

Jen Lord

From: Clint Chicoine <CChicoine@sargentelectric.com>
Sent: Tuesday, June 30, 2020 9:41 AM
To: Jen Lord
Subject: Street Light Maintenance RFP 06152020
Attachments: Kennebunkport Lighting Maint - SEC Proposal 0620U111.pdf; Sargent Electric Profile.pdf

Jen,

Mike Clause told us that we could email our proposal for the Street Light Maintenance instead of hand delivering it.

I have attached our proposal letter, which includes our T&E rates, clarifications, and work history. I have also attached a Sargent Electric Utility Brochure so that you have some more information about our company.

Please confirm receipt.

Thank you,



**Sargent
Electric
Company**

Clint Chicoine | Utility Chief Estimator

9 Beach Street, Saco, Maine 04072
Tel: 207.494.7171 | Cell: 412.523.0278
Email: cchicoine@sargentelectric.com

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**Sargent
Electric
Company**
We Prize Safety.

Headquarters
2767 Liberty Avenue
Pittsburgh, PA 15222
(412) 391-0588
www.sargentelectric.com

June 30, 2020

Clint Chicoine
412-523-0278
cchicoine@sargentelectric.com

VIA: Email

Town of Kennebunkport, Town Hall
6 Elm Street
Kennebunkport, ME 04046

Attention: Mike Claus

Project: Town of Kennebunkport Streetlight Maintenance

We are pleased to present the T&M pricing for the streetlight maintenance work required for the above-referenced project. Our understanding of the scope is based on the RFP document (listed below).

BIDDING DOCUMENTS:

1. Request For Proposal Town of Kennebunkport Streetlight Maintenance, Dated 6/15/2020
2. Corrected CWS_ Kennebunkport SL and AL with X&Y

T & E Rates:

- Material (to include any freight or taxes) purchased by Sargent Electric will be marked up 10%

Classification	ST	OT	DT
Lead Lineman (Outside)	\$131.19	\$171.81	\$212.35
Journeyman Lineman (Outside)	\$121.51	\$157.42	\$193.32
Foreman Electrician (Inside)	\$85.15	\$113.27	\$141.30
Journeyman Electrician (Inside)	\$80.07	\$105.58	\$131.08
Apprentice 1 (Inside)	\$51.78	\$65.81	\$76.60

Equipment	Hourly Rate
Bucket Truck 35'	\$35.00
Bucket Truck 44'	\$41.00



OUR PROPOSAL INCLUDES:

1. Providing Maintenance Services for Lighting Repairs or Replacement
2. Installation of Sargent Electric or Owner provided Material & Equipment.
3. Work performed during normal hours Monday through Friday.
4. We understand and confirm that we will abide by the qualifications as listed in the RFP document.
 - a. Must hold a current Maine electrician's license
 - b. Working appropriately under license (Master electrician, or Journeyman working for a Master electrician)
 - c. Meet OSHA (1910.269) standards
 - d. Have training re Maine High Voltage Safety Act (OSHA 1910.269)
 - e. Trained and certified under NFPA 70E
5. If awarded the contract, we confirm that we can provide the required insurance certificate listed Central Maine Power Company as additional insured per the RFP document.

OUR PROPOSAL EXCLUDES:

1. Dumpster
2. Disposal of Removed Material and Equipment
3. Excavation, Backfill, Landscape and or Asphalt Restoration
4. Special Landscape Restoration
5. Work Associated with Electric Utility to include Duct Banks, Cabling, and Vaults
6. Any Monetary Allowances Except as Specifically Identified under INCLUDES
7. Electrical or Building Permits Fees
8. De-Watering
9. HAZMAT, Handling or Disposal of Hazardous Materials
10. Asphalt Repair and or Restoration
11. Quality Control Dedicated Personnel
12. Any Monetary Fees for Performance and Payment Bond
13. Professional Engineering Services for System Design
14. Full Time Safety Officer



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15. Cost for Third Party Plan Review and Inspections

CLARIFICATIONS TO SCOPE:

1. Our proposal is valid for thirty (30) days from the date of submission.
2. Time rates are valid as follows:
 - a. All rates are valid for two years.
3. Equipment rates are subject to change (not expected).
4. Terms and conditions no more stringent or restrictive than those contained in the latest edition of AIA401, Standard Form of Agreement between Subcontractor and Owner. We take specific exception to any indemnity provision beyond our fault or negligence, waivers of subrogation, or compliance with building codes beyond the work shown in the contract documents.
5. Prior to acceptance and subcontract signing, Sargent Electric requires review and/or copies of the contract terms & conditions.
6. Proposal is contingent upon completion of Sargent Electric credit application and subsequent satisfactory investigation. Payment Terms Net 30 Days.

History with similar work:

1. Customer: The Efficiency Network
 - a. Change out fixtures and fuses for decorative lighting for the City of Portland
 - b. March – April, 2020
2. Customer: The Efficiency Network
 - a. Lighting Maintenance for City of Portland
 - b. May, 2020

Current & Past Work with Local Utilities:

1. Customer: CMP
 - a. Distribution upgrades & maintenance, Southern Maine

3 of 4

9:33 AM

601 East Chicago Avenue
East Chicago, IN 46312
219-397-0133

9 Beach St.
Saco ME, 04072
207-494-7171

5176 North Clinton Street
Terre Haute, IN 47805
812-466-1900



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- b. 2017-Current
- 2. Customer: National Park Service
 - a. Rebuild 3 miles of transmission line in Acadia National Park
 - b. May-Current
- 3. Customer: Emera
 - a. Various distribution upgrades & maintenance, Downeast Region Maine
 - b. 2017-Current
- 4. Customer: NYSEG
 - a. Distribution upgrades
 - b. December 2019 - May2020

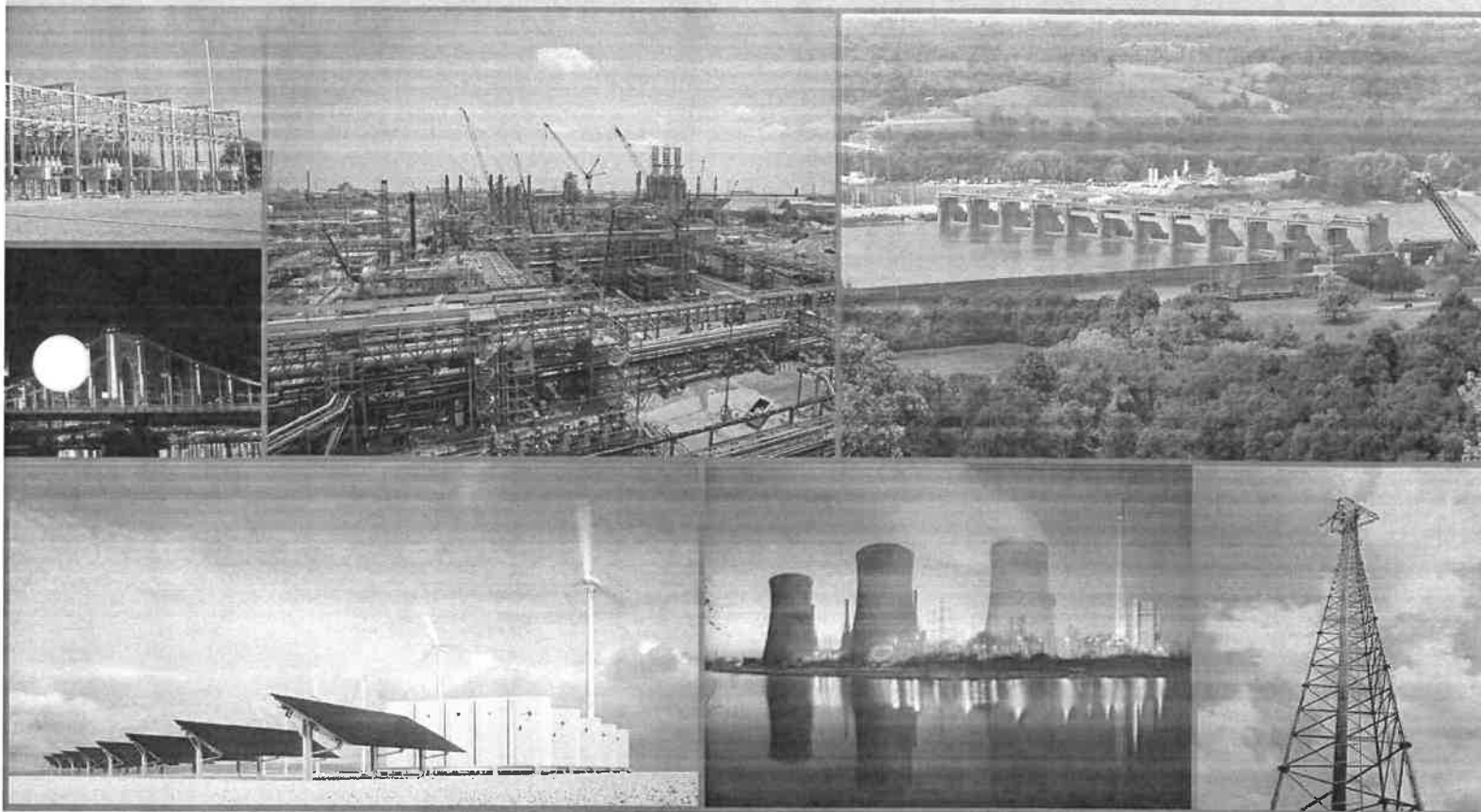
Thank you for this opportunity. Should you require any additional information or clarification, please do not hesitate to call.

Clint Chicoine
Sargent Electric Company
412-523-0278
9 Beach Street
Saco ME 04072



Sargent Electric Company

Full Service Electrical Contractors
Powering Industry Since 1907



Serving the following markets:

- Transmission & Distribution
- Power Generation - Fossil, Nuclear, Renewable
- Oil & Gas - Upstream, Midstream & Refining
- Highway & Transportation
- Petrochemical
- Industrial
- Wireless
- Commercial



Sargent Electric Company

For more than 113 years, Sargent has delivered quality, leadership and responsiveness with every project. We perform all types of electrical construction including design and installation, repair and maintenance, and 24-hour emergency service. When you choose Sargent, you gain a trusted and knowledgeable partner.

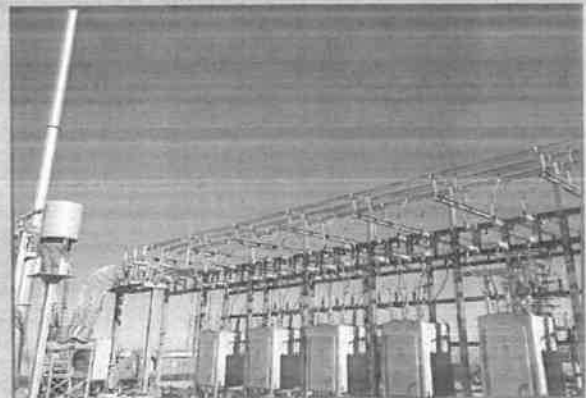
Sargent has unparalleled experience in supporting and partnering with public utility and energy companies. We have built an industry-wide reputation as a leading substation constructor with thousands of projects completed in the past century of operation.

Our experienced team offers design/build solutions for substations, new construction, or renovation of existing overhead and underground power transmission and distribution systems. Sargent Electric Company also provides relay checkout and commissioning of new equipment. In addition, Sargent Electric Company provides all of the necessary supervision and manpower.

Emergency service is available to power companies during natural disasters that interrupt service to consumers.

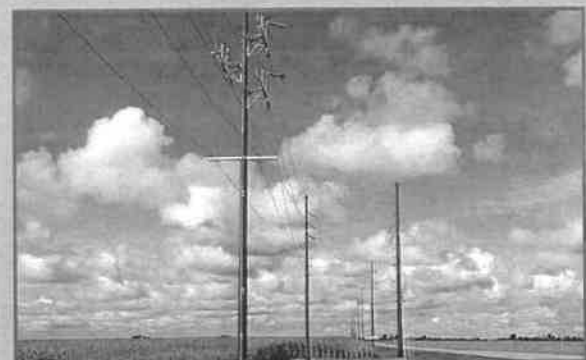
Our Utility Division Specializes in the Following:

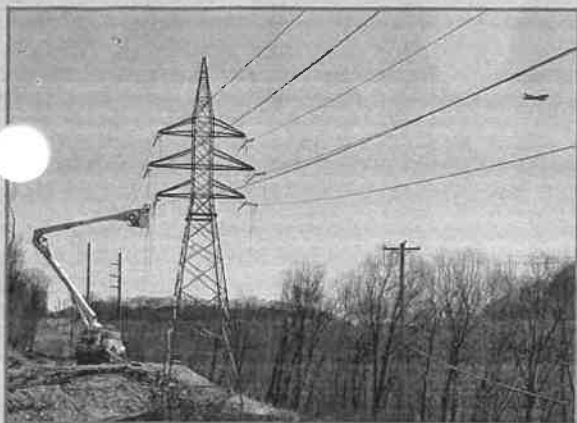
- Applications through 765kV construction and maintenance
- Control building construction
- Equipment change outs and installation
- Failed cable reconstruction
- Overhead and underground line installation and maintenance
- Relay and control panels installation and wiring
- Specialty underground high voltage pipe-type cabling
- Switch yard demolition and new installation
- Transformer assembly and maintenance work
- Transmission and distribution construction and maintenance
- Transmission poles and tower reconductoring



Power Generation Experience:

- Coal-fired plants and related environmental components
- Co-generation facilities
- Combustion turbines
- Conventional power stations
- Hydroelectric facilities
- Nuclear power stations
- Simple and combined cycle facilities
- Wind / Solar / Battery Distributed Capabilities





Emergency and Storm Response

Sargent's crews and equipment are ready to be deployed at all times, we're equipped to handle emergency response services 24 hours a day, 7 days a week. In addition to having access to shared crews through nationally recognized mutual assistance programs, we also employ crews and maintain equipment available from our non-utility projects. The strategic locations of our experienced workforce in the Midwest and Mid-Atlantic states allow us to respond quickly to requests for assistance.

Our Storm Response Experience Includes:

- Distribution 4kV to 64kV
- Generation Installation
- Line rebuilds and relocations
- Pole repair and replacements
- Substation repair
- Transmission 69kV to 765kV



Health and Safety

We take great pride in being an industry leader for decades. We recognize the value added for maintaining a safe job site and have developed a structurally sound health and safety program. Our program includes behavior-based safety initiatives, extensive task specific training, and leadership involvement and accountability.

Leading Indication Training:

- Quarterly Foreman Training
- OSHA 30-Hour
- NFPA 70E
- First-Aid/CPR/AED
- Confined Space
- Forklift and Aerial Lift
- Lockout/Tagout
- Altec Instructor
- Rigging/Lifting
- OSHA Supervisor Suspicion Training
- EC SafeGulf/SafeLand

Safety/OSHA Statistics

Current as of April 30, 2020

Total Recordable Incident Rate (TRIR): 0.00

Days Away Restricted Time (DART): 0.00

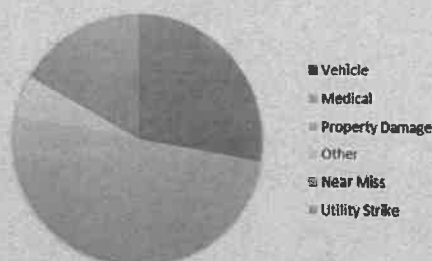
Lost Time Incident Rate (LTIR): 0.00

EMR (Interstate): 0.590

TRIR (Recordable Incident Rate)



TOTAL INCIDENTS BY CATEGORY



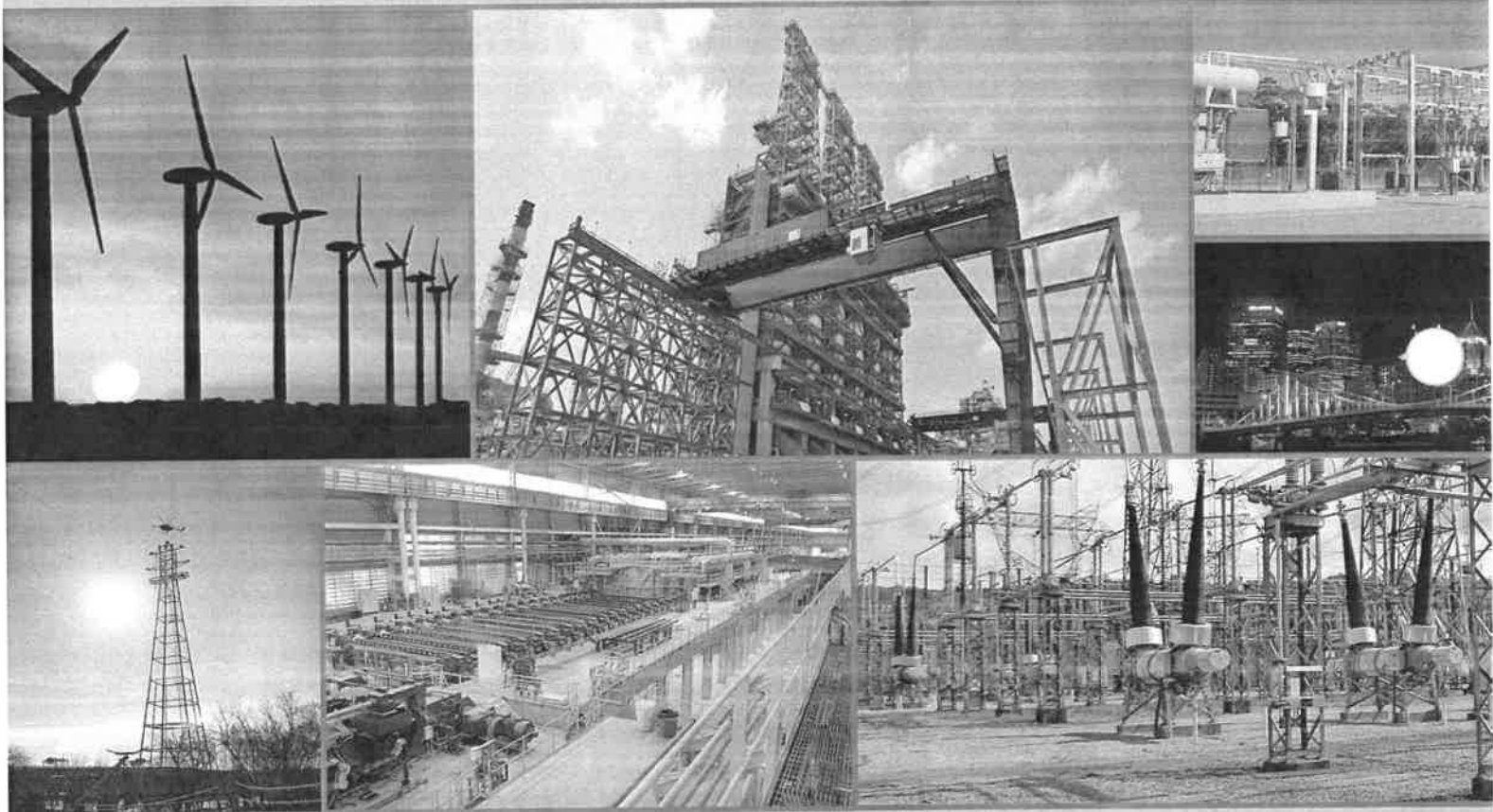


**Sargent
Electric
Company**

Excellence in Electrical Construction and Project Management Since 1907

Sargent Electric Company was founded in Pittsburgh, PA to serve the burgeoning steel, glass and coal industries, which were on the leading edge of technological and industrial innovation in the early 20th century. Sargent prospered and evolved alongside iconic leaders such as Westinghouse, US Steel, PPG and Alcoa.

As a leader in the construction and maintenance of distributed energy projects, updated power grids and wind / solar developments, Sargent continues to pioneer the latest industry technologies. We are actively involved with a number of LEED certified buildings, renewable energy projects, and working on advanced micro-grid projects integrating battery storage, renewable energy, and utility grid ties to optimize our customers' energy costs.



Sargent Electric Company

HEADQUARTERS
2767 Liberty Avenue
Pittsburgh, PA 15222-4703

Phone: 412.391.0588
Fax: 412.394.0206

NORTHWEST INDIANA
601 East Chicago Avenue
East Chicago, IN 46312-3546

Phone: 219.397.0133
Fax: 219.397.0206

SACO, MAINE
9 Beech Street
Saco, ME 04072-2801

Phone: 207.494.7171
Fax: 412.394.0206

www.sargentelectric.com
info@sargentelectric.com

**Visit our Sargent Electric Company
LinkedIn and Facebook Pages**

CAMILLE'S ELECTRIC, LLC
P.O. BOX 1227
Biddeford, Me 04005
TELEPHONE: 284-8032

June 29, 2020

Town of Kennebunkport, Maine
P.O. Box 566
Kennebunkport Maine, 04046
Attention: Mike Claus

Re: R.F.P. for Municipal Street Lighting Maintenance

Our History and Experience:

As a successful electrical contracting company in northern York County for 50 years, we have been servicing commercial and industrial clients located in the heart of CMP territory. We have worked with the company on many industrial and commercial services and buildings. Prior to the corporate acquisitions, our firm provided electrical service to some of CMP's operational facilities in York County. We pride ourselves on learning our customers production operations and becoming a part of their team, to deliver the best service with minimal downtime. The majority of our customer relationships have spanned decades. Regarding providing service to street lighting, we have been servicing private sector and municipally owned stand alone roadway lighting systems as well as the quasi-private & utility arrangement for decorative street lighting since the 1990's. Quasi-private & utility is when the municipality owned the poles and GFCI receptacle for holiday lighting and CMP would provide and maintain the fixtures and conductors. Now that municipally owned street lighting is becoming more mainstream, we have expanded to include this service, given that we already have the model for rapid response, as this is a public safety issue.

We have performed third party quality insurance inspections for an international sales company for municipalities in the CMP territory who have purchased and replaced all of their street lighting equipment. These towns include, Gorham, Windham, York, and Kittery.

We have installed a new fixture and arm for a private developer to be added to the Town of Scarborough's lighting inventory.

We have performed roadway lighting service for the City of Biddeford, both their private and quasi-private utility systems since the early 90's to present. Although we did not perform the complete installation of their LED conversion,

which is still under warranty by the installer, we have been called upon to provide service when the City felt there was a public safety issue, and the response time of the warranty service was longer then they deemed acceptable. We have also installed additional fixtures for areas that required additional illumination.

As a Company that was built on servicing industries and municipalities, a prompt service response is part of our being, usually providing same day, or next day repairs. Our business model is to have a sizable inventory on hand to minimize trips to any job location. If you opt to provide your own materials, we would request to be provided a quantity that will maximize the number of poles that could be serviced in a typical day. Having the inventory on our trucks, allows us greater flexibility when responding to a request for service, if that means providing that service early in the morning or later in the evening to minimize traffic interruptions and provide added safety. We could log the locations of parts used at each street & pole number and submit when re-stocking from your storage location. Please note that we normally provide a one-year parts and labor warranty on materials that we have provided. If you choose to provide your own materials, we would charge all labor required, even for defective material or a return trip if you did not have the correct parts available.

Since we are a CMP approved contractor, we are authorized to make connections to the company's secondary conductors. Those connections would include the installation of a fused disconnection means of the municipally owned street lights, which are required to be installed within ten years of the purchase of the equipment. It would be our recommendation to install this fuse at each light that requires service, as that would be the most economical for the town, since we would already be there and it is usually a quick installation. We could also handle the re-location of the town's fixtures when the utility poles are replaced, as this becomes a financial responsibility of the owner of the street lighting equipment (town). Another service that we offer is locating and marking of underground electrical lines, as this would be the responsibility of the town, to mark lines that supply lighting poles under the dig safe law. We also have the equipment and ability to locate underground cable faults, to save the town from replacing an entire run or experimental test excavations.

I believe that all of these services being offered from one vendor would be a asset to your new responsibility of owning and maintaining the towns street lighting. We are willing to discuss how to best meet the towns vision for the lighting maintenance program, whether that is retaining the historic appearance of the incandescent fixtures and warm "feel" of the light temperature, a segmented installation of fuses and or installation of LED fixtures to match a fiscal calendar that is implemented over a several year period, etc.

Rates:

Our hourly rate for a bucket truck and crew for municipal street lighting service is \$190.00 per hour, including travel. Our overhead percentage for material is 30%.

Qualifications:

Our company owner is on every job and has qualifications that I believe you will find exceed your requirements which include:

State Of Maine Master Electrician (MS60017522)

IMSA Roadway lighting technician 1 Certification # *RR_125261*

IMSA Temporary Traffic Control technician *Certification # ZZ_125261*

Achieved ATMT Certification in NFPA 70E

Has received training to meet OSHA (1910.269) standards

CMP Approved Contractor (please see attached approval letter)

Red Cross CPR and AED certified

Current customers and references:

We have done private roadway, parking lot, and area lighting as part of our full electrical service to the Funtown Splashtown Amusement parks.

We are responsible for the oversight and maintenance of the Pleasant River Lumber Sanford, Maine location inclusive of the privately owned primary distribution system.

We installed and service utility style, (wood pole and quad cable), lighting for the production yard of Boise Cascade Truss and Wall Panel facility located in Saco, in addition to their traditional design build and electrical service needs.

Contact information for the above referenced clients are:

Jeff Demers
City of Biddeford, Public Works Director
1-207-282-1579
jdemers@biddefordmaine.org

Bill Cormier
Funtown Splashtown Maintenance Director
1-207-284-1033
congoolo@aol.com

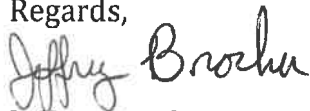
Dan Ferry
Pleasant River Lumber, Sanford Maintenance Director
1-207-459-2700
dferry@pleasantriverlumber.com

Ted Toppan
Boise Cascade
1-877-291-5276
TedToppan@BC.com

Please see the attached letter of reference from the City of Biddeford Public Works Director.

Should you require any further information, or have questions, feel free to contact me at anytime.

Regards,

A handwritten signature in dark ink, appearing to read "Jeffrey Brochu". The signature is written in a cursive, flowing style.

Jeffrey Brochu



City of Biddeford, Maine

Public Works Department

371 Hill Street Biddeford, Maine 04005
Phone: (207) 282-1579 Fax: (207) 286-9395

June 27, 2019

RE: Letter of Recommendation
Jeff Brochu, Camille's Electric

To Whom It May Concern:

I am pleased to have the opportunity to write this letter of recommendation for Jeff Brochu, who is our go-to electrician for the City of Biddeford's Wastewater/Public Works Department.

I have had the pleasure of working with Jeff on a professional level for over 20 years.

Jeff has been our emergency contact; servicing our generators, shelters, schools, Treatment Plants, pumping stations, Public Works building, and 1500 feet of Primary distribution at Rotary Park. We relied on him for help during our pump station upgrades as well. Camille's Electric commitment to safety for not only their company but for the employees of Biddeford has been exceptional.

The service Jeff has supplied to the city, in conjunction with Central Maine Power, on the lower Main Street Streetlights, has also been exceptional.

I would highly recommend Jeff and his team for any commercial work. If I can be of any further assistance, please feel free to contact me at any time (207) 282-1579.

Sincerely,

A handwritten signature in black ink, appearing to read "Jeff Demers", is written over a horizontal line.

Jeff Demers

Director of Public Works / Waste Water



**CENTRAL MAINE
POWER**

Municipal Ownership of Street Lights

Central Maine Power Company Notice of Approved Contractor

Pursuant to Central Maine Power Company's (Company) Terms and Conditions Section 53 (Municipal Ownership of Street Lighting) the following qualified contractor is approved to install, maintain, and remove connections to the Company's existing secondary voltage distribution system:

Camille's Electric, LLC

The purpose of this approval is to facilitate the installation and maintenance of the Company approved fuse link. All other work performed on municipal owned street lights must be performed by a contractor, or employee of the municipality, that meets the minimum qualifications for working on street lights as listed in 53.4(B) of Central Maine Power Company's Term and Conditions Section 53 (Municipal Ownership of Street Lighting).

The contractor approval can be revoked at any time by the Company.

By: Jennifer Mazzaro

It's: Key Account Manager

Date: 07/12/2019



AVANGRID

Nicole Evangelista

From: Slivinsky, Adam <adamslivinsky@OnTargetServices.com>
Sent: Monday, June 29, 2020 2:50 PM
To: Mike Claus
Cc: Jen Lord; Nicole Evangelista
Subject: RE: Kennebunkport Streetlight Maintenance Proposal
Attachments: TOWN OF KENNEBUNKPORT STREETLIGHT MAINTENANCE.pdf

Good afternoon,

Please see the attached document for On Target's maintenance proposal.
If you need any more info, please contact me:

adamslivinsky@ontargetservices.com
(207) 252-5318

Regards,

Adam Slivinsky
Project Manager
On Target Utility Services

From: Mike Claus <mclaus@kennebunkportme.gov>
Sent: Monday, June 29, 2020 12:45 PM
To: Slivinsky, Adam <adamslivinsky@OnTargetServices.com>
Cc: Jen Lord <jlord@kennebunkportme.gov>; Nicole Evangelista <nevangelista@kennebunkportme.gov>
Subject: Kennebunkport Streetlight Maintenance Proposal

EXTERNAL SENDER - Exercise Caution.

If you want to email the streetlight maintenance proposal can you cc our Finance Director Jen Lord at jlord@kennebunkportme.gov

Thanks

Michael Claus
Kennebunkport Public Works Director
207.391.3239

TOWN OF KENNEBUNKPORT STREETLIGHT MAINTENANCE

For the Town of Kennebunkport streetlight maintenance contract, On Target Utility Services will be submitting an hourly charge rate for this maintenance. The following services will be included in the proposal:

- Routine maintenance – Fuse installation, changing of lamp, changing of photocell, glass cleaning, clearing of debris in glass, changing of bulb, conductor replacement
- Troubleshooting any unknown issue with streetlight
- Replacing of streetlight hardware – Bracket arms, conductors, photocell, fuse, lamp, poles or controls

On Target Utility Services meets all the following criteria:

- Currently hold Maine electrician's license
- Working appropriately under license (Master electrician, or Journeyman working for a Master electrician)
- Meet OSHA (1910.269) standards
- Have training re Maine High Voltage Safety Act (OSHA 1910.269)
- Trained and certified under NFPA 70E

Previous LED Conversion Projects Completed (Maine Towns/Cities):

- Portland
- South Portland
- Wells
- York
- Dover-Foxcroft
- Auburn
- Lewiston
- Paris
- Norway
- Scarborough
- Falmouth
- Freeport

On Target Utility Service's Rates – Valid until 3/31/2021

Unit	Rate
Journeyman and Helper Electrician w/ Light Duty Bucket Truck – Regular Hours	\$171.00 / hour
Journeyman and Helper Electrician w/ Light Duty Bucket Truck – After Hours	\$285.00 / hour
Equipment Operator and Helper w/ Digger Derrick Truck (pole setting)	\$175.00 / hour
Traffic Control (2 Certified Flaggers) – if needed when working roadside	\$63.90 / hour
Material Mark Up	15%

Company: JF2 LLC, dba On Target Utility Services

Name: Adam Slivinsky

Title: Project Manager

Signature:

