

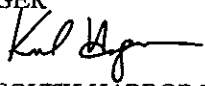
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MEMORANDUM

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**TO:** STEVE GIESBRECHT, BOROUGH MANAGER  
**FROM:** KARL HAGERMAN, UTILITY DIRECTOR   
**SUBJECT:** HARBOR AMI PROJECT – MIDDLE AND SOUTH HARBOR METER ORDER  
**DATE:** 8/8/2020  
**CC:** DEBBIE THOMPSON, BOROUGH CLERK  
SUE FLANARY, PMPL OFFICE MANAGER  
JED WARNKE, PMPL ELECTRICIAN  
PROJECT FILE

The Power and Light department is seeking approval of a purchase order that will procure all remaining AMI electric meters for the South and Middle Harbors from EATON corporation (dba Cannon Technologies, Inc.), the winning vendor of the North Harbor AMI Request for Proposals.

The department publicly recieved proposals for the North Harbor AMI project in 2019. The RFP for supply, integration, training and support of a fully functioning radio frequency based Advanced Metering Infrastructure system for deployment in the North Harbor was awarded to the EATON Corporation. To date, the single-phase meters have been installed in the North Harbor and have been highly successful. Three-phase meters have been received and we are awaiting a return visit from the EATON Field Engineer before deploying them. Currently, the coronavirus pandemic is causing delays in the Engineer's return.

Nonetheless, PMPL is very pleased with the AMI system and meters that have been supplied by EATON. The integration into the finance department's PCS utility billing software is complete and it is working well. The wireless aspects of data collection and remote connect/disconnect have also worked very well for the utility. Wireless connectivity has not been an issue and the software has been relatively easy to operate after the initial training was completed. Therefore, it is desired to move forward with the next phase of the AMI buildout and order metering to install within the extents of the Middle and South Harbors.

PMPL has budgeted \$115,000 for new meters in Capital Project Fund 745 (Harbor AMI) in order to take the next steps in outfitting the Harbor system with AMI meters. EATON has supplied a quote, maintaining the same pricing received in the North Harbor Proposal, for 322 single phase meters and 85 three phase meters, for a total price of \$111,932.46. I seek your approval to place this order.

Although I realize this level of expenditure requires Assembly approval and a competitive process, I believe that the recent and lengthy RFP award to this company meets the requirement of a competitive process for this purchase. With the excellent performance and support of the EATON system, and considering our current investment in EATON's products, I foresee this company being our sole supplier of AMI components and electric meters throughout multiple phases of buildout of a community-wide AMI system. The achievement of becoming Petersburg's sole source AMI provider was a factor in the widespread interest in our relatively small AMI RFP and all proposing competitors know that once a contract is awarded within a community or utility, the AMI market is sewn up at that location.

Thank you for your consideration of this purchase request.