

RESOLUTION NO. 2024 - 400

A RESOLUTION AUTHORIZING AWARD OF A CONTRACT TO KOBELCO COMPRESSORS AMERICA, INC., CORONA, CA, FOR THE PURCHASE OF SERVICES AND MATERIALS FOR THE FUEL GAS COMPRESSOR OVERHAUL FOR ES-414 (UNIT 11), IN AN AMOUNT NOT TO EXCEED \$268,180.80.

WHEREAS, there exists a need for the purchase of services and materials for the Fuel Gas Compressor Overhaul for ES-414 (Unit 11); 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, Corona, CA, in an amount not to exceed \$268,180.80; 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, Corona, CA for the purchase of services and materials for the Fuel Gas Compressor Overhaul for ES-414 (Unit 11), in an amount not to exceed \$268,180.80.
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: August 27, 2024

President of Council

eea

ATTEST:

Deputy City Clerk

rgf



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

1. GOODS OR SERVICES (DETAILED DESCRIPTION): Fuel Gas Compressor Overhaul for ES-414 (Unit 11)
per Long-term Service Agreement (LTSA) from Kobelco Compressors America

2. TYPE: RFP RFQ NUMBER: _____

 NON-FAIR & OPEN (PAY TO PLAY DOUCMENTS REQUIRED)
 FAIR & OPEN: HOW WAS RFP ADVERTISED? _____

3. AMOUNT TO BE AWARDED: \$268,180.00
 ENCUMBER TOTAL AWARD ENCUMBER BY SUPPLEMENTAL RELEASE

4. BUDGETED ITEM: YES NO ACCOUNT NUMBER: 4-05-55-512-9001-52000 E548X

5. CAPITAL ORDINANCE: YES NO ORDINANCE NUMBER: _____

6. TRACKING ID(S): E548X COMMODITY CODE(S): 941

7. CONTRACT PERIOD (IF APPLICABLE): Five (5) year LTSA *expire 12-31-2026*

8. DATE TO BE AWARDED: 8/27/2024

9. RECOMMENDED VENDOR NAME AND ADDRESS: Kobelco Compressors America, Inc.
1415 Louisiana St., Suite 4111, Houston, TX 77002

10. JUSTIFICATION FOR VENDOR RECOMMENDATION (INCLUDE ADDITIONAL INFORMATION FOR COUNCIL):
Kobelco Compressors America is the only provider for technical and mechanic services on their proprietary machines.
The Kobelco Fuel Gas Compressor at Unit 11 is due for an overhaul - where the attached quotes are services
and materials required to perform the overhaul.

11. EVALUATION PERFORMED BY: William Burns, Asst. Engineer x4977 / Steve August, Asst. Supt. Generation x4241
(NAME, TITLE AND EXTENSION NUMBER)

12. APPROVED BY: *John Lulle*
SIGNATURE (DIRECTOR, DEPARTMENT HEAD, SUPERVISOR)

13. ATTACHMENTS: AWARDDING PROPOSAL OTHER: _____
[Six (6) Attached Quotations]

COPY TO:
PurchasingOffice@vinelandcity.org



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 20291
 Attention: _____ Date: Wednesday, July 31, 2024
 Phone: _____ From: Denise Tornero Denise.Tornero@Kobelco-KCA.com
 Email: _____ Sales: David Washington David.Washington@Kobelco-KCA.com
 Ref. No.: ES-414

Line	Part Number	Description	Qty	UOM	Unit Price	Ext. Price	Lead Time (Weeks)
1	246978.999.000	Regulator Gauge	1	Ea	\$427.00	\$427.00	8
2	EF8320G174	Solenoid Valve	6	Ea	\$412.00	\$2,472.00	4
3	3076/207RA	LUBE OIL PUMP MINOR KIT	1	Ea	\$27,174.00	\$27,174.00	14
						Extended Total	\$ 30,073.00

Payment Terms Net 30
 Validity of Quotation 30 Days
 Delivery (Subject to prior sale) 14 Weeks A.R.O.
 Terms of Delivery EXW, Corona, CA
 Items Not Included Duties, Freight, Taxes, etc.

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 20379
 Attention: _____ Date: Friday, July 12, 2024
 Phone: _____ From: Jeremy Gibson jeremy.gibson@kobelco-kca.com
 Email: _____ Sales: David Washington David.Washington@Kobelco-KCA.com
 Ref. No.: ES-414

Line	Part Number	Description	Qty	UOM	Unit Price	Ext. Price	Lead Time (Weeks)
1	FREIGHT- ONE WAY	SHIPPING (1) COMPRESSOR FROM NJ TO TX 5 BUSINESS DAYS	2	Ea	\$8,900.00	\$17,800.00	1
Comments:		Note: Overhaul Spare Parts shipping costs not included in this quote.			Extended Total	\$ 17,800.00	

Payment Terms Net 30
Validity of Quotation 30 Days
Delivery (Subject to prior sale) 1 Week A.R.O.
Shipping Terms: Prepay and Add
Items Not Included Duties, Freight, Taxes, etc.

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

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Quotation

Company: CITY OF VINELAND KCA Quote Number 20292
 Attention: _____ Date: Tuesday, July 16, 2024
 Phone: _____ From: Denise Tornero Denise.Tornero@Kobelco-KCA.com
 Email: _____ Sales: David Washington David.Washington@Kobelco-KCA.com
 Ref. No.: ES-469

Line	Part Number	Description	Qty	UOM	Unit Price	Ext. Price	Lead Time (Weeks)
1	VS2EX	Explosion-Proof Shock & Vibration Switch	1	Ea	\$702.00	\$702.00	8
						Extended Total	\$ 702.00

Payment Terms Net 30
 Validity of Quotation 30 Days
 Delivery (Subject to prior sale) 8 Weeks A.R.O.
 Terms of Delivery EXW, Corona, CA
 Items Not Included Duties, Freight, Taxes, etc.

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Quotation

Company: CITY OF VINELAND KCA Quote Number 20317
 Attention: _____ Date: Monday, July 1, 2024
 Phone: _____ From: Denise Tornero Denise.Tornero@Kobelco-KCA.com
 Email: _____ Sales: David Washington David.Washington@Kobelco-KCA.com
 Ref. No.: ES-414

Line	Part Number	Description	Qty	UOM	Unit Price	Ext. Price	Lead Time (Weeks)
1	GSK-316-1"-600-CSOR-CSIR	GASKET	2	Ea	\$11.00	\$22.00	4
2	GSK-316-1"-600-SSOR-CSIR	GASKET	12	Ea	\$7.00	\$84.00	4
3	GSK-316-12"-600-CSOR-CSIR	GASKET	2	Ea	\$114.00	\$228.00	4
4	GSK-316-3/4"-600-SSOR-SSIR	GASKET	2	Ea	\$11.00	\$22.00	4
5	GSK-316-6"-600-CSOR-CSIR	GASKET	6	Ea	\$41.00	\$246.00	4
6	GSK-316-18"-600-CSOR-SSIR	GASKET	2	Ea	\$209.00	\$418.00	4
7	GSK-316-20"-600-CSOR-SSIR	GASKET	2	Ea	\$226.00	\$452.00	4
8	GSK-316-24"-600-CSOR-SSIR	GASKET	2	Ea	\$260.00	\$520.00	4
9	GSK-316-12"-600-CSOR-SSIR	GASKET	2	Ea	\$114.00	\$228.00	4
11	FG-0424-10-01-01	Fiberglass Oil Filters (60 GPM Capacity)	6	Ea	\$497.00	\$2,982.00	8
12	GCC-0618-060-P-UF	GCC Gas Compressor Coalescer (Up-Flow/Pleated)	6	Ea	\$1,446.00	\$8,676.00	8
13	V21P0046#01	Coalescer Element	7	Ea	\$1,555.00	\$10,885.00	8
14	STR-0514-060-CS	Oil Pump Strainer Basket (60 Mesh / C.S Material)	1	Ea	\$1,831.00	\$1,831.00	8
15	FLUSH-32	Compressor Oil	825	Ea	\$36.00	\$29,700.00	8
16	EL-4600-68	Compressor Oil	825	Ea	\$59.00	\$48,675.00	8
Extended Total						\$ 104,969.00	
Comments:							

Payment Terms Net 30
Validity of Quotation 30 Days
Delivery (Subject to prior sale) 8 Weeks A.R.O.
Terms of Delivery EXW, Corona, CA
Items Not Included Duties, Freight, Taxes, etc.

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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.**

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: Vineland	Reference: QF- 20355
Attention:	Date: 07/01/24
Email:	From: David Washington
Tel:	Jeremy Gibson
Subject: KS31SEH Maintenance Turnaround	CC: AMS Technical Support
Project: ES-414	Pages: 10

Below is our **Budgetary Quotation** for KCA Field Service Representative and labor team to visit your site during the scheduled outage for Compressor System Maintenance. For ES-414, the compressor, KS31SEH, will be removed, and system flushing will be performed.

Summary of Supply:

1. KCA will provide one Senior FSR to lead the Labor team in the work scope.
2. KCA will provide one Labor team consisting of 3 Mill Wrights.
3. KCA will provide LOTO, pull guards and record as found data.
4. KCA will provide pulling all piping around compressor and FME.
5. KCA will remove compressor.
6. KCA will provide system flushing. (Flushing oil and recharge oil to be purchased through separate contract)

Client Responsibilities

7. Client responsible provide scaffolding for work (if necessary).
8. Client to provide crane/boom operator.
9. Client responsible for all disposal of used material including but not limited to oil, elements and gaskets.

Proposal Clarifications:

- Attached KCA Rates will be applicable for all work proposed above. Also, any additional work or delays that are beyond the above scope of work and supply will be billed at the attached KCA Rates. Travel expenses, per attached KCA Rates will be the responsibility of client.
- Labor hours are based on KCA's Schedule, Monday – Saturday working 10-hour days. Estimated working schedule, 7:00am to 6:00pm with a one (1) hour break for lunch.
- Additional overtime, weekend labor or holiday labor (if requested by the client) to be billed at actual hours.
- Any deviations or additions to attached work scope will result in appropriate cost and/or schedule impact.
- KCA FSR and labor team may need to start a day prior to scheduled work for any site training and coordination.
- KCA FSR cannot enter confined space.
- Any materials installed that are purchased and not purchased through KCA via separate contract are subject to KCA After Market Engineering (ASE) review and approval. These items include, but are not limited to, filters, coalescers, strainers, gaskets, compressor parts and oil. If materials are not available prior to KCA FSR arrival, delivery will be impacted.
- Transportation costs, taxes and insurance are not included.

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AMSE-X-XXX		
Date	10.31.2019	REV. 0

Commercial:

ITEM NO.	DESCRIPTION	QTY	UNIT PRICE	EXTENDED PRICE
<i>Labor to be billed based on timesheets</i>				
<i>ES-414 estimate</i>				
1	KCA SENIOR FSR - Scope of On-Site Work will be invoiced based on attached KCA Domestic Field Service Rates (Senior FSR). Estimated cost for one (1) FSR is based on attached Service Estimate dated 07/1/24. Estimate is for a 7-day work week (Monday to Sunday), 10-hour days for 7 days.	1	\$35,310.80	\$35,310.80
3	On-Site Labor Team – Scope of on-site work will be invoiced based on attached labor team rates. Estimated cost for one (1) labor team consisting of 3 Millwrights for 7 working days.	1	\$36,825.00	\$36,825.00
<i>Materials, Consumables, and Tools for Labor Team</i>				
4	Mobilization and Demobilization (billed per trip, per person)	3	\$1,817.00	\$5,451.00
6	Mileage (billed per day, per person)	1	\$130.00	\$2,730.00
7	Tooling (Billed per Day)	1	\$4,800.00	\$4,800.00
8	Consumables (billed per trip)	1	TBD	TBD
TOTAL				\$85,116.80

VALIDITY: Until August 31st, 2024
 PAYMENT TERMS: Net 30
 DELIVERY TERMS: FCA Homebase, CA
 WARRANTY: N/A
 SCHEDULE: 7 Working Days – Subject to Spare parts and FSR availability

Best regards,
 David Washington– Kobelco Compressors America, Inc.
David.Washington@Kobelco-KCA.com
 832-517-4806

- Attachments:
1. KCA Mechanical Service Estimate Dated 07/01/24
 2. KCA Domestic Field Service Rates
 3. Labor Team Scope
 4. Labor Team Rates and Estimate
 5. Materials, Consumables, and Tools
 6. Terms and Conditions



Estimated on 7/1/2024

CUSTOMER: Vineland
 REFERENCE No.: ES-414
 JOB SITE LOCATION: Vineland, NJ
 DESCRIPTION: 7 working day for 1 Mechanical FSR at site (M-Sunday 10 hour days)

LABOR	RATE (US\$)	Mechanical FSR	QTY.	SUB-TOTAL
1 TRAVEL TIME	\$ 287.00	1	20	\$ 5,740.00
2 ABSENCE FEE(MON. TO FRI.)	\$ 2,296.00	1	5	\$ 11,480.00
3 ABSENCE FEE(SATURDAY)	\$ 3,440.00	1	1	\$ 3,440.00
4 ABSENCE FEE(SUN. & HOL.)	\$ 4,584.00	1	1	\$ 4,584.00
5 PREMIUM RATE 1: Monday-Friday (8-12 hours)	\$ 430.00	1	12	\$ 5,160.00
6 PREMIUM RATE 2: Monday-Friday (more than 12 hours), Saturday (8-12 hours) Sundays and Holidays (over 8 hours)	\$ 573.00	1	0	\$ -
7 PREMIUM RATE 3: Sundays and Holidays (more than 12 hours)	\$ 573.00	1	2	\$ 1,146.00
8 COMPENSATORY TIME	\$ 2,296.00	1	0	\$ -
TOTAL				\$ 31,550.00

DESCRIPTION	COST	Mechanical FSR	QTY.	SUB-TOTAL
1 PER DIEM	\$ 82.00	1	9	\$ 738.00
2 AIRFARE	\$ 700.00	1	1	\$ 700.00
3 AIRFARE CHANGE FEE	\$ -	1	0	\$ -
4 HOTEL	\$ 160.00	1	8	\$ 1,280.00
5 CAR RENTAL	\$ 55.00	1	8	\$ 440.00
6 FUEL	\$ 55.00	1	2	\$ 110.00
7 TAXI	\$ -	1	0	\$ -
8 AIRPORT TRANSFER	\$ 150.00	1	2	\$ 300.00
9 OTHER	\$ -	1	0	\$ -
10 ADMINISTRATION FEE 10%		1	1	\$ 192.80
TOTAL				\$ 3,760.80

GRAND TOTAL			\$ 35,310.80
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Note: Value indicated are for estimate only. Actual invoice will be billed at KCA Field Service Rate, see attached.



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KCA-TP-001
FEBRUARY 1st, 2024

**USA, CANADA & MEXICO (DOMESTIC RATES)
 FIELD SERVICE TERMS AND CONDITIONS**

EFFECTIVE FEBRUARY 1st, 2024 (SUBJECT TO CHANGE WITHOUT NOTICE) (1 OF 3)

KOBELCO COMPRESSORS AMERICA, INC. (KCA)...maintains a staff of trained and competent Field Supervisors, in the Technicians and Specialist capacity to provide technical supervision for our customers for the start-up, overhaul, repair, and maintenance of KCA built machinery. If more extensive technical expertise is required, KCA has access to many vendor facilities including our main technical office with onsite engineers and programmers.

FIELD SERVICE FUNCTION: The KCA supervisor is a representative of Kobelco Compressors America Inc. and acts on behalf of KCA to support customers to interpret drawings and provide instruction to the plant personnel for operation and maintenance, inspection of machinery, repair, and inspection of spare parts. At all times the KCA field supervisor will be working under the instructions from the supervisor in charge of the job site. The customer shall supply, at his own expense, all labor, material, equipment, replacement parts (other than defective parts still under warranty), tools, cranes, rigging tools, and facilities (including safety equipment and training) required to perform the physical work on the installed equipment. Customer shall also supply accommodations and all transportation related to scope of work during stay at job site.

INDEMNITY/LIABILITY: Purchaser hereby indemnifies Kobelco Compressors America, Inc. against all claims by it, its representatives, agents, and by any other party or parties for any and all damages to property (including all consequential damages) and for any and all injuries (including death) arising from KCA, its agents, and its employees, presence or actions, advice or assistance not attributable to the sole negligence or wrongful act of KCA, its agents and employees: and against any and all claims resulting from the acts or omissions of purchaser, its agents and its employees. In any event, Supplier's total liability shall not exceed the value of the contract on which such liability is based.

RATES DEFINED:

Domestic Field Service Rates						
Representative Type	Onshore <i>(8-hr Daily minimum)</i>			Offshore <i>(12-hr Daily minimum)</i>		Per Diem
	Standard Hourly Rate	Overtime Hourly Rate	Premium Hourly Rate	Offshore Hourly Rate	Premium Offshore Hourly Rate	Per Diem Rate
Description	Billed for: -All travel hours -All hours worked M-F up to 8 hours per day -All standby / compensatory hours	Billed for: -All hours worked over 8 up to 12 hours M-F -All Hours worked on Saturday up to 12 hours	Billed for: -All hours over 12 hours Monday to Saturday -All hours worked Sunday or Holiday	Billed for: -All hours worked Monday to Sunday up to 12 hours per day	Billed for: -All hours over 12 hours Monday to Sunday -All hours worked on Holiday	Billed for: -Each day FSR is away from home base. -For Offshore work, only billed on travel days.
Field Technicians	\$221.00	\$331.00	\$441.00	\$441.00	\$662.00	\$82.00
Senior or Specialist	\$287.00	\$430.00	\$573.00	\$530.00	\$795.00	\$82.00

- Standard working day is 8:00am to 5:00pm with a one (1) hour break for lunch daily, that will not be billed.
- Customer personnel required to sign timesheets daily.
- Field Service Representative type shall be determined by KCA at time scope of work is defined prior to placement of order.

The information contained herein is proprietary. This information shall not be discussed outside your organization nor shall it be duplicated, used or disclosed for any purpose other than as permitted under written agreement with KCA.



USA, CANADA & MEXICO (DOMESTIC RATES)

FIELD SERVICE TERMS AND CONDITIONS

EFFECTIVE FEBRUARY 1st, 2024 (SUBJECT TO CHANGE WITHOUT NOTICE) (2 OF 3)

TRAVEL TIME...All travel time is charged at the standard hourly rate for each hour traveled. Travel time is from the time representative leaves home base until he reaches site or lodging and returning from site or lodging to home base. Holiday travel will be billed at the holiday rate.

EXPENSES...Per Diem allowance covers the cost of meals and incidentals only, no receipts will be submitted. Any other expenses such as visas and related fees and travel, immunizations, airport taxes, phone calls and purchases directly related to these costs shall be charged to the customer with receipts.

EXPENSES INCLUDING...Air, railroad, bus, taxi, lodging and related costs, which may include gas, tolls, or other expense incurred shall be billed at cost plus ten percent (10%). All air travel exceeding eight (8) hours of travel time will be booked at business class rates. Less than eight (8) hours will be at coach class fully refundable fare. Any upgrade service will only be invoiced when no other is available. Any and all expenses incurred as a result of cancellation of services by the customer, contractor, job site conditions, or for any reason other than the decision of KCA will be the full responsibility of the customer plus ten percent (10%).

THE MAXIMUM HOURS PER DAY...Including work, travel, and standby time shall not exceed sixteen (16) hours per day for safety considerations. All time worked over ten (10) hours will have an additional 30-minute billable lunch. Assignments of field personnel will not exceed twenty-one (21) continuous days. Rotation of service personnel will be at customer's expense. Customer personnel required to sign timesheets daily.

Taxes...All taxes, including local taxes, withholding taxes, will be paid by the customer.

Holidays...KCA Recognized Holidays for Field Service

New Year's Day	January 1, 2024	Independence Day	July 4, 2024
Martin Luther King Jr.	January 15, 2024	Labor Day	September 2, 2024
President's Day	February 19, 2024	Veterans Day	November 11, 2024
Good Friday	March 29, 2024	Thanksgiving Day	November 28 - 29, 2024
Memorial Day	May 27, 2024	Christmas Day	December 24 - 25, 2024

These terms and conditions are good for (60) sixty days from the time we receive the purchase order confirmation.

PURCHASING COMPANY:	
AUTHORIZED REPRESENTATIVE. (PRINT):	
SIGNATURE:	
PURCHASE ORDER (PO) NUMBER:	
PROJECT REFERENCE NUMBER:	DATE:

Confirmation of your acceptance of these rates and policies and the issuance of a purchase order number are required in order to release a supervisor or engineer to travel to your site. (KCA requires (2) two weeks prior notice to schedule a Field Service Representative.)

The information contained herein is proprietary. This information shall not be discussed outside your organization nor shall it be duplicated, used or disclosed for any purpose other than as permitted under written agreement with KCA.



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1450 W. Rincon Street, Corona, CA 92880-9205

Tel: 951-739-3030 Fax: 951-739-3029

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USA, CANADA & MEXICO (DOMESTIC RATES)

FIELD SERVICE TERMS AND CONDITIONS

EFFECTIVE FEBRUARY 1st, 2024 (SUBJECT TO CHANGE WITHOUT NOTICE) (3 OF 3)

INSURANCE...KOBELCO COMPRESSORS AMERICA, INC. maintains the insurance coverage listed below.

INSURANCE COVERAGE (US\$)		
	Each Occurrence	Aggregate
Commercial General Liability Products & Completed Operations	\$1,000,000.00	\$ 2,000,000.00
Automobile Liability	\$1,000,000 each accident	
Workers Compensation	Statutory Benefits, or if applicable, Outer Continental Shelf Lands Act Coverage.	
Employers Liability	\$1,000,000 each accident, \$1,000,000 disease – each employee, \$1,000,000 disease – policy limit	
Umbrella/Excess Liability	\$4,000,000.00	\$4,000,000.00

Insurance certificate available upon request.

Estimated on 7/1/24

Labor Team Rates & Estimate

Type	Hourly Rate
Millwright	
Straight-time	\$ 124.00
Overtime	\$ 173.00
Double-time	\$ 221.00

- *8 HR minimum per day
- **Stand By Billed at straight rate
- ***Per Diem billed at \$235 per person per day

ES-414 Estimate

	Work Hrs	People	Total HRS	Hourly Rate	TOTAL
Millwright					
REG	40	3	120	\$ 124.00	\$ 14,880.00
OT	20	3	60	\$ 173.00	\$ 10,380.00
DT	10	3	30	\$ 221.00	\$ 6,630.00

	People	Days	Rate	TOTAL
Per Diem	3	7	\$ 235.00	\$ 4,935.00

TOTAL	\$ 36,825.00
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7 Working Days

Materials, Consumables, and Tools

Materials and Tools for ES-414

Item	Description	Rate	People	Days	Total
Mobilization and Demobilization	Billed Per Trip, per person	\$ 1,817.00	3		\$ 5,451.00
Mileage	Billed Per Day, per person	\$ 130.00	3	7	\$ 2,730.00
Tooling and Rigging	Billed Per Trip				\$ 4,800.00
Consumables & Materials**	Billed Per Trip				TBD

**if accesive consumables or mileage required, KCA to propose additional costs

TOTAL \$ 12,981.00

**KOBELCO COMPRESSORS AMERICA, INC.**

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 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- 20316</u>
Attention: _____	Date: <u>06/17/2024</u>
Email: _____	From: <u>David Washington</u>
Tel: _____	<u>Denise Tornero</u>
Subject: <u>Logic and Graphics Upgrade KS31SEH</u>	CC: <u>AMS Technical Support</u>
Project: <u>ES-414</u>	Pages: <u>09</u>

Below is our **Quotation** for the upgrade of your KS31SEH Logic and Graphics.

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

1. KCA will update the Sequence of Controls Document, PLC Logic, and HMI Graphics.

Proposal Clarifications:

Controls Field Service Representative on site support Service Rates are provided separately.

Commercial:


ITEM NO.	DESCRIPTION	QTY	UNIT PRICE (USD)	EXTENDED PRICE (USD)
1	Engineering and Document Revision	1	\$9,840.00	\$9,840.00
2	PLC and HMI Logic Upgrade	1	\$19,680.00	\$19,680.00
TOTAL				\$29,520.00

VALIDITY: Until July 31st, 2022
 PAYMENT TERMS: Net 30
 DELIVERY TERMS: FCA Homebase, CA
 WARRANTY: N/A
 SCHEDULE: 4 weeks ARO

Best regards,
 David Washington – Kobelco Compressors America, Inc.
 david.washington@kobelco-kca.com

Attachments:

1. After Market Technical Proposal ASE-F-020
2. Control Logic & HMI Graphic Upgrade ASE-U-101A
3. Past Capacity Control Logic VS Latest Standard ASE-U-101B
4. Terms and Conditions

 KOBELCO KOBELCO COMPRESSORS AMERICA, INC. 1450 W. Rincon St., Corona, CA 92880-9205 Ph: (951)739-3030 Fax: (951)739-3029	AFTER MARKET TECHNICAL PROPOSAL			ASE-F-020	
			Date:	9/4/2020	Rev.0
Customer:	City of Vineland	Model No:	KS31SEH		
Identify (R#/ES#):	ES-414	Location of Work:	Vineland, NJ		
Type of System:	Gas Turbine Booster Compressor	KCA Technical Contact Name:	Anthony Ridolfi		
Type of Work:	Logic and Graphics Upgrade	KCA Technical Contact Information:	afterservicetech@kobelco-kca.com		
SUMMARY					
<p>Kobelco can provide new PLC and HMI programs to improve the control of the compressor package. This upgrade will include new controls documentation and new PLC and HMI programming, all of which will match with Kobelco's latest standards. Also, please note that the other compressor package ES-469 Clayville already has PLC and HMI programming which closely matches with Kobelco's latest standards. So, this upgrade would result in both compressor packages having the same logic and controllability.</p> <p>Kobelco's latest standard control system logic includes many improvements which will allow for faster and more consistent starts, and result in greater efficiency, improved pressure control, and faster ramp rates. In addition there is potential for implementation of advanced control functions such as automatic low / high select logic for pressure and temperature controllers.</p>					
SCOPE OF SUPPLY					
<ol style="list-style-type: none"> 1. Kobelco will update the Sequence of Controls document to match the latest standards 2. Kobelco will provide PLC logic to match the latest standards for this application 3. Kobelco will provide HMI graphics to match the latest standards for this application 					
TECHNICAL CLARIFICATIONS					
ADDITIONAL INFORMATION					
Controls Field Service Representative on site support Service Rates are provided separately.					
ATTACHMENTS					
<ol style="list-style-type: none"> 1. Control Logic and HMI Graphic Upgrade Technical Detail 2. Past Capacity Control Logic Versus Latest Standard Technical Detail 					
PREPARED & APPROVE BY					
Created By (Print):	Anthony Ridolfi		Approved By (Print):	Ruben Almeida	
Signature:	<i>Anthony Ridolfi</i>	Date:	6/13/2024	Signature:	<i>Ruben Almeida</i>
		Date:	6/14/2024		

1.0 BACKGROUND

Kobelco is constantly working to improve the operation, efficiency, and quality of our products. With this mindset, there have been many improvements made to the control system logic over the years. These improvements allow for more efficient operation, enhanced features, greater controllability, increased reliability, as well as more flexible operational modes.

And now through the aftermarket sales and engineering section, Kobelco can provide completely re-written control system logic for any past wet screw compressor package bringing its functionality and controllability up to today's standards. Most often no hardware changes are needed for this upgrade. All that is required is for the control system logic to be replaced.

2.0 IMPROVEMENTS

Control system logic improvements include but are not limited to the following:

1. Latest pre-start up, start permissive, startup, and shutdown logic which will allow for faster and more consistent starts.
2. Latest capacity control logic which will result in greater efficiency, improved pressure control, and faster ramp rates.
3. Latest programming structure and logic which will allow for fast and productive support from Kobelco in the future.
4. Latest HMI screens and graphics which will allow for more control and more visibility when operating and monitoring the compressor (also includes additional data points and parameters for customer DCS display and control).
5. Potential for implementation of advanced control functions such as automatic low / high select logic for pressure and temperature controllers, load sharing between multiple compressor packages, or feed forward logic for a gas turbine trip case.

3.0 SCOPE OF WORK

Detailed scope of work for this upgrade is as follows:

1. Kobelco will review the existing compressor package in detail including the latest documentation, drawings, and control system logic. In addition, Kobelco will study and consider any controls related issues or special requests that may be provided by the customer.
2. Kobelco will then re-write the Sequence of Controls document per the detailed study described above and according to the latest standards, and then submit the document to the customer for review and approval.

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		ENGINEERING DEPARTMENT					

3. After approval Kobelco will re-write the PLC program per the new Sequence of Controls document and according to the latest standards and control schemes. At the same time Kobelco will re-write the HMI program per the new PLC program and according to the latest standards for better functionality and to display more information.
4. Once the new PLC and HMI programs have been completed then Kobelco will schedule a field service trip to the customer's facility so that the new programs can be downloaded and configured on the compressor package.

At the customer's facility Kobelco will perform logic testing and simulation to verify safe and proper operation of the new programs. Afterwards the compressor package will be put in operation and tuning will be performed to ensure the most reliable and efficient operation possible.

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1.0 BACKGROUND

The core function of a wet screw compressor package is accomplished by the capacity control logic. This logic is how the compressor provides the flow required by the process equipment, while at the same time maintaining system pressure within the acceptable limits. Because of this, development of the capacity control logic is a primary focus for Kobelco. And the goals for this development are to achieve greater efficiency, improve pressure control, increase ramp rates, and allow for even further advancements in the future.

With all of this in mind, the following is a list that provides the details about what was included in the past capacity control logic compared to what is included in the latest standard capacity control logic that is available today from Kobelco.

2.0 PID CONTROLLERS

1. **In the past** the capacity control logic was accomplished using a standard PID instruction that is built into the PLC programming software. This standard PID instruction uses the positional form algorithm of the PID equation which functions based on error. While the positional form algorithm can be used effectively for simple applications, it is very complicated to apply in more advanced control schemes like the capacity control logic that Kobelco uses today.
 - a. **Today's standard logic** includes an improved PID add-on instruction utilizing the velocity form algorithm of the PID equation which functions based on change in error. The velocity form algorithm can be easily used in advanced control schemes like Kobelco's capacity control logic which utilizes functions such as adaptive gains, low / high select logic for multiple PID's, and cascade control loops.

3.0 SPILLBACK VALVE CONTROL

1. **In the past** the trim spillback valve controlled pressure by itself while the main spillback valve would remain closed during compressor operation. This logic limited the overall controllability and flexibility of the compressor package especially when discharge pressure needed to be reduced quickly due to an upset condition in the process.
 - a. **Today's standard logic** includes a split range function for the main and trim spillback valves so that they work together (with the trim valve opening first and then the main valve opening) to always maintain pressure no matter what happens in the process.

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2. **In the past** a linearization function was not included in the logic for the trim spillback valve even though the position of the valve is not linearly related to the amount of flow through the valve. And since the logic did not include a map relating valve position to valve flow this resulted in reduced controllability across the full range of the valve. It also caused the tuning of the valve to be more difficult and most often the final tuning was not optimized for all compressor operating conditions (for example start up, ramp up, part load, full load, ramp down, and stopping).
 - a. **Today's standard logic** includes linearization functions for the main and trim spillback valves which map the flow through each valve to the corresponding valve position. This logic increases the overall control speed and controllability of the valves throughout their full range, and it results in a simpler tuning process that in the end is optimized for all compressor operating conditions.

3. **In the past** during compressor start up the trim spillback valve closed in steps over time so that the discharge pressure could be increased to its design value in a controlled manner while avoiding an over pressure condition. This logic took additional time during start up and reduced the ability of the compressor package to smoothly transition into loaded operation with the process equipment.
 - a. **Today's standard logic** includes full PID pressure control for both the main and trim spillback valves during all of compressor operation including start up. This means that discharge pressure is increased faster which reduces the time needed for the compressor to go into loaded operation with the process equipment. In addition, with the improved PID add-on instruction and the linearization function (which are both mentioned above) the tuning for compressor start up is optimized to limit discharge pressure overshoot and reduce settle out time to the design value.

4.0 COMPRESSOR SLIDE VALVE CONTROL

1. **In the past** compressor slide valve control was accomplished using a time proportionate logic that is based on maintaining pressure within a dead band around the design value. This logic resulted in the trim spillback valve and the compressor slide valve struggling against each other since both were trying to control the same pressure. It also caused the position of the trim spillback valve (which is equal to the amount of gas being recycled) to vary greatly during loaded compressor operation which reduced the efficiency of the compressor package. Finally, because of limitations with the time proportionate logic most often the final tuning and movement speed for the compressor slide valve was not optimized for all compressor operating conditions (for example start up, ramp up, part load, full load, ramp down, and stopping).

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- a. Today's standard logic includes a PID position controller for the compressor slide valve that is part of a cascade control loop along with the PID pressure controller for the main and trim spillback valves. This logic has several major advantages, the first of which is that having a PID controller means the overall controllability, movement speed, and tunability for the compressor slide valve are all greatly improved. Second, using the cascade control loop allows the position of the trim spillback valve (which is equal to the amount of gas being recycled) to be maintained within a fixed range during loaded compressor operation. This greatly improves the efficiency of the compressor package and resolves the issue of the trim spillback valve and the compressor slide valve struggling against each other since they are no longer both controlling the same pressure.

- 2. In the past a linearization function was not included in the logic for the compressor slide valve even though the position of the valve is not linearly related to the amount of flow through the compressor. And since the logic did not include a map relating valve position to compressor flow this resulted in reduced controllability across the full range of the valve. It also caused the tuning of the valve to be more difficult and most often the final tuning was not optimized for all compressor package operating conditions (for example start up, ramp up, part load, full load, ramp down, and stopping).
 - a. Today's standard logic includes a linearization function for the compressor slide valve which maps the flow through the compressor to the corresponding valve position. This logic increases the overall control speed and controllability of the compressor slide valve throughout its full range, and it results in a simpler tuning process that in the end is optimized for all compressor package operating conditions.

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KOBELCO's COMMERCIAL TERMS AND CONDITIONS – September 9, 2011

1. Place of Delivery

As stated in quotation.

2. Terms of Payment

As stated in quotation.

3. Time of Shipment

As stated in quotation.

4. Warranty

Supplier warrants the Equipment quoted herein to be of proper materials and first class design and workmanship. Should any part of the Equipment prove defective in materials, design or workmanship within the warranty period stated below and should it be clearly found that the defects are caused by Supplier, Supplier will furnish inspection service and repair at Supplier's cost or replace the defective part on the basis of the contractual delivery terms, but the labor cost at the site and other indirect cost, including staff or engineering cost by Purchaser/Owner is not borne by Supplier, provided that the machinery or equipment is operated under normal conditions and further that the proper notification of such defects is made to Supplier within the warranty period and reasonable opportunity is given Supplier to make a complete inspection to determine the extent and cause of such defects. The warranty period is 12 (twelve) months from the date of shipment. Corrosion, erosion and normal wear are out of scope of warranty.

THE ABOVE REMEDIES ARE THE EXCLUSIVE REMEDIES OF THE PURCHASER FOR ANY CLAIM THAT THE EQUIPMENT FAILS TO MEET THE WARRANTY SET FORTH ABOVE.

Supplier DOES not make any other warranties, whether express or implied, including but not LIMITED to merchantability and fitness for particular purpose or special circumstance.

5. Force Majeure

Supplier shall not be considered in default in the performance of Supplier's obligation hereunder if such performance is prevented or delayed due to Force Majeure. As used in this quotation, Force Majeure includes, but not limited to, act of God, war (whether declared or not), armed conflict (whether internal or international), insurrection, riot, civil commotion, storm, rebellion, strike, lockout, tidal waves, flood, lightning explosion, fire, earthquake, act of any government and any other happening (whether similar to other foregoing or not) which we could not reasonably prevent or control.

6. Consequential Damage

The Seller shall in no event be liable to Purchaser/Owner or any other clients by way of indemnity or by reason of any breach of Purchaser/Owner in tort or otherwise for loss of use of the Equipment or any part thereof or for loss of production, loss of profit or loss of any contract or for any indirect, special or consequential loss or damage that may be suffered by Purchaser/Owner or any other clients in connection with the Contract.

In any event, Supplier's total liability shall not exceed the price of the Equipment on which such liability is based.

7. Suspension

Suspension of work by Purchaser/Owner shall be limited for 60 days, but, if it exceeds 60 days, it shall be automatically considered as Termination for no default of the Supplier, unless otherwise mutually agreed for the extension. If any additional costs (ex. Storage cost, maintenance cost) shall occur to Supplier during the suspension period, it shall be reimbursed with overhead (20%) by Purchaser/Owner. The additional costs shall be paid by Purchaser/Owner in monthly basis.

8. Cancellation

Purchaser/Owner may cancel its order only upon written notice and the payment to us of reasonable and proper cancellation charges including all incurred <completed works, purchased items and overhead (20%) > cost performed by Supplier. The cancellation fee shall be paid within 30 days after Purchaser/Owner's cancellation notice.

9. Duties and Taxes

The prices quoted herein do not include any import duties, withholding tax, Federal and Provincial sales taxes, other taxes, fees or charges, of whatever nature, now and hereafter imposed in the final destination. Purchaser and/or Owner shall be responsible for any duties and taxes after the delivery point in the Contract.

10. Governing Law and Arbitration

The contract by and between Supplier and Purchaser for the Equipment shall be governed by and construed in accordance with laws of the State of New York, USA.

If any dispute is caused during the contract, Purchaser/Owner and Supplier do their best efforts to solve it by mutual efforts.

However, any dispute, controversy or claim arising out of or relating to the contract or any alleged breach thereof, which cannot be settled by mutual agreement between Purchaser/Owner and Supplier, shall be settled by an arbitration in conformity with the Rules of Conciliation and Arbitration of the International Chamber of Commerce, in accordance with such rules for the time being in force. It will be held in New York, NY, USA.

12. Validity

30 days from the date of commercial quotation.

13. Scope of Supply

In accordance with commercial quotation per Supplier's Technical Specification.

14. Packing and Inspection

Packing shall be as per our standard packing. Inspection shall be executed by Supplier at Supplier's works according to Supplier's standard. If an inspection by Purchaser or third party is required, and acceptable to Supplier, all charges incurred for inspection shall be borne by the Purchaser.

15. Shipping

Shipping contracts made by Supplier shall be to Purchaser's account. All claims for loss or damage after risk of loss has passed to Purchaser shall be filed by Purchaser with the carrier. Purchaser shall be liable to Supplier for the full price of the goods, irrespective of loss or damage in transit. Supplier shall not be required to provide freight cost receipts to Purchaser at the time of invoice. Purchaser shall bear all risk and expense for delivery of goods, including without limitation, shipping, loading, unloading, storage, freight, and insurance. Goods may be shipped to Purchaser in whole or in part. Title to goods shall pass to Purchaser when delivered to the carrier or the Purchaser, whichever occurs first, even if the goods are shipped freight prepaid. Among other things, a signed delivery receipt or bill of lading will constitute proof of delivery. The choice of carrier is made solely at the discretion of Supplier, and Supplier makes no representation as to the acceptability of a particular carrier. Except when Supplier expressly agrees in writing, Supplier does not guarantee shipment or delivery by a certain date or time, although Supplier will strive to deliver goods by the date that it may communicate to Purchaser. Supplier shall not be liable to Purchaser, or any other person, for any loss or damage of any kind which results from delay in shipment, delivery, or failure to give notice of delay, whether or not such delay was caused by Supplier or otherwise. Upon request from Purchaser, Supplier may accept to ship on prepaid-and-add basis, however a handling fee of 15% of prepaid shipping cost may be applied and added to our invoice.

16. Payments

A monthly charge of 1.5% may be charged on amounts owed by Purchaser to Supplier that have not been paid within the due date, subject to the maximum amount permitted by law.

17. Remarks

The other terms and conditions not mentioned herein shall be mutually agreed later.