

**ANOTHER SMASHING SUCCESS for the Chugach Electric Association  
FREE, OPEN, & COMPETITIVE BIDDING BYLAW!!!**

January 20, 1997 open shop contractor bids caused intense competitive frenzy for Susitna Crossing job lowering cost to 40% under engineer's estimate.

**NOW, SECOND OPEN SHOP BID LOWERS COST ON TEELAND  
SUBSTATION JOB TO 50% UNDER THE ENGINEER'S ESTIMATE!!**

Continued competition like this is going to save Chugach, Homer, and Matanuska Electric ratepayers \$millions in future years

**BID OPENING  
2/19/97 - 2:00 P.M.**

**TEELAND SUBSTATION UPGRADE  
W/O E9620119**

**RECEIVED  
FEB 19 1997  
DIRECTOR  
ENGINEERING DIVISION**

**CONTRACTOR NAME**

**BID PRICE**

ALCAN ELECTRICAL & ENGINEERING, INC.

\$ 624,829.61 IBEW

CITY ELECTRIC, INC.

\$ 289,432.41 IBEW

HOUSTON CONTRACTING COMPANY ALASKA LTD

\$ 332,907.61 IBEW

IRBY CONSTRUCTION COMPANY OPEN SHOP

\$ 192,268.00

NEWBERY ALASKA, INC.

\$ 391,601.35 IBEW

NEW HORIZONS TELCOM, INC.

\$ \_\_\_\_\_

NORCON, INC.

\$ 326,981.66 IBEW

REDI ELECTRIC, INC.

\$ \_\_\_\_\_

TAB ELECTRIC, INC.

\$ \_\_\_\_\_

UNION POWER CONSTRUCTION COMPANY

\$ \_\_\_\_\_

VISTA ELECTRICAL CONTRACTORS, INC. IBEW

\$ 168,075.50



**LESSON LEARNED: THE IBEW  
UNION DISCOUNTS HEAVILY WHEN  
THEY HAVE TO COMPETE JUST  
LIKE EVERYBODY ELSE**

ENG EST \$ 335,587.50

# FREE OPEN & COMPETITIVE BIDDING BRINGS MORE SAVINGS TO ELECTRIC CO-OP RATEPAYERS!!

First time since 1986 that a non-IBEW contractor has bid on a Matanuska Electric Association electrical construction project. The new open bidding bylaw changes at MEA and Chugach Electric are WORKING!

**Results:**

**Lazy Mountain Rebuild (hot job) Dist.**

**Matanuska Electric Association, Inc.**

1.	<b>Irby Construction Company</b>	<b>\$ 81,322.74</b>
2.	<b>Vista Electric IBEW</b>	<b>93,200.96</b>
3.	<b>City Electric IBEW</b>	<b>96,584.21</b>
4.	<b>Newberry Alaska IBEW</b>	<b>111,999.54</b>
5.	<b>Norcon, Inc. IBEW</b>	<b>114,543.95</b>
6.	<b>Redi Electric IBEW</b>	<b>124,780.95</b>
7.	<b>Houston Contracting IBEW</b>	<b>142,649.66</b>
8.	<b>Alcan Electrical IBEW</b>	<b>144,008.07</b>
9.	<b>Engineer's Estimate</b>	<b>139,700.00</b>

Open Shop

42% under  
engineering  
estimate

**Secluded Lake Extension (New 3 phase dist.)**

1.	<b>Irby Construction Company</b>	<b>\$ 134,438.29</b>
2.	<b>Newberry Alaska IBEW</b>	<b>137,295.11</b>
3.	<b>Vista Electric IBEW</b>	<b>166,741.77</b>
4.	<b>Norcon, Inc. IBEW</b>	<b>183,440.26</b>
5.	<b>City Electric IBEW</b>	<b>187,391.90</b>
6.	<b>Houston Contracting IBEW</b>	<b>214,601.34</b>
7.	<b>Alcan Electrical IBEW</b>	<b>233,737.29</b>
8.	<b>Redi Electric IBEW</b>	<b>324,638.40</b>
9.	<b>Engineer's Estimate</b>	<b>206,600.00</b>

Open Shop

35% under  
engineering  
estimate

The new Chugach Electric Association Free, Open & Competitive Bidding bylaw is WORKING!!  
First time that non-IBEW Union contractor has bid and the competition lowered the winning bid to  
40% under the engineer's estimate.

\$290,000 saved for Chugach, Homer and Matanuska electric ratepayers on a scheduled \$738,000  
job.

**CHUGACH ELECTRIC ASSOCIATION, INC.**  
Anchorage, Alaska

**BOARD MEETING  
AGENDA ITEM SUMMARY**

January 22, 1997

**TOPIC**

Bid Award - Susitna River Crossing -

**THIS IS AN HISTORIC EVENT**

**FIRST TIME IN MEMORY THAT AN OPEN  
SHOP CONTRACTOR HAS BEEN ABLE TO  
BID ON A CHUGACH ELECTRIC LINE  
PROJECT. LOOK AT THE RESULTS.  
LOOK AT THE SAVINGS TO THE PUBLIC!!**

Alcan Electrical & Engineering, Inc.	(signatory)	B+D \$732,102
City Electric, Inc.	(signatory)	B+D \$947,934.50
Irby Construction Company	(non-signatory)	B+D \$563,480.00
Law Horizons Telecom, Inc.	(signatory)	\$No Bid Submitted
Newbery Alaska, Inc.	(signatory)	B+D \$621,807.99
NORCON, Inc.	(signatory)	B+D \$1,046,121.42
Redi Electric, Inc.	(signatory)	\$No Bid Submitted
TAB Electric, Inc.	(signatory)	B+D \$446,677.17
Union Power Construction Company	(signatory)	\$No bid Submitted
Vista Electrical Contractors, Inc.	(Signatory)	B+D \$689,514.46
Engineer's Estimate:		B+D \$738,390.00



Reported that the IBEW Union waived double time requirement  
and relaxed some work rules so that union signatory  
contractors could be more competitive.