

RESOLUTION NO. 2023 - 277

A RESOLUTION AUTHORIZING AWARD OF A CONTRACT TO KOBELCO COMPRESSORS AMERICA, INC., HOUSTON, TX, FOR DISC PACKS, HMI/PLC UPGRADES FOR THE COMPRESSOR UNITS AT CLAYVILLE UNIT #1 AND UNIT #11.

WHEREAS, the Municipal Electric Utility is in need of Disc Packs, HMI/PLC Upgrades for the Compressor Units at Clayville Unit #1 and Unit #11, including spare parts and an additional field visit (one day); and

WHEREAS, the City of Vineland has a need to acquire such service as a Non-Fair and Open Contract pursuant to N.J.S.A. 19:44A-20.5; and

WHEREAS, the purchasing agent has determined and certified in writing that the value of said services will exceed \$17,500.00; and

WHEREAS, the Director of Municipal Utilities has recommended that a contract be awarded to Kobelco Compressors America, Inc., Houston, TX, in an amount not to exceed \$178,575.20; and

WHEREAS, Kobelco Compressors America has completed and submitted a Business Entity Disclosure Certification for Non-Fair and Open Contract which certifies that Kobelco Compressors America has not made any reportable contributions to a political or candidate committee in the City of Vineland in the previous one year and that the contract will prohibit Kobelco Compressors America from making any reportable contributions through the term of the contract to a political or candidate committee in the City of Vineland; and

WHEREAS, the availability of funds for said contract to be awarded herein have been certified by the Chief Financial Officer; and

WHEREAS, the City of Vineland has certified that this meets the statute and regulations governing the award of said contracts.

NOW THEREFORE BE IT RESOLVED, by the Council of the City of Vineland that:

1. The Purchasing Agent be and the same is hereby authorized to issue contract to Kobelco Compressors America, Inc., Houston, TX, for Disc Packs, HMI/PLC Upgrades for the Compressor Units at Clayville Unit #1 and Unit #11, including spare parts and an additional field visit (one day), in an amount not to exceed \$178,575.20.
2. That the Business Disclosure Entity Certification, the Political Contribution Disclosure Form and the Determination of Value be placed on file with the Resolution.
3. Notice of this action shall be printed once in the Daily Journal.

Adopted:

\_\_\_\_\_  
President of Council

ATTEST:

\_\_\_\_\_  
City Clerk



**REQUEST FOR RESOLUTION FOR CONTRACT AWARDS  
UNDER 40A:11-5 EXCEPTIONS  
(PROFESSIONAL SERVICES, EUS, SOFTWARE MAINTENANCE, ETC)**

09 May 2023  
(DATE)

1. Service (detailed description): Disc Packs, HMI/PLC upgrade (both sites), spare parts, and an additional field visit (one day)

2. Amount to be Awarded: \$ (see account breakdown below) 178,575.20

- Encumber Total Award
- Encumber by Supplemental Release

3. Amount Budgeted: \$ 178,575.20

4. Budgeted: By Ordinance No. \_\_\_\_\_  
Or Grant: Title & Year \_\_\_\_\_

5. \*\*Account Number to be Charged: 3-05-55-502-9001-53353 E553C/E553X

6. Contract Period: \_\_\_\_\_

7. Date To Be Awarded: 13 June 2023

8. Recommended Vendor and Address: Kobelco Compressors America, Inc.  
1415 Louisiana St., Suite 4111, Houston, TX 77002

9. Justification for Vendor Recommendation:(attach additional information for Council review)  
Kobelco Compressors America is the only provider for technical and mechanical services on their proprietary machines.

- Non-Fair & Open (Pay-to-Play documents required)
- Fair & Open: How was RFP advertised? \_\_\_\_\_

10. Evaluation Performed by: Ayanna Gardner (-4290)

11. Approved by: Steve August x4241  
John Lillie

12. Attachments:

- Awarding Proposal
- Other: Quotes/Invoices

E553C - \$90,476.70  
E553X - \$88,098.50

- Send copies to:  
Purchasing Division  
Business Administration

\*\* If more than one account #, provide break down

# KOBELCO

CUSTOMER: Vineland Municipal Electric Utility  
 PO NO: TBD  
 Supervisor: Daniel Palomino  
 Description: Start up  
 KOBELCO Ref. ES-469 SVC NO 223-147

Onshore (Domestic)		Rates
Monday-Friday (8 hours)	(a)	2,286.00 /DAY
Saturday (up to 8 hours)	(b)	3,440.00 /DAY
Sundays and Holidays (up to 8 hours)	(c)	4,584.00 /DAY
Monday-Friday (8-12 hours)	(d-1)	430.00 /HRS
Saturday (8-12 hours)		573.00 /HRS
Sundays and Holidays (8-12 hours)	(d-2)	
Sundays and Holidays (more than 12 hours)	(d-3)	573.00 /HRS
Travel Fee	(e)	287.00 /HRS
Holiday and Compensatory Day	(f)	2,286.00 /DAY
Per Diem	(g)	82.00 /DAY

CURRENCY	RATE

## CALCULATION SHEET

TIME	(hh:mm)		CHARGE					EXTRA HOUR FEE			USD									
			START TIME	END TIME	WORKING HOUR	EXTRA HOUR (d-1)	EXTRA HOUR (d-2)	EXTRA HOUR (d-3)	Mon-Fri (-8H) (a)	Sat (-8H) (b)	Sun&Holiday (-8H) (c)	Mon-Sat (8-12H) (d-1)	Mon-Sat (over 12H) Sun&Holiday (8-12 H) (d-2)	Sun&Holiday (over 12H) (d-3)	Travel Fee (e)	Holiday and Comp (f)	Per Diem (g)	TOTAL		
1	3/30/2023	Tue	7:30	15:30	8.0				2,286.00								82.00	2,378.00		
(A) SUB-TOTAL					8.00				2,286.00								82.00	2,378.00		
OTHER CHARGES (See attached receipt of payment)																				
1 Transportation																		0.00		0.00
2 Hotel Accommodations																		0.00		0.00
3 Miscellaneous																		0.00		0.00
4 Administrative Fee (10%)																				0.00
(B) SUB-TOTAL																				0.00
(II) TOTAL (A) + (B)																			USD	2,378.00

For Clayville (E553C)

**KOBELCO COMPRESSORS AMERICA, INC.**

1450 W. Rincon St., Corona, CA 92880-9205  
 Phone: (951) 739-3030 Fax: (951) 739-3029  
 www.kobelcocompressors.com

AMSE-X-XXX		
Date	10.31.2019	REV. 0

To: <u>City of Vineland</u>	Reference: <u>QF-19120</u>
Attention: _____	Date: <u>04/28/2023</u>
Email: _____	From: <u>David Washington</u>
Tel: _____	<u>Denise Tornero</u>
Subject: <u>PLC and HMI Hardware Upgrade</u>	CC: <u>AMS Technical Support</u>
Project: <u>ES-414</u>	Pages: <u>10</u>

Below is our quotation to upgrade your PLC and HMI hardware for your KS31SEH compressor.

**Summary of Supply (Detailed on attached ASE-F-020):**

1. KCA will provide hardware for PLC & HMI upgrade.
2. KCA will transfer existing programs to new hardware.

**Proposal Clarifications:**

- Existing HMI Series is obsolete and must be replaced. Adapter will be provided to mount new HMI
- Controls Field Service Representative on site support service rates are provided separately.

**Commercial:**

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE (USD)	EXTENDED PRICE (USD)
1	Programming	1	\$422.00	\$422.00
2	ControlLogix PLC CPU	1	\$22,200.00	\$22,200.00
3	12" PanelView Plus 7 HMI	1	\$15,540.00	\$15,540.00
4	HMI Mounting Adapter Plate	1	\$1,100.00	\$1,100.00
5	3 Days Field Service Support	1	\$14,944.50	\$14,944.50
<b>TOTAL</b>				<b>\$54,206.50</b>

*For Unit 11 (E553X)*

VALIDITY: Until May 31, 2023  
 PAYMENT TERMS: Net 30  
 DELIVERY TERMS: FCA Homebase, CA  
 WARRANTY: N/A  
 SCHEDULE: 5 weeks – programming / 4 weeks hardware

*Best regards,*

David Washington– Kobelco Compressors America, Inc.  
[David.washington@kobelco-kca.com](mailto:David.washington@kobelco-kca.com)

**Attachments:**

1. After Market Technical Proposal ASE-F-020
2. Terms and Conditions

**KOBELCO COMPRESSORS AMERICA, INC.**

1450 W. Rincon St., Corona, CA 92880-9205  
 Phone. (951) 739-3030 Fax. (951) 739-3029  
 www.kobelcocompressors.com

AMSE-X-XXX		
Date	10.31.2019	REV. 0

To: <u>City of Vineland</u>	Reference: <u>QF- 19121</u>
Attention: _____	Date: <u>04/24/2023</u>
Email: _____	From: <u>David Washington</u>
Tel: _____	<u>Denise Tornero</u>
Subject: <u>PLC and HMI Hardware Upgrade</u>	CC: <u>AMS Technical Support</u>
Project: <u>ES-469</u>	Pages: <u>10</u>

Below is our quotation to upgrade your PLC and HMI hardware for your KS31SEH compressor.

**Summary of Supply (Detailed on attached ASE-F-020):**

1. KCA will provide hardware for PLC & HMI upgrade.
2. KCA will transfer existing programs to new hardware.

**Proposal Clarifications:**

Existing HMI Series is obsolete and must be replaced. Adapter will be provided to mount new HMI Controls Field Service Representative on site support service rates are provided separately.

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<b>TOTAL</b>				<b>\$54,206.70</b>

*For Clayville (E553C)*

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 PAYMENT TERMS: Net 30  
 DELIVERY TERMS: FCA Homebase, CA  
 WARRANTY: N/A  
 SCHEDULE: 5 weeks – programming / 4 weeks hardware

Best regards,

David Washington– Kobelco Compressors America, Inc.  
[David.washington@kobelco-kca.com](mailto:David.washington@kobelco-kca.com)

**Attachments:**

1. After Market Technical Proposal ASE-F-020
2. Terms and Conditions
3. Service Estimate



**Kobelco Compressors America, Inc.**

(Formerly KEC)  
1450 W. Rincon Street  
Corona, Ca 92878  
Phone: (951) 739-3030 Fax: (951) 739-3122  
[www.kobelcocompressors.com](http://www.kobelcocompressors.com)

**Quotation**

Company: <u>CITY OF VINELAND</u>	KCA Quote Number: <u>18641R1</u>
Attention: _____	Date: <u>Tuesday, May 9, 2023</u>
Phone: _____	From: <u>Denise Tornero</u> <a href="mailto:Denise.Tornero@Kobelco-KCA.com">Denise.Tornero@Kobelco-KCA.com</a>
Email: _____	Sales: <u>David Washington</u> <a href="mailto:David.Washington@Kobelco-KCA.com">David.Washington@Kobelco-KCA.com</a>
Ref. No.: <u>ES-414/489</u>	

Line	Part Number	Description	Qty	UOM	Unit Price	Ext. Price	Lead Time (Weeks)
1	10136289	Repair Kit (Bolts, Locknuts, Washers, Cap Screws)	2	Ea	\$1,900.00	\$3,800.00	2
2	10099370	Disk Pack	2	Ea	\$789.00	\$1,578.00	2
		<i>Shipping</i>				<del>\$200.00</del>	
Comments:							
						Extended Total	\$ 5,378.00

Payment Terms: Net 30  
Validity of Quotation: 60 Days  
Delivery (Subject to prior sale): 2 Weeks A.R.O.  
Terms of Delivery: EXW, Corona, CA  
Items Not Included: Duties, Freight, Taxes, etc.

*Split evenly between accounts  
(E553C/E553X) \$5,578.00*

Please note if you have a Tax-exempt form or Resale Certificate please provide it when you place your order.

Thank you in advance for your consideration.

Sincerely,

Aftermarket Sales Department

Note: Our quotation is conditioned on the attached KOBELCO'S Commercial Terms and Conditions - September 9, 2011



Kobelco Compressors America, Inc.

(Formerly KEC)
1450 W. Rincon Street
Corona, Ca 92878
Phone: (951) 739-3030 Fax (951) 739-3122
www.kobelcocompressors.com

Quotation

Company: City of Vineland KCA Quote Number 18393R1
Attention: Date: Tuesday, May 9, 2023
Phone: From: Denise Tomero Denise.Tomero@Kobelco-KCA.com
Email: Sales: David Washington David.Washington@Kobelco-KCA.com
Ref. No.: ES-414

Table with 8 columns: Line, Part Number, Description, Qty, UOM, Unit Price, Ext. Price, Lead Time (Weeks). Rows include items like E3LBK-250 IMO Oil Pump, E3LBK-250 Minor Kit, Directional Control Valve, and Solenoid Valve. Includes a Shipping row and an Extended Total row.

Payment Terms Net 30
Validity of Quotation 60 Days
Delivery (Subject to prior sale) 21 Weeks A.R.O.
Terms of Delivery EXW, Corona, CA
Items Not Included Duties, Freight, Taxes, etc.

Split evenly between accounts (E553C/E553X) \$62,206.00

Please note if you have a Tax-exempt form or Resale Certificate please provide it when you place your order.

Thank you in advance for your consideration.

Sincerely,

Aftermarket Sales Department

Note: Our quotation is conditioned on the attached KOBELCO'S Commercial Terms and Conditions - September 9, 2011