

7/28/2025

TO:

SEH via CRESCENT ELEC SUP CO BAXTER MN

RE:

**Proposal Number: MP32-250606-07-TMS**  
**Subject: City of Baxter WTP ATC Upgrade**  
**Jobsite Location: Baxter, MN**

Thank you for considering Eaton's Electrical Engineering Services & Systems (E-ESS) for your electrical solutions requirements. This proposal outlines our proposed scope of work at your Baxter, MN facility.

### Scope of Work

Eaton will provide the necessary field service personnel, tools, materials, and approved test equipment to perform the following work as described below.

- *Provide and Replace (1) existing ATC-600 with (1) ATC-900*
- *Perform Preventative Maintenance Testing on existing ATS equipment*
- *Perform Site Acceptance Testing on new ATC-900*

An engineering report including findings, test data, and recommendations will be furnished after completion of work.

### Pricing

To provide the services as described in the scope of work above, Eaton would charge:

Item	Description	Price (Cust. NET)
001	ATC Upgrade & Testing – ST & OT Hours; 2 Mobilizations	\$22,860.00
Total Price:		\$22,860.00

### Time Clarifications

- Price for the above scope of work is based on performing site work on a weekday-day turn. If the work cannot be performed during regular working hours (6am-5pm) or must be performed on weekends or holidays, you must contact us to adjust the price accordingly.
- Price for the above scope of work is based on performing site work Monday-Friday after 5pm or on a Saturday (Overtime hours). If the work can be performed during regular working hours (M-F, 6am-5pm) or must be performed on a Sunday or holiday, please contact us to adjust the price accordingly.

### Clarifications and Exceptions

1. The prices quoted in this proposal exclude any applicable taxes and potential additional tariffs beyond the proposal date. Any subsequent tariff-related price adjustments will be passed on to the Buyer.

2. This proposal was prepared based upon Eaton's understanding of the documentation and discussions listed in Eaton Scope of Work. If a change to the system functionality, hardware and/or software is to be used, or scope of work is presented to Eaton, then Eaton will respond by issuing an addendum to this proposal describing the impact on the schedule and cost of the system or work additions or subtractions.
3. If a job is cancelled, delayed, rescheduled, or postponed 5 days or less prior to scheduled service, Eaton reserves the right to assess a charge of 35% of the purchase order value or actual costs, plus a 15% handling charge (whichever is greater)
4. Delays and stand-by time beyond the control of Eaton, extras, and authorized additional work will be charged in accordance with the Eaton's Electrical Engineering Services & Systems Price List PL02700001E.
5. Eaton has not included any applicable sales tax in this proposal
6. All testing will be performed per Eaton standard testing guidelines unless otherwise specified.
7. All device settings to be supplied by others and power system studies are not included
8. This service is weather permitting if this is outdoor equipment.
9. No time/labor included for site specific training meetings/classes/videos. If required, additional charges will apply and will be billed separately from this proposal
10. This proposal, as presented, is not subject to prevailing wage requirements. In the event that the project necessitates the payment of prevailing wages by the contractor and all subcontractors, including Eaton, for work performed under this proposal, Eaton reserves the right to amend the pricing to ensure compliance with prevailing wage statutes
11. Training on customer equipment is not included in this proposal
12. Power monitoring and Automation is not included in this proposal
13. Relay setting file development is not included in this quote
14. Drawings and updated submittals are not included in this proposal
15. 3rd party UL inspection not included. Requirements for UL listed components are the responsibility of the end user.

## Delivery

**Schedule:** The scheduling of work will be mutually agreed upon between the customer and Eaton. Three weeks advance notice is required for scheduling.

**Equipment:** Equipment shipment will be F.O.B. point of origin and is estimated (as of the date of this proposal) at 8-10 weeks after receipt of an order and all necessary technical information. Estimated shipment dates subject to change.

## Safety Clarifications

1. Eaton will not perform work activities in situations where the proper level of PPE is not practical. At no time will work be performed when the arc-flash exposure levels are above 40 cal/cm<sup>2</sup>.
2. To establish an electrically safe work condition, the customer is to provide an up-to-date site electrical one-line diagram(s) for lockout/tagout purposes showing all sources of power.
3. For electrical outages requiring utility isolation, the customer and utility shall coordinate lockout/tagout requirements with Eaton in a written plan of execution.

4. Customer shall be responsible to perform all switching. Any requirement of Eaton for perform switching will require customer signature and a minimum of two Eaton personnel. Additional charges will apply.
5. The customer supplied Arc-Flash study along with their labeled equipment to meet NFPA 70E requirements will be used to determine the Personal Protective Equipment (PPE) required to perform the work required for this proposal. When a current study and labeling is not available, the time required to determine the proper PPE will be an adder at the current rate per hour, unless included within the Eaton scope of work.

### Customer Responsibilities

1. Providing free access to equipment within their facility.
2. Ensuring that all equipment is available upon arrival of Eaton personnel, including removal from service to permit continuous progression of work. Delay time in making equipment available will be treated as an extra.
3. Identifying site contact for this project.
4. Coordinating all outages and perform all switching to de-energize and isolate equipment to be serviced.
5. Ensuring that all circuits to be de-energized have been clearly identified and that all plant personnel and downstream operations are aware of the required outage date, time and duration. This includes maintaining power to vital or necessary plant equipment and processes during the performance of this scope of work.
6. Providing a copy of the past maintenance records to Eaton personnel.
7. Providing manufacturers maintenance manuals upon arrival of Field Engineer(s).
8. Supplying a complete set of electrical plans, including the plant single-line diagram, specifications, and any pertinent change orders to Eaton before commencement of work.
9. Supply a suitable and stable source of power for operation of test and motorized equipment at each test site when normal power is removed or authorize Eaton to obtain a source of auxiliary power, Eaton shall specify requirements. Any non-standard generators rentals will result in a price adder to this proposal.
10. Providing a place to receive and unload replacement equipment, test equipment or other supplies.
11. Providing special tools supplied by equipment manufacturers.

### Safety Training of Eaton Field Personnel:

1. All Eaton field personnel received training to meet or exceed NFPA 70E requirements, and appropriate personal protective equipment (PPE) have been issued.
2. The customer is responsible to ensure that any supporting plant personnel have also be fully trained in electrical safety and provided with the appropriate personnel protective equipment.

### Stand-by Time

1. Stand-by time is defined as Eaton time spent on-site waiting for personnel or access to equipment necessary to perform the required steps for the service work outlined within this proposal.
2. Under the terms of this proposal, stand-by time is not included within the Scope of Work.
3. Stand-by or delays that are outside the immediate control of Eaton will be charged separately at published services rates plus any applicable expenses.

## Proprietary and Confidential Information

This submittal contains Eaton proprietary and confidential information, which may only be used by the addressee to evaluate and respond to this submittal. By accepting this submittal from Eaton, the addressee agrees to not use this submittal, or any information contained herein, in any manner adverse to Eaton's interests; to keep in confidence the submittal and all information contained; and to not disclose to any third party or publish this submittal, any portion thereof, or any information contained herein without Eaton's prior written consent.

## Terms and Conditions

The products and services included in this proposal may be purchased through an Authorized Eaton Distributor of your choice. Any order arising out of this offer will be governed by the conditions negotiated between **SEH** and the Eaton Distributor **Crescent Electric**. This offer is valid for 30 days from the date of issue unless otherwise extended, modified, or withdrawn, in writing, by Eaton Corporation.

To accept this proposal, please:

1. Reference: **MP32-250606-07-TMS** on all correspondence.
2. Forward the purchase order to the Eaton Distributor of your choice.

Acceptance of proposal signature: \_\_\_\_\_

**A hardcopy of the purchase order must be received by Eaton prior to service being scheduled.**

Should there be any further questions or needs, please contact at any time. It is a privilege to have this opportunity to be of service. Eaton's Electrical Services & Systems looks forward to working with you on this project.

Sincerely,  
*Curtis Bixler*  
**Curtis Bixler**  
**CurtisLBixler@eaton.com**  
**507-813-1881**  
Service Sales Engineer  
Eaton Corporation  
Electrical Services and Systems

## Eaton Services Links

- [Eaton Electrical Services Line Card](#)
- [Power Systems Engineering line card](#)
- [Switchgear Modernization Options](#)

- [Low Voltage Replacement Circuit Breakers](#)
- [Low Voltage Retro fill](#)
- [Medium Voltage Replacement Circuit Breakers](#)
- [Customer Training](#)
- [Arc flash Safety Solutions](#)
- [Arc flash Reduction](#)