

COBRA
Power Systems



COBRA Power Systems, Inc.

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

Proposal For:

**City of Tempe
Gator DGY45 45kW & DG150 150kW Portable Generators**

Proposal Prepared For:

**City of Tempe
Attn: Tony Allen
Financial Services / Procurement Office
20 E Sixth St. 2nd Floor
Tempe, AZ 85281
Tel: 480-350-8548**

Prepared By:

**COBRA Power Systems, Inc.
8 American Way
Spotswood, NJ 08884**



Vendor's Offer
Form 201-B (RFP)
"Return this Section with your Response"

It is required that Offeror complete, sign and submit the original of this form to the City Procurement Office with the proposal response. An unsigned "Vendor's Offer", late proposal response and/or a materially incomplete response will be considered nonresponsive and rejected.

Offeror is to type or legibly write in ink all information required below.

Company Name: <u>Cobra Power Systems Inc.</u>	
Company Mailing Address: <u>8 American Way</u>	
City: <u>Spotswood</u>	State: <u>NJ</u> Zip: <u>08884</u>
Contact Person: <u>Adam Lowe</u>	Title: <u>Research Analyst</u>
Phone No.: <u>908-486-1800</u> FAX: <u>908-486-1826</u> E-mail: <u>adam@cobra-power.com</u>	
Company Tax Information:	
Arizona Transaction Privilege (Sales) Tax No.: <u>NA</u> or	
Arizona Use Tax No.: <u>NA</u>	
Federal I.D. No.: <u>20-0308422</u>	
City & State Where Sales Tax is Paid: <u>Spotswood</u> , <u>NJ</u>	
If a Tempe based firm, provide Tempe Transaction Privilege (Sales) Tax No.: <u>NA</u>	

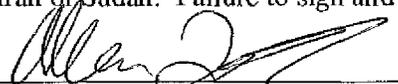
THIS PROPOSAL IS OFFERED BY

Name of Authorized Individual (TYPE OR PRINT IN INK) ADAM LOWE

Title of Authorized Individual (TYPE OR PRINT IN INK) RESEARCH ANALYST

REQUIRED SIGNATURE OF AUTHORIZED OFFEROR (MUST SIGN IN INK)

By signing this Vendor's Offer, Offeror acknowledges acceptance of all terms and conditions contained herein and that prices offered were independently developed without consultation with any other Offeror or potential Offeror. In accordance with A.R.S. 35-393, et seq., the Offeror hereby certifies that it does not have scrutinized business operations in Iran or Sudan. Failure to sign and return this form with proposal response will be considered nonresponsive and rejected.



Signature of Authorized Offeror

10/05/12

Date

Specifications

Return this Section with your Response

Towable Generator Set

Desired minimum specifications for **Towable Generator Sets** are shown below. Any exceptions to the desired specifications must be explained. Any omissions from these specifications shall not relieve the contracted vendor from the responsibility of furnishing an operations system complete with all necessary components, accessories, controls, technical advice and supervision for efficient operations.

All specifications are preferred unless noted otherwise. If your product does not at least meet the indicated minimum specifications, you must indicate "No" and provide details about your offering in the exception column. The decision to accept or reject the vendor offered substitution is at the sole discretion of the City of Tempe.

Towable Generator Sets – 45,000 watt		Vendor Response		
Description		Yes	No	Exception
Trailer				
1	Approximate 5,000 lb capacity with brakes – surge or electric	X		
2	Pintle hitch coupler equipped	X		
3	Safety chains with spring loaded safety hooks	X		
4	Approximate 3,000 lb tongue jack with footplate	X		
5	Rear stabilizer jacks	X		
6	Spare tire and wheel to be mounted on tongue	X		
7	DOT approved LED tail, side, brake and directional lights	X		
Engine				
8	4 cycle diesel	X		
	a State manufacturer of engine: YANMAR			
	b State Horsepower 68.4			
9	Engine certified by the EPA to conform to tier level in effect at the time of manufacture			
	a State tier level of your engine: Tier 3/4i			
10	High Temperature/Low Oil Pressure/Over speed auto shutdown	X		
11	12 volt charging system	X		
12	Fuel water separator equipped	X		
13	Heavy duty battery equipped	X		
14	Battery disconnect switch	X		
15	Heavy duty air cleanser with restriction indicator	X		
16	State Fuel Consumption Information per hour at specified loads below			
	a 100% load-3.79			
	b 75% load-3.03			
	c 50% load-1.33			
17	Fuel tank to be sized to provide a minimum of 24 hours of service at 100% load	X		
	a Size of fuel tank-90GAL			
	b Run time at 100% load-24HRS			
	c What is fuel containment capacity for tank-N/A			
Generator				

Towable Generator Sets – 45,000 watt				
Description		Vendor Response		
		Yes	No	Exception
18	120/240 volt, single phase, 60 hz	X		
19	Approximately 45 kilowatt or higher	X		
	a State size offered: 45kW			
20	Main Circuit breaker equipped	X		
21	Circuit breaker for receptacles	X		
22	Indicate plug circuits available on your unit below			
	2-50AMP			
Miscellaneous				
23	Fully contained engine and generator	X		
24	Enclosure to provide quiet operation 65db or lower	X		
	a What is your db rating at 20 feet – 65DB(a)			
25	Lifting eye equipped	X		
26	Easy access for maintenance must be provided	X		

Towable Generator Sets – 145,000 watt				
Description		Vendor Response		
		Yes	No	Exception
Trailer				
1	Approximate 12,000 lb capacity dual axle with brakes – surge or electric	X		
2	Pintle hitch coupler equipped	X		
3	Safety chains with spring loaded safety hooks	X		
4	Approximate 5,000 lb tongue jack with footplate	X		
5	Rear stabilizer jacks	X		
6	Spare tire and wheel to be mounted on tongue	X		
7	DOT approved LED tail, side, brake and directional lights	X		
Engine				
8	4 cycle diesel	X		
	a State manufacturer of engine: JOHN DEERE			
	b State Horsepower: 175			
9	Engine certified by the EPA to conform to tier level in effect at the time of manufacture	X		
	a State tier level of your engine: TIER 3/4i			
10	High Temperature/Low Oil Pressure/Over speed auto shutdown	X		
11	12 volt charging system	X		
12	Fuel water separator equipped	X		
13	Heavy duty battery equipped	X		
14	Battery disconnect switch	X		
15	Heavy duty air cleanser with restriction indicator	X		
16	State Fuel Consumption Information per hour at specified loads below			
	a 100% load-10.5			

Towable Generator Sets – 145,000 watt				
Description		Vendor Response		
		Yes	No	Exception
	b	75% load-10.1		
	c	50% load-9.8		
17	Fuel tank to be sized to provide a minimum of 24 hours of service at 100% load		X	
	a	Size of fuel tank: 255 GALLON		
	b	Run time at 100% load: 24HRS		
	c	What is fuel containment capacity for tank: N/A		
Generator				
18	120/240 volt, single phase, 60 hz		X	
19	120/208/277/480 volt, three phase, 60 hz		X	
20	Approximately 145 kilowatt or higher		X	
	a	State size offered: 150kW		
21	Main Circuit breaker equipped		X	
22	Circuit breaker for receptacles		X	
23	Indicate plug circuits available on your unit below			
	2-50AMP			
	4- SINGLE POLE CAMLOCKS			
	2-20AMP			
Miscellaneous				
24	Fully contained engine and generator		X	
25	Enclosure to provide quiet operation 70db or lower		X	
	a	What is your db rating at 20 feet: 69 Db(a)		
26	Lifting eye equipped		X	
27	Easy access for maintenance must be provided		X	

Questionnaire

Return this Section with your Response

Bidder shall submit answers to the following questions. Responses will be utilized in determination of contract award. The City of Tempe may consider other information, whether or not specifically provided by the bidder, in response to this RFP.

1. Provide the address of the facility that will supply items to the City of Tempe.

COBRA POWER SYSTEMS INC.
8 AMERICAN WAY
SPOTSWOOD, NJ 08884

2. If you do not have a local facility, indicate how you intend to service the City of Tempe – warranty issues, etc.

LOCAL AFFILIATES – NAMES AND ADDRESSES GIVEN UPON REQUEST

3. Describe your company and its history

GENERATOR DEALERSHIP, AND CUSTOM GENERATOR COMPONENTS MANUFACTURER. ESTABLISHED IN 2003. 95% OF OUR BUSINESS IS WITH STATE, FEDERAL AND LOCAL GOVERNMENTAL AGENCIES.

4. Please provide contact information for the primary account representative and a backup contact for the City of Tempe.

Name	Phone	Cell Phone	E-Mail
ADAM LOWE	908-486-1800	732-485-2556	adam@cobra-power.com

5. What is the delivery time ARO – the City must have delivery and payment made prior to December 31, 2012. It is expected that a request for approval will be forwarded to Council for the November 1, 2012 session. Grant funding may be lost if payment for all items is not made prior to December 31, 2012, therefore, if an awarded vendor does not meet deadlines as stated they may be liable for lost funding up to the total award of the grant.

1 WEEK AFTER NOTICE OF AWARD.

Deliver time and date for units as quoted based on approval of recommendation by City Council on November 1, 2012:

1 WEEK AFTER NOTICE OF AWARD.

Do you agree to the liquidated damages provision of this RFP?

Yes _____ No X

6. What warranty will you offer on your products?

1 YEAR PARTS AND LABOR

7. Will bidder meet or exceed the City of Tempe specifications?

Yes No

If No, explain below

8. Do you agree to the Terms and Conditions of this RFP

Yes No

If No, explain below

9. List three (3) governmental or large corporate references for which you have provided similar equipment and services.

Organization Name	Contact	Number
SEE ATTACHED		

Price Sheet

Return this Section with your Response

Units must be available for pick-up in the Phoenix metro area. Any costs to have them delivered or made available for pick-up locally must be included in your offering.

Quantity is an estimates only. Total purchases cannot exceed available grant funding.

Option 1

	Description	Quantity	Unit	Cost/Unit	Extended Cost
1	Towable Generator – 45,000 watt	3	Ea	\$30,250.00	\$90,750.00
	State Manufacturer				
	State KW of unit offered				
Requested Options					Cost
2	Equipped with electric brakes – for brake controller equipped vehicles				\$0
3	Equipped with surge brakes				\$0
4	Change to 2-5/16" ball coupler				\$0
Options Offered					
	Description				Cost
	600' POWER CABLE WITH PLUG ENDS TO MATCH BUILDING SIDE				\$1500.00
					\$
					\$
					\$
					\$
					\$
					\$
	Total Package Price				\$92,250.00

Option 2

	Description	Quantity	Unit	Cost/Unit	Extended Cost
1	Towable Generator – 45,000 watt	2	Ea	\$30,250.00	\$60,500.00
	State Manufacturer: GATOR DG45				
	State KW of unit offered: 45KW				
	Options – 45,000 watt				
	Equipped with electric brakes – for brake controller equipped vehicles				
	Equipped with surge brakes				
Change to 2-5/16" ball coupler				\$0	
2	Towable Generator – 145,000 watt	1	Ea	\$	\$37,000.00
	State Manufacturer: GATOR GENERATORS				
	State KW of unit offered: 150KW				
	Options – 145,000 watt				

	Equipped with electric brakes – for brake controller equipped vehicles	\$0.00
	Equipped with surge brakes	\$0.00
3	Other Requested Options	Quantity Cost
	100 foot long heavy duty 50 Amp power cables with one end to connect to a Hubbell CS6375 Flanged inlet twist-lock 3 pole 4 wire Grounding Receptacle 50A 125/250 Volt and the other connectors shall connect to a 110 volt outlet on the generator.	6 \$1500.00
4	Other supplier offered options	
	Description	Cost
	Delivery to the jobsite included	\$0
	Cable storage reels on 150kW generator suitable for storing all cables specified	\$0
		\$
	TOTAL PACKAGE PRICE for all 3 generators, cable and options	\$99,000.00

* Applicable Tax NA %

*** State correct jurisdiction to receive sales tax on the Vendor's Offer, Form 201-B (RFP) included in this Request for Proposal.**

Less prompt payments discount terms of 0 % 0 days/ or net thirty (30) days. (To apply after receipt and acceptance of an itemized monthly statement.) For evaluation purposes, the City cannot utilize pricing discounts based upon payments being made in less than thirty (30) days from receipt of statement.

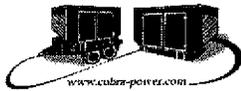
Ordering and Invoice Instructions

In order to facilitate internal control and accounting, each City Department will order and must be invoiced separately. Monthly invoices must be segregated by City Department number and mailed or delivered directly to the City Customer Department. For most materials, there will be between three (3) and six (6) ordering departments. At the time an order is placed, the Contractor must obtain the ordering department's cost center numbers for billing purposes. The use of the department's cost center numbers will be in addition to the purchase order number. Once a month, the Contractor shall submit a consolidated statement which shall itemize the invoice numbers, invoice date, invoice amounts, and the total amount billed to Accounting. Discount offering will be based upon days from receipt of the consolidated monthly statement. Invoice(s) shall not show previous balances.

Invoices shall include:

1. Listing Of All Delivery/Pickup Receipt Numbers Being Invoiced.
2. Total Cost Per Item.
3. Applicable Tax.
4. Payment Terms.
5. Blanket Purchase Order Number.

Invoices that do not follow the above minimum invoicing requirements will not be paid. Payment must be applied to only invoices referenced on check/payment stub. The City reserves the right to bill contracted vendor for researching invoices that have been paid, but not properly applied by vendor account receivables office.



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Quote#: 12-1041

Date: 10/5/12
To: City of Tempe
Attn: Tony Allen

Tel: 480-350-8548
Fax: NA
Email: tony_allen@tempe.gov

RE: 45kW Gator Generator

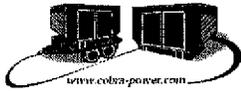
OPTION 1

Three (3) NEW Gator model DGY45 generator set, rated 45kW, single phase, 120/240VAC, 60 hertz, 1800 RPM, for operation on Diesel fuel. Package to include our standard accessories plus the following:

- Sound attenuated weather protective enclosure
- 10amp, 120VAC, 24VDC battery charger
- Battery charging alternator
- One (1) NEW 100 amp molded case breaker
- Cooling system rated 40° Centigrade
- Engine jacket water heater, 120 VAC
- Mounted exhaust silencer
- Stainless steel exhaust flex
- Gator 1 year warranty
- Engine mounted radiator and fan with duct flange
- Structural steel base rails
- Coolant drain
- Remote annunciator
- Factory load bank testing

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
- Water temperature gauge
- Run-Off-Auto switch
- Crank time
- Fault reset button
- Amp Sentry



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- Oil pressure gauge
- Water temperature gauge
- Run-Off-Auto switch
- Crank time
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Cable features

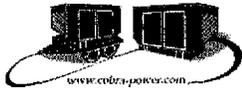
QTY (6) - 100 foot long each - heavy duty 50 Amp power cables with one end to connected to a Hubbell CS6375 Flanged inlet twist-lock 3 pole 4 wire Grounding Receptacle 50A 125/250 Volt and the other connectors shall connect to a 110 volt outlet on the generator.

Trailer features

- 5,000GVWR Tandem Dexter -type 5000 lb. axle
- 100 Gallon integral fuel tank
- 2000 lb. Swivel jack with sand shoe
- Heavy-duty steel plate step fenders
- Two-5/16" x 30" safety chains with 3/8" hooks
- Electric brakes with safety break-away
- Integral fuel tank
- Direct reading manual fuel gauge
- Vented brass fuel cap
- Fuel pick-up and return ports
- Primed with gray primer
- Standard Features:
 - Mounting rails (for your specified genset)
 - 6-way round trailer plug
 - Stainless steel flush-mount tail lights

Trailer features

- 10,000GVWR Tandem Dexter -type 5000 lb. axle
- 250 Gallon integral fuel tank
- 2000 lb. Swivel jack with sand shoe
- D.O.T. wiring package - enclosed 1/2" steel conduit
- Heavy-duty steel plate step fenders
- Two-5/16" x 30" safety chains with 3/8" hooks
- Electric brakes with safety break-away
- Integral fuel tank
- Direct reading manual fuel gauge
- Vented brass fuel cap
- Fuel pick-up and return ports
- Primed with gray primer
- Standard Features:
 - Mounting rails (for your specified genset)



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Cable features

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- Two-5/16" x 30" safety chains with 3/8" hooks
- Electric brakes with safety break-away
- Integral fuel tank
- Direct reading manual fuel gauge
- Vented brass fuel cap
- Fuel pick-up and return ports
- Primed with gray primer
- Standard Features:
 - Mounting rails (for your specified genset)
 - 6-way round trailer plug
 - Stainless steel flush-mount tail lights
 - Rear stabilizer jacks

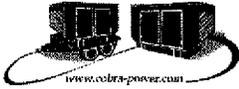
Package price FOB jobsite freight allowed\$92,250.00

OPTION 2

Two (2) NEW Gator model DGY45 generator set, rated 45kW, single phase, 120/240VAC, 60 hertz, 1800 RPM, for operation on Diesel fuel. Package to include our standard accessories plus the following:

- Sound attenuated weather protective enclosure
- 10amp, 120VAC, 24VDC battery charger
- Battery charging alternator
- One (1) NEW 100 amp molded case breaker
- Cooling system rated 40° Centigrade
- Engine jacket water heater, 120 VAC
- Mounted exhaust silencer
- Stainless steel exhaust flex
- Gator 1 year warranty
- Engine mounted radiator and fan with duct flange
- Structural steel base rails

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Coolant drain
Remote annunciator
Factory load bank testing

Unit mounted digital control panel with the following features:

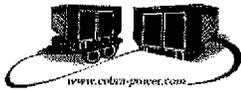
Automatic starting
Controls generator starting and stopping
Field breaker
High temp shutdown
Low oil pressure
Overcrank shutdown
Overspeed shutdown
Running time meter
AC meter package
Oil pressure gauge
Water temperature gauge
Run-Off-Auto switch
Crank time
Fault reset button
Amp Sentry

One (1) NEW Gator model DG150 generator set, rated 150kW, single and three phase, 120/240, 120/208, 277/480 VAC, 60 hertz, 1800 RPM, for operation on Diesel fuel. Package to include our standard accessories plus the following:

Sound attenuated weather protective enclosure
10amp, 120VAC, 24VDC battery charger
Battery charging alternator
One (1) NEW 100 amp molded case breaker
Cooling system rated 40° Centigrade
Engine jacket water heater, 120 VAC
Mounted exhaust silencer
Stainless steel exhaust flex
Gator 1 year warranty
Engine mounted radiator and fan with duct flange
Structural steel base rails
Coolant drain
Remote annunciator
Factory load bank testing

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



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- 6-way round trailer plug
- Stainless steel flush-mount tail lights
- Rear stabilizer jacks

Package price FOB jobsite freight allowed\$99,000.00

Terms of Sale:

1. The above price does not include any federal, state or local taxes or customs fees/duties.
2. Offloading "by others"
3. We are bidding only the equipment listed above. All spec compliance should be determined prior to receipt of order.
4. The above price will be held firm for 30 days from date of our quotation.
5. Standard factory lead-times will apply after receipt of approval to proceed with fabrication.
6. All materials listed in this quotation are covered by the published manufacturer's limited warranty unless specifically stated otherwise.
7. All of the required loadbanks for site testing shall be furnished with 50 feet of cable. Additional cable will be available at \$1.50 per foot per week. 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.
8. 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.
9. 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.

We thank you for giving us the opportunity to quote this equipment. If you need any further assistance or clarification, please do not hesitate to contact us.

Sincerely,

Adam Lowe

Adam Lowe
Research Analyst
COBRA Power Systems, Inc.
Tel: 908-486-1800
Fax: 908-486-1826
Email: adam@cobra-power.com