM TRANSFORMER COMPANY NATIONAL INDUST (ABB) PROLEC (GE) SQUARE D	PER JEA SPEC		12	0.0066301	27,908	\$337,687	84		1	Model number allocated at time of order entry.	
TOTAL BID - TRANSFER TO APPENDIX A RESPONSE FORM PAGE 1											\$	14,675,884				