

BID RESULTS

CK09MERCER2013-21 ELECTRICAL PARTS AND SUPPLIES

OCTOBER 23, 2013

AWARD TWO YEARS, BASED UPON MANUFACTURER'S CURRENT CATALOG AND ANNUAL CATALOG IN 2014 AND 2015; AWARD BASED UPON GREATEST DISCOUNT TO RETAIL OR LOWEST UPCHARGE TO WHOLESALE	WILL PROVIDE WALK IN SERVICE OR DELIVERY		
NO. OF RESPONDENTS:	3		
NAME OF BIDDER	GRIFFITH ELECTRIC SUPPLY COMPANY INC.	GRAYBAR ELECTRIC CO., INC.	PEMBERTON ELECTRICAL SUPPLY COMPANY LLC
ADDRESS	5 SECOND STREET	800 HUYLER STREET	140 MT. HOLLY BYPASS UNIT 7
CITY, STATE, ZIP	TRENTON, NJ 08611	TETERBORO, NJ 07608	LUMBERTON, NJ 08048
CONTACT	WILLIAM GOODWIN	LAURA JONES	TINA HORNER
TELEPHONE	609 695 6121	201 596 2600	609 518 7877
FAX	609 695 7608	201 596 2653	609 518 7097
E-MAIL	BGODWIN@GRIFFITHELEC.COM	KAREN.JANKA@GRAYBAR.COM	THORMER@PEMBERTONELECTRICAL.COM
INSURANCE REQUIRED FROM AWARDED VENDOR			
EXTEND TO CO-OP	YES	MUST SIGN UP FOR U.S. COMMUNITIES	YES
NEW JERSEY BUSINESS REGISTRATION	OK	OK	OK
STOCKHOLDER DISCLOSURE	OK	OK	
EXHIBIT A	REQUIRED IF AWARDED	REQUIRED IF AWARDED	REQUIRED IF AWARDED
EIC	235 EXPIRES 6/15/14	1087 EXPIRES 2/15/16	32804 EXPIRES 8/15/16
CONTINUITY OF OPERATION	YES	YES	YES
HOLD PRICING CONSIDERATION BEYOND 60 DAYS	YES	YES	YES
SUBMITTED PRICE SHEET OR CATALOG WITH BID	YES; WHOLESALE PRICING; NO CATALOG PRICE SHEET FOR PEMCO, KENALL, AND GE	NO	YES; WHOLESALE PRICING
EXCEPTIONS	NONE REFERENCED; IS UNABLE TO PROVIDE PRICING SHEETS WITH ITEM DESCRIPTIONS ON EQUIVALENT BRANDS	STATED THAT THEY WOULD EXTEND TO COOP IF THEY JOINED U.S. COMMUNITIES	NONE
FATAL FLAW	NO	YES; BIDDER SHALL SUBMIT CATALOG OR PRICE SHEET WITH BID PACKAGE	NO

NAME OF ELECTRICAL MANUFACTURER AND CATALOG OR PRICE SHEET (2013)	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE
	GRIFFITH ELECTRIC - WHOLESALE PLUS MARK-UP		GRAYBAR		PEMBERTON	
3M (OR EQUIVALENT)						
TERMINALS	3M	+30%		-34%		-15%
ELECTRICAL TAPE	3M	+30%		-30%		-25%
ADVANCE (OR EQUIVALENT)						
HID ELECTRONIC BALLASTS	UNIVERSAL	+30%		-60%		-60%
STANDARD HID BALLASTS	UNIVERSAL	+30%		-74%		-76%
FLOURESCENT ELECTRONIC BALLASTS	UNIVERSAL	+30%		-80%		-80%
MAGNETIC BALLASTS	UNIVERSAL	+30%		-75%		-85%
BURNDY						
STANDARD LUGS, TERMINALS AND CONNECTORS	ILSCO	+30%		-55%		-60%
BUSSMAN						
STANDARD SMALL DIMENSION AND ELECTRIC FUSES	MERSEN	+30%		-40 TO -63%		-65%
STANDARD FUSETRON				-40 TO -63%		-60%
CROUSE HINDS						
COMMERCIAL LOCKNUTS AND LUQUIDTITE FITTINGS	CROUSE HINDS	+30%		-67%		-62%
COMMERCIAL EMT FITTINGS	CROUSE HINDS	+30%		-92%		-88%
GE LAMPS						
STANDARD LARGE LAMPS* NOT FIRM	SYLVANIA	+30%		-50 TO -87%	OSRAM SYLVANIA	-85%
HOFFMAN						
ENCLOSURES, CABINETS, WIRE	HOFFMAN	+30%		-45%		-42%
HUBBELL						
STANDARD COMMERCIAL SWITCH AND RECEPTICLE DEVICES	HUBBELL	+30%		-57%		-60%
IDEAL						
TOOLS, TESTERS AND ACCESSORIES	IDEAL	+30%		0 TO 25%		-32%
LEVITON						
WIRING DEVICES, COMMERCIAL AND RESIDENTIAL	LEVITON	+30%		-47%		-32%
PANDUIT						
WIRE ID PRODUCTS	PANDUIT	+30%		-34%		-38%
RACEWAY, BOXES, FACEPLATES AND FITTINGS	PANDUIT	+30%		-24%		-29%
STANDARD CABLE TIES AND CABLE TIE ACCESSORIES	PANDUIT	+30%		-48%		-38%
SCHNEIDER SQUARE D	NO BID	NO BID		-0 TO -60%		-51%
WIREMOLD						
RACEWAY AND PLUGMOLD	WIREMOLD	+30%		-31%		-24%
PVC PIPE	WIREMOLD	+30%		COST + 22%		-48%
STEEL PIPE	WIREMOLD	+30%		COST + 22%		-32%
KLIEN						
TOOLS	KLEIN	+30%		-28%		-10%
TESTERS AND ACCESSORIES	KLEIN	+30%		-28%		-10%

NAME OF ELECTRICAL MANUFACTURER AND CATALOG OR PRICE SHEET (2013)	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE
	GRIFFITH ELECTRIC - WHOLESALE PLUS MARK-UP		GRAYBAR		PEMBERTON	
GREENLEE						
TOOLS	GREENLEE	+30%		-18%		-20%
TESTERS AND ACCESSORIES	GREENLEE	+30%		-18%		-20%
CANTEX						
WEATHERPROOF COVERS	CANTEX	+30%		COST + 22%		-60%
PVC CONDUIT, FITTINGS AND STRAPS	CANTEX	+30%		COST + 22%		-50%
MULLBERRY						
WEATHERPROOF BOXES AND COVERS	MULBERRY	+30%		-36%		-40%
STEEL CITY						
METAL BOXES, COVERS AND FITTINGS	STEEL CITY	+30%		-50 TO -83%		-70%
QUAZITE						
UNDERGROUND PULL BOXES	QUAZITE	+30%		-4%		-20%
INTERMATIC						
TIMERS, PHOTO CONTROLS	INTERMATIC	+30%		-40%		-25%
BRIDGEPORT						
CONDUIT FITTINGS, EMT CONDUIT AND RIGID CONDUIT	BRIDGEPORT	+30%		-71% FITTINGS ONLY		-60%
ARLINGTON						
CABLE CONNECTORS	ARLINGTON	+30%		-0 TO -55%		-30%
METALLICS						
ANCHORS AND FASTENERS	CULLY	+30%		-38%		-40%
COOPER B LINE						
PIPE AND CABLE ACCESSORIES	COOPER B LINE	+30%		COST PLUS 22%		-46%
SIEMENS						
PANEL BOARDS, CIRCUIT BREAKERS, SAFETY SWITCHES, AND BREAKER ENCLOSURES	SIEMENS	+30%		DID NOT PROVIDE		-45%
CUTLER HAMMER						
PANEL BOARDS, CIRCUIT BREAKERS, SAFETY SWITCHES, AND BREAKER ENCLOSURES	CUTLER HAMMER	+30%		DID NOT PROVIDE		-50%
GENERAL ELECTRIC						
PANEL BOARDS, CIRCUIT BREAKERS, SAFETY SWITCHES, AND BREAKER ENCLOSURES	NO BID	NO BID		DID NOT PROVIDE		-40%
LIGHTING						-20%
SIMKAR						
LIGHTING	SIMKAR	+30%		DID NOT PROVIDE		-35%
PROGRESS						
LIGHTING	PROGRESS	+30%		COST PLUS 23%		-20%
RAB						
LIGHTING	RAB	+30%		COST PLUS 23%		-20%
SEAGULL						
LIGHTING	SEAGULL	+30%		DID NOT PROVIDE		-20%
LITHONIA						
LIGHTING	LITHONIA	+30%		COST PLUS 23%		-35%
PEMCO						

NAME OF ELECTRICAL MANUFACTURER AND CATALOG OR PRICE SHEET (2013)	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE	MANUFACTURER	DISCOUNT ON RETAIL (-%) OR MARKUP (+%) ON WHOLESALE
	GRIFFITH ELECTRIC - WHOLESALE PLUS MARK-UP		GRAYBAR		PEMBERTON	
LIGHTING	PEMCO	+30%		COST PLUS 23%		-30%
KENALL						
LIGHTING	KENALL	+30%		COST PLUS 23%		-20%
HUBBELL						
LIGHTING	HUBBELL	+30%		COST PLUS 23%		-32%
GENERAL ELECTRIC						
LIGHTING	GENERAL ELECTRIC	+30%		COST PLUS 23%		-20%
NO MATCHING ITEM NUMBERS ON PRICE LIST						
BID EQUIVALENT BRAND						
NO CATALOG PRICE SHEET SUBMITTED						