

RFP-RH-22-013 Generator Preventative Maintenance					
Due: February 28, 2022 @3:00 PM					
		American Generators Sales & Service	Ancona Controls, Inc.	Michigan Caterpillar/ Macallister Machinery	Telocin Group, Inc DBA Total Energy Systems
		Waterford, MI	Wixom, MI	Wixom, MI	Wixom, MI
Location	Qty	Cost/Inspection Annual Cost	Cost/Inspection Annual Cost	Cost/Inspection Annual Cost	Cost/Inspection Annual Cost
Fire Station #1 1111 Horizon Ct	2	\$295.00	\$300.00	\$466.00	\$400.00
Onan-450em-15R/31762R		\$590.00	\$600.00	\$932.00	\$800.00
Fire Station #1 1111 Horizon Ct	2	\$310.00	\$400.00	\$486.50	\$400.00
Cummins Model GGHH-100KW		\$620.00	\$800.00	\$973.00	\$800.00
Fire Station #2 1251 E. Auburn Road	2	\$740.00	\$500.00	\$622.00	\$525.00
Generac GG20129N18HPSYE 200KW		\$1,480.00	\$1,000.00	\$1,244.00	\$1,050.00
Fire Station #3 2137 W. Auburn Road	2	\$740.00	\$500.00	\$622.00	\$525.00
Generac GG20129N18HPSYE 200KW		\$1,480.00	\$1,000.00	\$1,244.00	\$1,050.00
Fire Station #4 2723 Walton Road	2	\$290.00	\$350.00	\$495.50	\$400.00
Cummins Model GGFE-42/47KW		\$580.00	\$700.00	\$991.00	\$800.00
Fire Station #5 251 E. Tienken	2	\$740.00	\$500.00	\$658.00	\$525.00
Generac GG20129N18HPSYE 200KW		\$1,480.00	\$1,000.00	\$1,316.00	\$1,050.00
Michelson Pump Lift Station John R bet S. Blvd & Auburn	2	\$290.00	\$200.00	\$475.50	\$350.00
Cummins Model GGFD-35KW		\$580.00	\$400.00	\$951.00	\$700.00
Grant Pump Station 3494 Grant St	2	\$315.00	\$400.00	\$470.50	\$350.00
Cummins Model ONAN 100.0GGHH-13		\$630.00	\$800.00	\$941.00	\$700.00
Adams Booster Pump 1163 N. Adams	2	\$315.00	\$400.00	\$470.50	\$400.00
Cummins Model GGHI-1852719 125KW		\$630.00	\$800.00	\$941.00	\$800.00
City Hall 1000 Rochester Hills Dr	2	\$555.00	\$600.00	\$690.50	\$600.00
Spectrum Kohler 230 GS		\$1,110.00	\$1,200.00	\$1,381.00	\$1,200.00
Oakland Co Sheriff's Office 750 Barclay Circle	2	\$335.00	\$400.00	\$530.50	\$400.00
Spectrum Kohler 2Mod-125RZG		\$670.00	\$800.00	\$1,061.00	\$800.00
Rochester Hills Dairy Barn 950 Romeo Rd	2	\$375.00	\$400.00	\$523.00	\$700.00
Cummins Model C150N6		\$750.00	\$800.00	\$1,046.00	\$1,400.00

		American Generators Sales & Service	Ancona Controls, Inc.	Michigan Caterpillar/ Macallister Machinery	Telocin Group, Inc DBA Total Energy Systems
		Waterford, MI	Wixom, MI	Wixom, MI	Wixom, MI
Location	Qty	<u>Cost/Inspection</u> Annual Cost	<u>Cost/Inspection</u> Annual Cost	<u>Cost/Inspection</u> Annual Cost	<u>Cost/Inspection</u> Annual Cost
Rochester Hills Calf Barn 950 Romeo Rd	2	\$280.00	\$200.00	\$470.00	\$350.00
Generac OT03624GNAX		\$560.00	\$400.00	\$940.00	\$700.00
DPS Garage 511 East Auburn Rd	2	\$565.00	\$600.00	\$893.00	\$600.00
Generac 8176330100		\$1,130.00	\$1,200.00	\$1,786.00	\$1,200.00
Required Load Bank Test - once a year		\$800.00	\$600.00	\$650.00	\$750.00
Fuel Tested - once a year		\$200.00	\$150.00	\$132.00	\$135.00
Total Annual Inspection Costs: (only DPS Load Bank Test included in total)		\$1,000.00	\$750.00	\$782.00	\$885.00
Service Calls – Other than Routine PM Rate for service during normal working hours of 8:00 a.m. – 4:30 p.m. Monday through Friday.	hourly	\$129	\$129	\$159	\$165
Service Calls – Other than Routine PM Rate for service after normal working hours.	hourly	\$194	\$159	\$199	\$247.50
Service Calls – Other than Routine PM Rate for service on Saturdays .	hourly	\$194	\$159	\$199	\$247.50
Service Calls – Other than Routine PM Rate for service on Sundays .	hourly	\$194	\$159	\$199	\$330
Service Calls – Other than Routine PM Rate for service on Holidays .	hourly	\$194	\$189	\$199	\$330
Service Calls other than Prev. Maint.					
Hours (est. avg 15.25 hours)	15.25	\$1,967.25	\$1,967.25	\$2,424.75	\$2,516.25
Other Charges incld trip charges (est. avg 5 trips)		None Listed	None Listed	None Listed	\$1,296.10
Estimated Annual Cost		\$2,967.25	\$2,717.25	\$3,206.75	\$4,697.35
Maintenance – Can your company provide for the removal of fuel for the generator at the DPS Maintenance Facility if required?		Yes	No	Yes	No
If yes, what is the cost for the removal of the fuel?		\$3.00 per gallon		\$1.00 per gallon	
Maintenance - Can your company treat diesel fuel in order to rebalance the chemicals in the fuel if required? DSP Location - as needed basis.		Yes	Yes	Yes	Yes
If yes, what is the cost?		\$3.00 per gallon	\$850.00	\$1,800.00 estimated	Depends on amt of fuel in system.
Provide costs/rates for any additional services not specified above (truck charges, etc)		None	None	None	Non-PM work orders will include mileage, service support fee & service technology fee. Mileage is port to port billing for consistency reasons & \$3.00/mile. Service support fee is \$11.50/hr. Service Technology- flat \$50.00 per visit.

		American Generators Sales & Service	Ancona Controls, Inc.	Michigan Caterpillar/ Macallister Machinery	Telocin Group, Inc DBA Total Energy Systems
		Waterford, MI	Wixom, MI	Wixom, MI	Wixom, MI
Location	Qty	Cost/Inspection Annual Cost	Cost/Inspection Annual Cost	Cost/Inspection Annual Cost	Cost/Inspection Annual Cost
Discount amount off MSRP price list shall be less what % for replacement parts & materials?		Cost plus 20%	15%	Non CAT parts markup is 33% over their cost.	Cost plus 15%
Other items not addressed. Describe & provide costs		None	Left blank	Left blank	"See provide costs/rates"
Firm Established:		2008	1998	1943	1904
Years in Business:		14	24	79	117
How many years providing generator maintenance services?		14 years	13 years	25 years	In 1958 became a distributor for Onan and in 1994 were awarded distribution for Kohler.
How many employees:		14 Full-time	9 Full-time	1500 Full-time	106 Full-time
Provide information relative to experience and financial capability.		Their expertise is in generator sales and service. Technicians are certified an trained-led by Master Electrician. Financially stable with a record for servicing several thousand customers.	13 years providing generator maintenance, financially stable with EGSA trained generator technicians with experience performing load bank testing, repairs on all models.	79 years of business with an annual revenue of over \$500 million	117 year old company with numerous credit references and have attached credit references in response.
How many clients does your company currently serve with these types of services:		over 1,000	20+ team facilities. Listed other communities.	1000's	3,800 across their area of responsibility in Michigan, Wisconsin, Illinois and Minnesota
Does your company offer other types of services?		Commercial and Industrial generator maintenance and repair, load banks, fuel polishing and fluid testing, ATS repair, new generators and ATS sales, engineered drawings, electrical contractor, and generator rentals.	Sales & Service, PM and installs; generators, UPSs, batteries, inverters, rent portable generators, fuel polishing, load bank testing.	Heavy construction equipment sales, service and rentals.	Focused within the service and sales of emergency power generation. Much of these additional services are geared towards servicing generators such as load banking, ATS maintenance. Other services listed.
List of References.		List provided.	List provided.	List provided.	List provided.
Warranty information:		Parts and consumables have manufacturers warranty. Standard 90 day warranty on workmanship and service related costs.	One year on parts and services.	CAT parts have a one year warranty. Non CAT parts have a 90 day warranty.	90 day parts and service warranty. They place high integrity within being honorable to their customers in the event of a defect of workmanship.
Identify staff's licensure, registrations or certifications and provide a copy.		Cummins, Kohler Gertfield, Briggs and Stratton, Generac, Blue Star power systems, and Volvo certified dealer. Electrical Contractor.	PE, Lockout tag out, confined space, OSHA 10 hr and OSHA 30 Hr, briggs & stratton generator cert, HiPower Generator Cert, Gillett Generator Cert, EGSA Cert.	All Techs are Caterpillar Trained and Certified.	Technicians are OEM certified within the first three months of employment, EGSA certified and complete internal technician training on a quarterly basis.