



AGENDA REPORT

Meeting Date: June 3, 2010

Item Number: F-7

To: Honorable Mayor & City Council

From: Shana Epstein, Environmental Utilities Manager
Rene Biadoma, Fleet Manager

Subject: APPROVAL OF A PURCHASE ORDER TO COBRA POWER SYSTEMS, INC. FOR THE PURCHASE OF THREE (3) 125KW TRAILER-MOUNTED GENERATOR SETS IN THE NOT-TO-EXCEED AMOUNT OF \$164,256.24

Attachments:

1. Cobra Power Systems, Inc.'s Letter & Testimonials
2. Proposal from Cobra Power Systems, Inc. for Bid 10-41

RECOMMENDATION

It is recommended that the City Council approve a purchase order to Cobra Power Systems, Inc. for the purchase of three (3) 125kW Trailer-mounted Generator Sets in the not-to-exceed amount of \$164,256.24.

INTRODUCTION

This report is a request for City Council approval to issue a purchase order in the not-to-exceed amount of \$164,256.24 to Cobra Power Systems, Inc. for the purchase of three 125kW portable generators sets. These pieces of equipment are intended as emergency power sources for the City's deep water-well pumps in the event of long-duration power outages. These generators sets will be assigned to the Department of Public Works & Transportation, Groundwater Program.

DISCUSSION

The water treatment plant at 345 Foothill Road depends on local groundwater for its water source. The plant has been operational for seven years and includes an on-site generator for emergency power to run the plant. However, the well sites do not have emergency power and in a significant emergency could lose power for an extended period. Consequently, water supply to the water plant could be drastically curtailed or even completely cut off. Staff has devised a contingency plan that includes deployment of two portable generators to provide power to two water-well pumps to ensure an

uninterrupted supply of groundwater to the treatment plant during localized power outages. The third generator would be used to power the pump that pushes water from Sunset Reservoir for wider distribution.

The availability of these trailer-mounted generators would also provide opportunities for major operational needs such as site power upgrades and zone-to-zone pumping for maintenance activities. Equipped with multi-voltage selector switches, these portable generators could also be used for other emergency electrical power needs around the City.

The procurement of the three emergency generators has included a discussion of financing options. Those options include leasing the equipment, lease with option to buy, direct purchase from Fund 49, or establishing a preferential contractual arrangement with a vendor for delivery of the equipment to the City in an emergency. The last alternative here is the least expensive, but is also the least dependable with deliverability and timing uncertain. Long term leasing avoids the initial capital outlay but typically increases the overall cost over the extended period and precludes the ability to accrue depreciation. Lease/purchase could make sense if no other funding was available but again, there are no tax advantages and capturing replacement costs are restricted for the duration of the lease. Current interest on capital leases provided by vendors or banking partners runs approximately 15%. Purchasing the equipment from Fund 49 amounts to borrowing the funds from our own account and repaying the loan without paying the mark-up incorporated in a private company financing arrangement with a margin that can be as much as 10% or more above the City's cost of money. The savings can be significant for a purchase of \$165,000 amounting to as much as \$55,000 in interest savings over a five year purchase agreement. This equipment will have a 25-30 year life cycle, which will allow recapturing replacement cost over an extended period that will reduce annual operating costs.

Working with Water Division personnel, procurement staff assembled and published Bid 10-41 for open-bid solicitation. This bid solicitation garnered six proposals which are summarized below:

Vendor Name	Cost	Generator Set
Volvo Construction Equipment & Services	\$46,024.00	Ingersoll-Rand G145 127kW
Cobra Power Systems, Inc.	\$49,888.00	Cummins DSGAB 125kW
United Rentals, Inc.	\$50,600.00	MQ Power DCA 150SSJ 132kW
Quinn Power Systems	\$51,230.00	Caterpillar D125-6 125kW
Volvo Construction Equipment & Services	\$52,603.00	Ingersoll-Rand G185 151kW
Cummins Cal Pacific, LLC	\$57,600.56	Cummins DSGAB 125kW

After careful evaluation of the various proposals and verification of the alternator data sheets provided by the vendors, staff has determined that the lowest-priced proposal from the Volvo Construction Equipment & Services cannot adequately meet the start-up power requirement of the largest well-pump motor. Therefore, staff recommends that the Council rejects this bid and, instead, award the purchase contract to the next lowest-priced proposal which was submitted by Cobra Power Systems, Inc. In Attachment "1," vendor has affirmed its compliance to three major requirements in the bid.

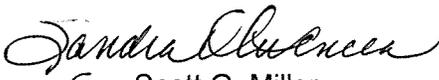
FISCAL IMPACT

Staff recommends purchase of the Generator Sets from Cobra Power Systems, Inc., the vendor that submitted a qualified proposal with the lowest cost to the City. Details of this purchase are shown in Attachment (2) and are summarized below:

One (1) new & unused Trailer-mounted 125kW Generator Set; to include all equipment specified in Bid 10-41.	\$49,888.00
-Tax (9.75%):	\$4,864.08
Unit Price:	\$54,752.08
FOB City of Beverly Hills Purchase Total Price (3 Units):	\$164,256.24

Funding for this purchase is appropriated from the FY2009/2010 Council-approved budget:

Budget Unit	Program/Account #	Description of Fund Source	Amount
80	8006002/73122	Groundwater/Ongoing Contractual Services	\$164,256.24


for: Scott G. Miller
Finance Approval


David D. Gustavson
Approved By

Attachment 1

Cobra Power Systems, Inc.'s Letter
and Testimonials



Emergency Power Systems Solutions
-Industrial
-Residential
-Commercial

Cobra Power Systems, Inc.
8 American Way
Spotswood, NJ 08884
Tel: 908-486-1800
Fax: 908-486-1826
www.cobra-power.com

May 13, 2010

Attn: Rene Biadoma
City of Beverly Hills, CA
455 North Rexford Ave
Beverly Hills, CA 90210

Mr. Biadoma:

I am in receipt of your email date 5/12/2010. I can assure you that the distance will play an insignificant roll in the gestation of this project. A large portion of our business comes from state and local government scattered throughout the United States, and as you can tell from the testimonials I have attached we take the utmost care in satisfying each and every customer. You can reach me at any time on our office phone, email, or on my cell phone at 908-447-1715. With that said, the following will address your questions:

1. We have submitted the technical information on the alternator we are proposing. However, we cannot guarantee site-specific details as the city of Beverly Hills retains Professional Engineers to design generator sets and other equipment based on their actual needs. It is my professional opinion will work for all of your applications listed in the attachments, however your technical folks will need to verify this.
2. The unit will be serviced by one of many affiliates in the Los Angeles area and the master distributor will also service your needs. That company is Cummins Cal Pacific Irvine, CA.
3. According to SCAQMD certified internal combustion engine list the QSB7-G3 engine which will be supplied on this generator is certified under application number 471081 expiration 12/31/2010. You should have no problem permitting this engine. See attached SCAQMD spreadsheet.

If you have any questions please feel free to contact me.

Thank you,

Max Liberman

Max Liberman
General Manager
Cobra Power Systems, Inc.



www.cobra-power.com



LAKE COUNTY
FLORIDA

DEPARTMENT OF PUBLIC SAFETY
Communications Systems

January 10, 2008

Kristyn Soria
Administrative Assistant
Cobra Power Systems, Inc.
8 American Way
Spotswood, NJ 08884

RE: Cobra Power Systems Support of Lake County

Dear Kristyn,

I am writing on behalf of our appreciation for your support of Lake County Public Safety over the last year. As we approach the anniversary of the "Lake County Groundhog Day Tornado" event, it reminds us of how fortunate we were to have support from agencies such as yours. If you will recall, we lost a critical communications structure (picture attached) in Lake County last February. This rendered our communications in that quadrant of the County inoperative. Through the help of many agencies and vendors we were able to temporarily restore our site and resume limited operations. The expedient response and professional attention provided by Cobra Power in our emergency procurement of our replacement generator was an intricate part of this restoration.

On behalf of Lake County Public Safety and our citizens, we'd like to extend our appreciation to Cobra power Systems for your assistance.

Sincerely,

Gregory A. Holcomb
Communications Director
Lake County Public Safety
315 W. Main Street
Suite 411
Tavares, FL 32778

315 W. Main Street, Suite 411 • P.O. Box 7800 • Tavares, FL 32778 • Phone 352-343-9458 • Fax 352-343-9516
Lake County Board of County Commissioners • www.lakecountyfl.gov

JENNIFER HILL
District 1

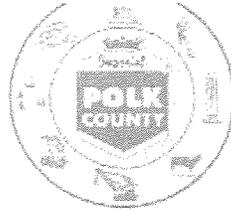
ELAINE RENICK
District 2

DEBBIE STIVENDER
District 3

LINDA STEWART
District 4

WELTON G. CADWELL
District 5

Terry Pittman
Director
Facilities Management Division
Administrative Services Department



2160 Marshall Edwards Drive
Bartow, Florida 33830-0731
(863) 534-5511
Fax (863) 534-5542

Board of County Commissioners

December 3, 2007

Cobra Power Systems
Attn: Kristyn Soria
Administrative Assistant

Dear Cobra Power Systems:

I would like to express my thanks to Cobra Power Systems for their excellent customer service. Polk County Facilities Management in Bartow, Florida purchased two 150KW gensets. The delivery and coordination of these two units was excellent. In addition, after the completion of both projects the owner, Doug Cohen, contacted me and even flew to Florida to check on both installations. This type of personal service was above and beyond any other experience we've had with generator companies in the past. In the future, I look forward to dealing with Cobra Power Systems. Their commitment to excellence and to customer satisfaction was beyond compare.

Sincerely,

A handwritten signature in cursive script that reads "Brent Barnett".

Brent Barnett
Building Superintendent
Polk County Facilities Management
Bartow, Florida 33830

863.534.5511

RAMSEY BOARD OF EDUCATION
RAMSEY PUBLIC SCHOOLS
266 East Main Street
Ramsey, NJ 07446
(201) 785-2300

Gregory M. Bohacik
Supervisor of Buildings & Grounds

Fax (201) 934-6623
E-mail: gbohacik@ramsey.k12.nj.us

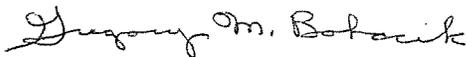
April 22, 2008

Kristyn Soria
Administrative Assistant
Cobra Power Systems, Inc.
8 American Way
Spotswood, NJ 08884

Dear Kristyn,

I just wanted to thank your company for the excellent service you have afforded us for all our generator needs. Your qualifications and experience are exceptional. We appreciate your quick response, friendliness and professionalism in responding to our service calls. It is not often that a business is fortunate enough to boast the services and support of an organization that excels above and beyond its responsibilities. I will definitely recommend Cobra Power Systems if the opportunity arises.

Sincerely,



Gregory M. Bohacik
Supervisor of Buildings and Grounds

GMB/er

**Loretta Spencer
Mayor**

Department of
Water Pollution Control



**"The Space to
be in the 21st Century"**

To: Cobra Power Systems, Kristyn Soria

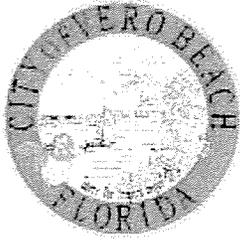
I purchased a 150KW trailer mounted generator from Cobra Power Systems last year. The Generator in question meet the specifications provided and the generator was delivered in a timely manner per the City of Huntsville bid. We have had good service from this generator and will consider all bids submitted by Cobra Power Systems in the future.

If there are any questions about the service or equipment provided by Cobra Power Systems please feel free to call me.

Thanks,

Michael A. Leggett
Maintenance Supv.
City of Huntsville
Water Pollution Control
Ph# 256.883.3663





City of Vero Beach
17 17th Street
Post Office Box 1389
Vero Beach, Florida 32961
(772) 978-5220 Fax: (772) 978-5215

Office of the Director
Water and Sewer Dept

December 31, 2007

Kristyn Soria
Administrative Assistant
Cobra Power Systems, Inc.
8 American Way
Spotswood, NJ 08884

RE: Testimonial Letter

Dear Kristyn:

It is with great pleasure that I send this letter. Our Department's experience with Cobra Power Systems, Inc. has been exemplary. We have found your personnel to be very professional, skilled and courteous. Services are completed in a timely manner. The equipment we have purchased has been consistently reliable. We would not hesitate to recommend your company to others.

Sincerely,

A handwritten signature in cursive script that reads "Robert J. Bolton".

Robert J. Bolton, P.E., Director
Water and Sewer

RB/sp



ONONDAGA COUNTY
DEPARTMENT OF EMERGENCY COMMUNICATIONS

3911 Central Avenue ♦ Syracuse, New York 13215 ♦ (315) 435-7911 ♦ Fax (315) 435-8620 ♦ e-mail: e9ecom1@ongov.net

Nicholas J. Pirro
County Executive
www.ongov.net

John M. Balloni
Commissioner
JohnBalloni@ongov.net

December 10, 2007

TO: Cobra Power
FROM: John Balloni, Commissioner
SUBJECT: Portable Generator

As part of our Emergency Communication Back-up Site Project we purchased a Cobra Power Systems generator on a trailer to provide emergency power in the event of a commercial power failure. We selected the trailer solution as we had no good permanent location to mount a generator. The generator we purchased came in on time, within budget and has operated flawlessly since delivery. We are very happy with our purchase and highly recommend Cobra Power.

John M. Balloni
Commissioner

An Equal Opportunity Employer

DUKE FARMS

80 Route 206 South • Hillsborough, NJ 08844 • tel: 908.722.3700 • www.dukefarms.org
Owned and supported by the Duke Farms Foundation

1/28/2008

Doug A. Cohen
Cobra Power Systems, Inc.
991 Route 22 West, Ste 200
Bridgewater, NJ 08807

Dear Doug:

Thank you for your help with expediting a generator to maintain our Information Department. Your knowledge of emergency power systems has provided Duke Farms the information needed to purchase a unit that would both provide uninterrupted power and reduce our emissions to the environment.

I would also like to compliment you for working diligently to assess the current maintenance of our existing generators. Your dedication and hard work secured a relationship by implementing a customized maintenance program that fits the Duke Farms needs. This partnership, I hope will continue to grow strong in the future.

Cobra Power Systems, Inc. should be proud to have you as a major contributor to their success and future.

Best,

David Black



ANTONIO R. VILLARAIGOSA
Mayor

Commission
NICK PAISANOI RAS, *President*
EDITH RAMIREZ, *1st Vice President*
LEE NANON ALPERI
WALLY KNOX
FORESCEE HOGAN ROWLES
BARBARA E. MOSCHIOS, *Secretary*

H. DAVID NAHAI,
Chief Executive Officer and General Manager

February 19, 2008

Mr. Doug Cohen, President
Cobra Power Systems, Inc.
991 Route 22 West, Suite 200
Bridgewater, New Jersey 08807

Dear Mr. Cohen:

On behalf of Los Angeles Department of Water and Power (LADWP), I would like to express our sincere appreciation for your support of my Emergency Dispatch Center (EDC) Project. The 300Kw diesel generator and the 1,600-gallon subbase tank were delivered on time for the installation, which meets the occupancy date of the project. I am impressed with Cobra Power System's (Cobra) ability to focus on and promptly respond to the problems as they occurred during the installation and startup.

I have been working for over 25 years as project manager for several major projects as large or larger than EDC, and I cannot remember when I have experienced a better relationship than with Cobra. I am looking forward to our continued relation as LADWP's supplier for another power generation project.

If you have any questions or require further information, please contact me at (213) 367-3126.

Sincerely,

A handwritten signature in black ink, appearing to read "Chat N. Tran".

Chat N. Tran
Project Manager

CNT:cm

Water and Power Conservation ... a way of life

111 North Hope Street, Los Angeles, California 90012-2607 Mailing address: Box 51131, Los Angeles 90051-5700
Telephone: (213) 367-2711 Cable address: DFWARCH A

Attachment 2

Proposal from Cobra Power Systems, Inc.
for Bid 10-41



BID PACKAGE

CITY OF BEVERLY HILLS
OFFICE OF THE CITY CLERK, ROOM 290
455 NORTH REXFORD DRIVE
BEVERLY HILLS, CALIFORNIA
90210 (310) 285-2440

LEGAL NOTICE - BIDS WANTED

Sealed proposals are requested on the list of materials, supplies, equipment or services set forth herein, subject to all conditions outlined in the Proposal Document, including:

- SECTION I:** REQUEST FOR BIDS
- SECTION II:** GENERAL INFORMATION AND INSTRUCTION
- SECTION III:** DETAIL SPECIFICATIONS
- SECTION IV:** BID FORM

(IF YOU CHOOSE NOT TO SUBMIT A BID, PLEASE COMPLETE PAGE 30)

Sealed proposals will be received only at the Office of the City Clerk, 455 North Rexford Drive, Beverly Hills, until 2:00 p.m. local time, on the dates hereinafter stated at which time they will be opened and publicly read for furnishing the materials, supplies, equipment or services or for supplying the materials, and/or providing labor for the repair, construction or improvement as the case may be, as indicated by the items hereunder listed and in accordance with the applicable specifications.

SECTION I – REQUEST FOR BIDS

Date of Request: April 8, 2010

Bid Number: 10 - 41

Item Description: GENERATOR SET, 125kW, TRAILER-MOUNTED

Bid Opening: April 29, 09 @ 2:00 PM

All bids must be delivered by the specified opening time of the bid. Bids arriving after the specified hour will not be accepted. Mailed bids, which are delivered after the specified hour will not be considered regardless of postmarked time on the envelope. All bids must be in writing and must contain an original signature by an authorized officer of the firm - Electronic bids (telephone, FAX, etc.) are **NOT** acceptable.

BID DEPOSIT - NONE REQUIRED WITH THIS BID
PERFORMANCE BOND AND PAYMENT BOND - NONE REQUIRED WITH THIS BID.
THE CITY RETAINS THE RIGHT TO REJECT ANY AND ALL BIDS WITHOUT CAUSE
AND/OR ELECT NOT TO AWARD A BID.

**CITY OF BEVERLY HILLS
SECTION II - GENERAL INFORMATION AND INSTRUCTION**

1. Bid deposits of unsuccessful bidders will be returned after the bid has been awarded. A successful bidder's bid deposit will be returned after he has entered into a written contract, or after a performance bond, if required, has been executed and accepted by the City.
2. The vendor's proposal may be withdrawn at any time prior to the bid opening. No proposal may be withdrawn after the bid opening. Violation of this policy may cause forfeiture of the bid deposit and removal from qualified Bidder's List.
3. Bidders are advised to become familiar with all conditions, instructions and specifications governing this bid. Once the award has been made, a failure to have read all the conditions, instructions and specifications of this contract shall not be cause to alter the original contract or for vendor to request additional compensation.
4. Bidders agree to defend and save the City from and against all demands, claims, suits, costs, expenses, damages and adjustments based on any infringement of any patent relating to goods specified in this contract.
5. Successful bidder shall not assign the contract, or subcontract the whole or any part of the contract without written consent of the City. Such consent shall neither relieve the bidder from his obligation nor change the terms of the contract.
6. The City shall have the right to inspect any material specified herein. Equipment, supplies or services that fail to comply with the specifications herein regarding design, material or workmanship are subject to rejection at the option of the City. Any materials rejected shall be removed from the premises of the City at the expense of the vendor.
7. Bidder shall state the nature and period of any warranty or guarantee. Manufacturer's specifications shall be submitted with the bid and shall be considered a part of this contract where such specifications meet the minimum of the City specifications.
8. Each bidder shall submit in full this completed original BID DOCUMENT and all necessary catalogues, descriptive literature, etc., needed to fully describe the materials or work he proposes to furnish.
9. Bidders shall state the delivery date for commodities in terms of calendar days after notification of award. Where the contract calls for performance of labor, the bidder shall also state the number of calendar days required for completion after notification of award.
10. Cash discounts shall be considered in the evaluation of the bids, except that payment periods of less than thirty (30) days will not be considered in award of this bid. Where cash discounts are offered, the discount date shall begin with the invoice date or delivery date to the City, whichever is later.

11. Upon the award of the bid to the successful bidder, if insurance is required by the terms of this bid, the City will require evidence of such coverage be furnished within fourteen (14) days of notification of bid award. The amounts and types of coverage will be specified in Section IV of this bid. **All insurance forms must be in a format acceptable to the City.**
12. The Contractor agrees to indemnify, defend and hold harmless the City, City Council and each member thereof, and every officer, and employee of the City, from any liability or financial loss including, without limitation, attorneys fees and costs, arising in any manner whatsoever from any intentional, reckless, negligent, or otherwise wrongful acts, errors or omissions of Contractor, or any person employed by Contractor, including agents and independent contractors, in the performance of this agreement.
13. Every supplier of materials and services and all contractors doing business with the City shall be an "Equal Opportunity Employer" as defined by Section 2000 (E) of Chapter 21, Title 42 of the United States Code Annotated and Federal Executive Orders #11375, and as such shall not discriminate against any other person by reason of race, creed, color, religion, age, sex or physical or mental handicaps with respect to the hiring, application for employment, tenure, terms or conditions or employment of any person.
14. Prices quoted herein must be firm for a period of not less than ninety (90) days after date of bid opening.
15. Bids calling for other than a "lump sum" total bid may be awarded by single item, by groups of items, or as a whole, as the City deems to be in the best interest of the City.
16. The City will be the sole and exclusive judge of quality, compliance with bid specifications or any other matter pertaining to this bid. The City reserves the exclusive right to award this bid in any manner it deems to be in the best interest of the City.
17. Quantities specified in Section III are approximate only, the City reserves the right, within the period for delivery to increase or decrease the quantity ordered and upon mutual agreement after the period specified for delivery, order additional quantities of items bid.
18. "Contractor shall cooperate with the City in all matters relating to taxation and the collection of taxes. It is the policy of the City to self-accrue use tax associated with its own purchases. The City requests that its contractors self-accrue their use tax, **when applicable**, and report the use tax to the State Board of Equalization with a City-assigned permit number. The City's own use tax which is self-accrued by the City will be remitted to the State of California pursuant to the City's permit with the State Board of Equalization."
19. For any questions regarding this bid, please contact Rene Biadoma (rbiadoma@beverlyhills.org, or 310.285.2484) or Craig Crowder (ccrowder@beverlyhills.org, or 310.285.2490).

SECTION III – DETAILED SPECIFICATIONS

SUBSECTION A - TECHNICAL NOTES

IN EVENT OF CONFLICT, THE FOLLOWING SPECIFICATIONS SHALL PREVAIL OVER GENERAL INSTRUCTIONS CONTAINED ELSEWHERE IN THIS BID.

IMPORTANT NOTICE - THIS SECTION III, SUBSECTION A, COMPLETED WITH REQUIRED INFORMATION AND/OR BIDDER'S EXCEPTIONS MUST BE ATTACHED TO AND RETURNED WITH SECTION IV - BID FORM.

BIDDER MUST EXPLAIN IN DETAIL ALL ITEMS OFFERED WHICH DO NOT CONFORM TO SPECIFICATIONS CONTAINED HEREIN. IF NO EXCEPTIONS ARE LISTED, IT WILL BE ASSUMED BIDDER IS BIDDING "AS SPECIFIED."

SPECIFICATIONS FOR ONE (1) NEW AND UNUSED GENERATOR SET, 125 kW, TRAILER-MOUNTED

BIDDER'S EXCEPTIONS

PART A: GENERAL

1. Intent & Background Information

- 1.1 It is the intent of this specification to secure a 125kW, 60Hz, 3-phase, 277/480-Volt emergency-power generator that has been prototype tested, factory built, and of the latest commercial design, together with all accessories necessary for a complete installation as specified herein.
- 1.2 The equipment supplied and installed shall meet all of the applicable codes and regulations stipulated in the NFPA and the National Electric Code.
- 1.3 All equipment shall be new, unused and of current production by a firm that shall have at least 15 years experience assembling generator sets.
- 1.4 The engine/generator, controls and disconnects shall be complete assembled and wired by the generator manufacturer to ensure one-source responsibility for warranty, parts, and service through factory trained service personnel.
- 1.5 In all cases the completed power generator must conform to UL 2200 standards and all Federal, State, and local laws, particularly the SCAQMD Rule 1470, applicable to this type of equipment, its application, and emission requirements.
- 1.6 The mobile generator will be utilized for providing emergency power to city-owned water-well pumps during periods of localized power outages. The

None

BIDDER'S EXCEPTION

mobile generator shall be capable of starting a single 100-HP 480-Volt water-well-pump motor.

- 1.7 Manufacturer may submit a bid on a generator with a rating of less than 125 kW (100 kW being the absolute minimum rating considered), should that generator be capable of starting the above referenced pump motors with 20% voltage dip or less. Provide calculations with the bid verifying compliance with this requirement.
- 1.8 The successful bidder **may be required to furnish a demonstration for evaluation prior to award.** The demonstration shall be furnished within seven (7) calendar days upon request. Demonstration machine must be provided in accordance with the specifications and time specified, or this may result in rejection of the bid.
- 1.9 Bidders are required to state their compliance to these specifications at the end of each section. Any deviations, changes or exceptions must be noted.

2. Submittal

- 2.1 Submittals shall include specification sheets showing all standard and optional accessories to be supplied, schematic wiring diagrams, dimensional drawings, interconnection drawings, and calculations showing voltage dips during pump motor starts.
- 2.2 Completed form, SC AQMD Form 400-E13a, for permit application by customer to the AQMD.
- 2.3 Copy of Executive Order granted by the CARB for the family of engine being supplied.
- 2.4 Documents showing transfer of ownership to the customer and for DMV registration.

3. Ratings

- 3.1 The standby generator set shall be rated for standby power at 125 Kilowatt (defined as continuous operation for the duration of a power outage), or a rating sufficient to start referenced pump motors. Alternator sized as required to meet pump motor starting requirements. Kilowatt ratings for three phase voltage shall be based on a 0.8 power factor.

4. Additional Equipment

- 4.1 The City reserves the right to order one (1) or more additional generator sets under the same terms,

BIDDER'S EXCEPTION

conditions and specifications of the bid, not to exceed a total of three (3) units. Any such orders shall be placed under single or separate purchase order within twelve (12) months of award of this bid.

- 4.2 Unit pricing of any and all additional generator sets ordered under this provision shall not exceed the awarded total unit bid price plus any documented price increases from the equipment manufacturer.

PART B: TECHNICAL SPECIFICATION

1 Specify the equipment proposed:

Manufacturer: Cummins
 Model: DSGAB
 Rating: 125 kW

2 Generator and Attachments

- 2.1. Synchronous, 213-pitch, random wound.
- 2.2. Class H insulation with Class H temperature rise.
- 2.3. IP23 protection.
- 2.4. Automatic voltage regulator, steady state (+/- 5% no load to full load).
- 2.5. Flywheel and housing
- 2.6. Permanent magnet generator.
- 2.7. Integrated cooling fan.

3 Engine and Control System

- 2.1 Diesel engine: Tier-3 compliant; 4-cycle; water-cooled. Specify:
 - Make: Cummins
 - Displacement: 6.69 L
 - HP rating: 250 bhp
 - Fuel consumption: @ full load: 10.00 GPH
 - @ ¾ load: 7.89 GPH
 - @ ½ load: 5.77 GPH
 - @ ¼ load: 3.38 GPH
- 2.2 Electronic isochronous governor.
- 2.3 2-stage, dry replaceable heavy-duty air cleaner with restriction indicator.
- 2.4 Filter, oil, single, spin-on, full-flow.

BIDDER'S EXCEPTION

- 2.5 Safety shutoffs for low oil pressure, high coolant temperature, over crank, and over speed.

4 Control Panel and Instrumentation

- 4.1. Automated start/run/stop control panel.
- 4.2. Upgraded to NFPA 110.
- 4.3. Multiple voltage selector switch (480/277 VAC/3Phase or 240/139 VAC/3 Phase or 240/120 VAC/1 Phase).
- 4.4. Engine cycle crank and cool down timer.
- 4.5. Alarm acknowledge.
- 4.6. Digital Monitoring: RPM, Hours, Volts, Amps.
- 4.7. Frequency (Hertz) meter.
- 4.8. Voltage adjust potentiometer.
- 4.9. Emergency stop pushbutton
- 4.10. Local alarm horn with mute.
- 4.11. Contacts for common fault alarm signal
- 4.12. Contacts for generator set run signal.
- 4.13. Low coolant temperature alarm.
- 4.14. Low coolant shutdown circuit.
- 4.15. Low fuel level alarm.
- 4.16. High fuel level alarm
- 4.17. High lube oil temperature shutdown.

5 Protection System

- 5.1. 250 AF, 3-pole, 80% rated U.L. listed, main line circuit breaker.
- 5.2. Auxiliary contacts and shunt trip.

6 Electrical Power Panel

- 6.1. 2 – 20-Amp GFCI 120V Duplex receptacles.
- 6.2. 3 – 50-Amp 240 V Twist.
- 6.3. ½-Inch Load lug connection.

7 Exhaust System

- 7.1 Muffler shall be coated with temperature- and rust-resistant compound and rated for critical applications.
- 7.2 Silencer to be mounted within the structure of the weather proof protective enclosure. Discharge shall be roof-mounted with rain cap and skirt.

BIDDER'S EXCEPTION

7.3 The muffler and interior piping shall have insulation blankets.

8 Fuel System

8.1 Fuel filter with integral fuel water separator and drain.

8.2 Fuel primer pump.

8.3 Fuel tank capacity shall enable generator to operate at full-load for 24 hours. Specify:

Tank capacity: 240 Gallons.

9 Mounting and Enclosures

9.1 Formed steel base frame.

9.2 Linear vibration isolation, Zone-4 approved, installed between generator set and base rails.

9.3 Weather-protective powder-coated enclosure.

9.4 Sound attenuation shall be rated no greater than 75dB(A) at 23 feet. Specify:

74 dBA at 23 Feet.

9.5 External emergency stop and panel viewing window.

9.6 Exterior color: Factory color.

10. Starting and Charging System

10.1 12V starting and charging systems.

10.2 Lead acid starting battery - 12 volt with rack and cables.

10.3 UL listed, 10-amp smart battery charger.

11. Cooling System

11.1 Radiator, engine-mounted, with blower fan, 50°C ambient; coolant-level sight gauge.

11.2 Fan guard.

11.3 Easy-access coolant-drain valve located inside of enclosure with outlet outside of enclosure.

11.4 Initial fill of Extended Life coolant.

12. Lube System

12.1 Easy-access lube-oil drain located inside of enclosure with outlet outside of enclosure.

12.2 Initial fill of lube oil.

12.3 Oil cooler.

12.4 Crankcase fumes disposal lines.

BIDDER'S EXCEPTION

13. Documentation and Labor

- 13.1 UL 2200 listed package generator set.
- 13.2 Pre-certified with SCAQMD, permit to be filed by the owner.
- 13.3 Factory test reports.
- 13.4 Warranty certificates. Specify warranties:
Engine: 2 year
Alternator/Controls: 2 year
Trailer: 2 year
- 13.5 Field operational start-up (no load).
- 13.6 Weight certificate.

14. Trailer

- 14.1 Tandem-axle, highway-rated, heavy-duty welded steel-frame construction with replaceable bolt-on steel fenders.
- 14.2 Heavy-duty manual-crank jackstand.
- 14.3 DOT-approved lighting system; LED lights where applicable.
- 14.4 Powder-coated with black finish.
- 14.5 Adjustable coupler.
- 14.6 EZ-lube grease fittings to quickly lube wheel bearings.
- 14.7 Hydraulic-brake system.
- 14.8 License-plate mounting provision or holder.
- 14.9 One set of wheel chocks.

15. Other Requirements

- 15.1 Appleton connector Plug (200 Amp, 4-Wire, 4-Pole, 50-400hz) installed and wired to circuit breaker.
- 15.2 Box, lockable storage for storing hookup cables. Installed on trailer frame.
- 15.3 Keys: Four (4) key sets shall be furnished with unit.
- 15.4 Two (2) sets of operator's manual.
- 15.5 Two (2) sets each of maintenance and parts manuals in digitized form or hard copy.
- 15.6 Information for mounted accessories.
- 15.7 On-site familiarization training conducted by vendor after delivery of equipment.

SUBSECTION B - SPECIAL REQUIREMENTS

1. The successful bidder will complete all documents and / or file all applications necessary to obtain exempt registration and license plates for vehicle(s) covered by this bid from the California Department of Motor Vehicles in the name of the **City of Beverly Hills, 455 North Rexford Drive, Beverly Hills, California 90210**, before the vehicles(s) are delivered. Ownership Certificate(s), Registration(s) and license plates must be delivered with the vehicle(s).
2. Delivery is an important consideration in award of this bid. Bidder will be strictly bound to his commitments.
3. Vehicle(s) covered by this bid, including all equipment and accessories, must comply with all requirements of the California Vehicle and Federal Motor Vehicle Safety Standards for 2006 vehicles, safety orders of the California Division of Industrial Safety, and American National Standards Institute for the manufacture, reconstruction, modification, maintenance, service, operation, and installation (where applicable) of emergency power generator, including all amendments thereto.
4. Bidder is to state warranty period(s) on entire equipment or major sub-assemblies that may have a different warranty period/s.
5. City shall be the sole and final judge of compliance with bid specifications and reserves the exclusive right to award this bid in any manner it deems to be in the best interests of the City.

SECTION IV - BID FORM
(Must be completed by Vendor)

The undersigned proposes to furnish all materials, supplies, equipment or services set forth herein subject to all conditions outlined in the Bid Document, including the general instructions and information to bidders, at prices indicated below:

Bid Proposal (Per Unit): \$ 49,888.00

Payment Terms: Net 30

Exceptions or Deviations attached YES; NO

Delivery: 60 ARO (Number of Days)

Price Quote Valid Until: 60 days

Company Name: Cobra Power Systems, Inc.

Address: 8 American Way, Spotswood, NJ 08884

Telephone: 908-486-1800 Fax: 908-486-1826

Email: max@cobra-power.com Cell phone (optional): _____

Person Submitting Bid: Max Liberman General Manager
(Print Name) (Title)



(Signature)

F.O.B.

All prices of the bid shall be F.O.B. destination Beverly Hills, California; and delivery to any point within Beverly Hills shall be without additional charge.

TAX

All bid proposals shall be exclusive of tax; City staff will compute all tax involved when applicable.

ACCEPTANCE OF PROPOSAL

The City reserves the right to accept or reject any and all bids and reserves the right to waive technicalities where such action best serves the interests of the City. The manufacturer of the

proposed materials or equipment may be required to acknowledge by written conformation that the minimum requirements of the specifications are included in the Bidder's proposal before the award of the bid.

EXCEPTIONS

Any bidder's exceptions to these terms or conditions or deviations from the written specifications shall be shown in writing and attached to bid form. However, such exceptions or deviations may result in bid rejection.

INSURANCE (applicable to successful bidder who may come into the City)

- (1) **Commercial general liability** coverage at least as broad as Insurance Services Office Commercial General Liability occurrence coverage ("occurrence" form CG0001, Ed. 11/85) with a limit of not less than \$2,000,000 (Two Million Dollars) per occurrence. If the insurance includes a general aggregate limit, that limit shall apply separately to this contract or it shall be at least twice the required per occurrence limit.
- (2) **Business automobile liability** insurance at least as broad as Insurance Services office form CA 0001 (Ed. 1/87) covering Automobile Liability, code 1 "any auto" and endorsement CA 0029 (Ed. 12/88) with a limit not less than \$1,000,000 (One Million Dollars) per accident.
- (3) **Workers Compensation** Insurance as required by the State of California and **employers liability** insurance with a limit not less than \$1,000,000 (One Million Dollars) per accident.

All insurance coverages shall be provided by insurers with a rating of B+; VII or better in the most recent edition of Best's Key Rating Guide, Property-Casualty Edition.

Work on City property covered by a purchase order cannot be commenced until certificates of insurance have been approved.

Please use the official City of Beverly Hills certificate of insurance form (attached). If you use another form, the following requirements must be met to make the certificates acceptable to the City:

1	name the City of Beverly Hills as additional insured for both GENERAL liability and AUTO liability; and
2	have at least thirty (30) days written notice of cancellation.

All certificates of insurance must remain current until the purchase order expires or is sooner cancelled.

AFTER THE ACCEPTANCE AND AWARD OF THE BID BY THE CITY COUNCIL UPON RECEIPT OF A WRITTEN PURCHASE ORDER EXECUTED BY A PROPER OFFICER OF THE CITY, THIS DOCUMENT WILL CONSTITUTE THE LEGAL CONTRACT BETWEEN THE CITY AND THE SUCCESSFUL BIDDER.



Org: Beverly Hills, CA
Contact: Mr. Craig Crower
Phone: 310-285-2490
Email: ccrower@beverlyhills.org

Date: 4/28/2010
Fax: N/A
Quote #: 10_2013
Quote ID: Trailer Mounted Generator

PROPOSAL AND BILL OF MATERIALS

We are pleased to have the opportunity to quote you with the equipment as listed below. Please note the following bill of materials:

One NEW Cummins model 125DSGAB rated for 125 kW standby, Multi Voltage 240/208/480 60 HZ, 1800 RPM, for operation on diesel fuel. Package to include all standard accessories, EPA certified Tier 3 engine, including the following standard and optional features:

Generator Features:

- :: Main line circuit breaker with shunt trip
- :: Structural steel base rails
- :: Sound attenuated enclosure
- :: Battery charger, 120VAC, 12VDC, 10AMP
- :: Heavy duty voltage reconnection switch set up for 240 / 208 / 480 VAC
- :: Heavy duty 14ga steel custom switch housing fitted to match generator.
- :: Stainless steel hardware, and oversize output wiring.
- :: Vibration Isolators - skid mounted
- :: Engine jacket water heater, 120 VAC
- :: Control panel viewing window
- :: Exhaust Silencer with flex and blanket
- :: Manufacturers 2 year warranty
- :: Coolant drain
- :: Engine mounted radiator and fan with duct flange
- :: Radiator coolant drain extension
- :: Field startup and training
- :: External emergency stop
- :: Local annunciation
- :: One (1) Appleton 200 amp 4 wire 4 pole receptacle wired to circuit breaker
- :: Two (2) 20 amp 120VAC GFCI receptacles wired
- :: Three (3) 50 amp 240 VAC twist lock receptacles wired

Unit mounted digital control panel with the following features:

- :: Automatic starting
- :: Controls generator starting and stopping
- :: Field breaker
- :: High temp shutdown
- :: Low oil pressure
- :: Overcrank shutdown
- :: Overspeed shutdown
- :: Running time meter
- :: AC meter package
- :: Oil pressure gauge
- :: DC Voltage
- :: Emergency stop
- :: Engine run hours
- :: Digital inputs
- :: Fail to start
- :: Fail to stop
- :: Low speed
- :: Metering
- :: Engine Speed (RPM)
- :: Engine oil pressure (PSI)

- :: Water temperature gauge
- :: Run-Off-Auto switch
- :: Crank time
- :: Fault reset button
- :: Under/Overspeed indication
- :: Alternator charger failure
- :: 5 configurable inputs
- :: Engine temperature
- :: Generator AC Volts
- :: Line and Neutral
- :: Custom graphical icon display.
- :: Generator Amps:
- :: L1, L2, L3
- :: Frequency (Hz)

Trailer Features

One (1) New heavy duty custom trailer package, including the following options:

- :: 10000# Double axle trailer
- :: Integral 235 gallon fuel tank
- :: Tandem dexter type axle rated 10,000lbs
- :: Your choice ball or pintle hook
- :: Electric brakes (Hydraulic surge optional)
- :: Front and rear stabilizers

Net package price FOB jobsite, freight allowed continental USA

\$49,888.00

Options:

Notes:

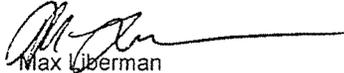
Approximate lead-time 60 days.

TERMS

- :: The quoted price is FOB jobsite. Freight allowed to first destination within continental USA, delivered on a box truck, unloading and rigging by others.
- :: The above price does not include any federal, state or local taxes.
- :: The above price will be held firm for 30 days from date of our quotation.
- :: Standard factory lead-times will apply after receipt of approval to proceed with fabrication.
- :: All materials listed in this quotation are covered by the published manufacturer's limited warranty unless specifically stated otherwise.
- :: All of the required loadbanks for site testing shall be furnished with 50 feet of cable. Additional cable will be available for an additional fee. Any special rigging required for the temporary loadbanks shall be by others. Fuel oil for site testing and wiring of the temporary loadbank is not included in this proposal.
- :: COBRA Power Systems, is not responsible for serving and paying fees for permits, licenses, certificates, inspections, registration, and the like required by the state, city, town government, or regulatory agency that may be required in any way for the installation and operation of the above quoted equipment.
- :: Any order canceled after it has been released for production will be subject to a cancellation charge. Depending on the time frame when the equipment is cancelled, could result in a cancellation fee of up to 95% of the equipment cost.
- :: Due to the increase in steel pricing, CPS can not hold guaranteed pricing unless a purchase order is obtained within 30 days of this proposal date.

If you need any further assistance or clarification, please do not hesitate to contact us. Thank You!

Sincerely,



Max Liberman

COBRA Power Systems, Inc.

email: Max@cobra-power.com