

# Attachment D

**Form C**

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS, 3.34M  
AND SOLUTIONS REQUEST**



Company Name: Kohler Power Systems

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
3.34	Warranty	Clarification: All Kohler product supplied will be covered by the industry standard or better warranty. Attached to this RFP is the Kohler standard warranty however, a product specific warranty can be made available upon request.	NJPA Accepts
5.10	Percentage Discount From Catalog or Category	Clarification: Due to the customizable nature of the product and vast amount of differences, it is not possible to provide a price list for each generator and its multitude of options. However each customized quote will show a list price specific to the quoted project along with the discount/savings per the attached pricing document. The NJPA member discount will be limited to the Kohler FOB bill of material and will exclude open market options add-ons that may be supplied by others.	Clarification - see below
6.26	Subcontractors	Clarification: Kohler has attached its certificate of insurance as part of this RFP. At the time of actual quote, a certificate of insurance from the local Kohler authorized distributor can be made available as well.	NJPA Accepts
7.17	Contract Termination for Cause and Without Cause	Request the contract to read: "Either party may terminate the Contract without cause by giving each other sixty (60) days' written notice of termination. Termination of the Contract without cause does not relieve either party of the financial, product, or service obligation incurred before the termination.	NJPA Accepts
8.10	Patent and Copyright Infringement	Vendor's indemnification obligation is contingent upon NJPA and NJPA Members providing Vendor with prompt written notice of any third party claims believed to be covered by this Article. Vendor has the unrestricted right to select and hire counsel, and the exclusive right to conduct the legal defense and/or settle the claim.	NJPA Accepts
8.23	Material Suppliers and Sub-Contractors	Clarification: Kohler is the manufacturer of record for all of its supplied equipment. Kohler is happy to supply specific information on a specific component of a generator upon request.	NJPA Accepts

Proposer's Signature:  Date: 12/04/17



**NJPA's clarification on exceptions listed above:**

5.10 Acknowledged as a discount and pricing proposal as part of the RFP response. This is not a legal exception and this response is best included in the relevant questions within Form P.

Review and Approved:

*[Handwritten signature]* *[Handwritten signature]* 1/23/18

NJPA Legal Department

Contract Award  
RFP #120617

FORM D



**Formal Offering of Proposal**  
(To be completed only by the Proposer)

ELECTRICAL ENERGY POWER GENERATION WITH RELATED PARTS, SUPPLIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for ELECTRICAL ENERGY POWER GENERATION WITH RELATED PARTS, SUPPLIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: Kohler Co. Date: 12-4-17

Company Address: 444 Highland Dr

City: Kohler State: WI Zip: 53044

Contact Person: Charles Hunsucker Title: VP Sales

Authorized Signature: [Signature] Charles Hunsucker  
(Name printed or typed)

**FORM E**  
**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)


NJPA Contract #: 120617-KOH

Proposer's full legal name: Kohler Power Systems


**Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.**

The effective date of the Contract will be January 29, 2018 and will expire on January 29, 2022 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

**NJPA Authorized Signatures:**

  
\_\_\_\_\_  
NJPA DIRECTOR OF COOPERATIVE CONTRACTS  
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz  
(NAME PRINTED OR TYPED)

  
\_\_\_\_\_  
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette  
(NAME PRINTED OR TYPED)

Awarded on January 25, 2018

NJPA Contract # 120617-KOH

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Kohler Co.

Authorized Signatory's Title VP Sales

  
\_\_\_\_\_  
VENDOR AUTHORIZED SIGNATURE

Charles Hunsucker  
(NAME PRINTED OR TYPED)

Executed on 2/2, 2018

NJPA Contract # 120617-KOH



**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**



By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Kohler Power Systems

Address: N7650 Lakeshore Dr.

City/State/Zip: Sheboygan, Wisconsin 53083

Telephone Number: 920.457.4441

E-mail Address: Charles.Hunsucker@kohler.com

Authorized Signature: \_\_\_\_\_

A handwritten signature in black ink, appearing to read "Charles Hunsucker", is written over a horizontal line.

Authorized Name (printed): Charles Hunsucker

Title: Vice President - Sales

Date: 12-4-17

**Notarized**

Subscribed and sworn to before me this 4<sup>th</sup> day of December, 20 17

Notary Public in and for the County of Sheboygan State of WI

My commission expires: 8-21-2020

Signature: Michelle L Kolberg



**Form P**

**PROPOSER QUESTIONNAIRE**

**Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: Kohler Power Systems

Questionnaire completed by: Jeff Schoneman

**Payment Terms and Financing Options**

1) What are your payment terms (e.g., net 10, net 30)?

Kohler response: Since the PO will be between the NJPA member and the local Kohler distributor, payment terms will be detailed on each quotation. Kohler and its authorized distributors understand that terms can vary from project to project depending on scope of work, but traditional payment terms are net 30.

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Kohler response: No. Kohler Power Systems does NOT offer these programs. However, Kohler authorized distributors may be able to assist NJPA members with leasing or financing options depending on the scope of work.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

Kohler response: The typical process for this customized product is for the local Kohler distributor receiving the inquiry to provide a quotation using the on-line Kohler quotation system to meet the customer's specifications. The quotation will be coded so that the NJPA contract discount gets applied. Besides quoting the product the distributor can also quote freight, start-up, training and a preventative maintenance agreement. These services will typically be broken-out as separate line items. When the quotation is accepted and PO is received by the Kohler authorized distributor a submittal is generated for approval. Upon approval of that submittal by the NJPA member the Kohler authorized distributor will convert the quotation into a PO via the Kohlernet on-line business system. Kohler will acknowledge that PO with an estimated ship date/address so that the distributor can relay that information to the NJPA member. The local Kohler authorized distributor is always in the middle of the communications between the NJPA member and Kohler Power Systems. Quotation/POs will have the NJPA contract number followed by order specific numbers. The Kohler business system can be easily search each month/quarter for reporting and annual auditing.

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Kohler response: Each local Kohler authorized distributor is an independent/private company and most probably do NOT have P-card procurement and payment systems.



## Warranty

5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

- Do your warranties cover all products, parts, and labor?

Kohler response: Yes, standard warranty covers all three. See TP-5820 for reference to individual warranty policy numbers for each product category: [tp5820Warranty.pdf](#)

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

Kohler response: Yes, warranties are available ranging from 1-year/2000 hours - whichever occurs first through optional 10-year warranties. Also per EPA laws Stationary Emergency Power Systems can only be operated while a reliability utility is out of specification plus up to 100 hours/year for maintenance and readiness testing. For Stationary Non-Emergency and Mobile-diesel powered (CI) units EPA T4 Certification is required or EPA certified (SI) Gas engines need to be used. These restrictions don't necessarily affect the warranty but mis-use/application of EPA law is illegal. Also Start-up must be performed by Kohler Distributor, Dealer or Authorized Representative within 24 months of shipment. See typical warranty statement as there are 32 different warranty statements depending upon the product. [tp5374 Std. Industrial Warranty.pdf](#)

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Kohler response: Yes, standard warranty includes up to 150, 200 or 300 miles round trip with travel time included depending upon the product category. See [tp5820Warranty.pdf](#) and individual warranty policies by product category for details.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?

Kohler response: While not all service technicians may be certified, all service technicians are enrolled in the certification process. Some are recent hires and full certification can take up to 3 years as there are many products such as diesel and gas engines, alternators, controllers, Automatic Transfer Switches and Paralleling Switchgear. However, each distributor has certified technician's on-staff to assist as needed PLUS they are all supported by the Kohler Field Service Engineering Team. The Residential/Light Commercial product is also supported by a large dealer network with a goal of having a dealer within 50 miles of customers for a fast response: [US Resi Dealer Map 2017.docx](#)

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

Kohler response: Everything included in the Kohler proposal is covered by a Kohler warranty. There are no third-party item included in the Kohler proposal. If other items are negotiated between the NJPA member and local Kohler distributor, warranty on those items will be by others.

- What are your proposed exchange and return programs and policies?

Kohler response: Exchange program is explained in the Kohler warranty statement, at the discretion of Kohler Co., defective product will be repaired or replaced. Due to the size and customization of each product for a specific application, returns are treated the same. Typically damaged or defective product is promptly repaired in the field at site by the local Kohler distributor and if required with factory assistance. [tp5374 Std. Industrial Warranty.pdf](#)

6) Describe any service contract options for the items included in your proposal.

Kohler response: Kohler distributors provide and renew service contracts every day for Kohler Power Systems product. Contracts are tailored to meet customer needs/budgets such as annual, semi-annual or quarterly visits. Some also include annual load bank testing, fuel polishing and fuel delivery services. Please see representative sample from one Kohler distributor and know that it can be tailored to specific customer needs. [Typical Kohler Distributor PM Quote.doc](#)

**Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Kohler response: Industrial, Commercial, Residential and Portable grade - 2.0kw to 1300kw natural gas/LP gas and gasoline powered gensets under 15kw; Industrial grade - 15kw to 4000kw diesel powered gensets and all related power system accessories such as fuel storage tanks and outdoor enclosures with sound attenuation all available in low voltage and larger units available in low and medium voltage configurations used in North America. 30-4000amp transfer switches in styles and configurations to meet all requirements in Industrial, Commercial and Residential applications and paralleling systems when 2 or more gensets are required/desired or when paralleling with the utility is required meeting UL891 or UL1558 and when medium voltage ANSI standards. All products are made to EPA and UL standards and comply with the National Electric Code (NFPA-70) and when properly configured comply with NFPA-110, NFPA-101 and NFPA-99. Kohler also meets CSA and CUL codes for Canadian sales. Kohler Power Systems holds ISO9001 Certification since 1995 and products are built to International and National standards such as NEMA, CEMA, ISO, IEE and ANSI. Sales and post sales assistance via local distributors including but not limited to: quotations, order processing, deliveries, installation supervision, start-up, product training, service maintenance agreements, rentals, warranty service and parts. Service technicians are generally located within 2 - 4 hours of customer sites for a fast response.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Kohler response: Please see attached discount schedule off Industrial Product that will have a custom quotation from the Kohler on-line quotation system. Due to the customizable nature of the product and differences for each quotation generated on-line, the NJPA member discount will be applied to the Kohler FOB bill of material. Freight, start-up, training and maintenance agreements will be broken-out and administration fee will be calculated on the FOB portion. For Portable, Residential and Commercial product please refer to MSRP as these products are ordered from STOCK. NJPA member discount schedule also attached for these product categories. Kohler Power Price List NJPA vfnl.xlsx, Kohler Power Residential MSRP vfnl.xlsx

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Kohler response: Industrial Product discounts will be applied to Kohler List Price generated from the on-line quotation system for each and every project. The local Kohler distributor will generate a quotation and the Kohler on-line business system will apply the NJPA member discounts off list price. For Portable, Residential and Commercial products the discount is from MSRP as these products are ordered from STOCK.

- 10) The pricing offered in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

11) Describe any quantity or volume discounts or rebate programs that you offer.

Kohler response: Quantity/Volume discounts are considered on a case-by-case basis due to the fact that most projects involve just one Electric Power System. In cases where multiple systems are quoted/purchased at one time consideration is given to an extra discount and consolidating freight to minimize cost. Rebate programs are not typical with this product/industry as most customers purchase one or less electric power system each year.

12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Kohler response: Sourced/Open Market items will be priced by the local Kohler authorized distributor per the NJPA Discount Schedule off distributor list price. Typical items include: Fuel Storage Tank Testing/Permitting, Service Contracts and Rental Equipment.

13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

Kohler response: Freight is not included but can be quoted Pre-Paid and Add using the Kohler preferred carrier's discounts. Cost to Kohler will be "Passed Through" to NJPA member with zero mark-up (since Kohler will NOT be marking up freight we would ask that freight not be included in the Administration Fee calculation). If NJPA members can obtain freight at lower rates, they should coordinate the pick-up/freight. Installation is always by others as typically an Architect, Engineers, General Contractors and sub-contractors are also involved. Building codes and inspections are also typical. Installation Supervision, start-up and training will be included with each quotation and broken-out.

14) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

Kohler response: Freight is quoted FOB Sheboygan, Wisconsin, 53083. Shipment size varies from simple LTL to complex multiple truck deliveries. Most shipments are arranged on flatbed trailers or for larger product, specialized drop deck trailers and cranes need to be arranged for site deliver and off-loading which is BY OTHERS and NOT included in the Kohler proposal.

15) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Kohler response: For Alaska most shipments are the same as they would be for the lower 48 and most of Canada, via ground using typical freight carriers and specialized trailers. In remote villages of Alaska such as the Kodiak Islands the last leg of the shipment might involve a local barge. The NJPA member can arrange freight or Kohler can using Pre-Pay and Add. For Hawaii most freight will travel by land to a port on the west coast and from there travel via ocean cargo and once in port travel by surface once again. If size and weight become an issue Roll-on-Roll-off should be considered. For Canada most freight will move the same as in the lower 48 but again some local barges may be required in coastal areas and ICE ROADS in northern Territories. Crossing the border into Mexico is usually done at Lerado. Other offshore deliveries go surface to sea ports and ocean freight from there with coordination via a freight forwarder for export/import documentation and local surface transportation.

16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Kohler response: Kohler offers Split Shipments, meaning some products ship sooner than others due to the progress of the construction site. Often times pieces need to arrive months prior to building completion or walls are closed in and other times outdoor equipment must arrive before cranes are moved or taken down. As freight is NOT included in the Kohler proposal these are just unique options available that can be arranged by Kohler at the time of PO processing.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Kohler response: Kohler uses a SAP based business system and that extends to local Kohler distributors. Quotations, purchasing and deliveries are made via this business system between the factory and distributors. Therefore, monitoring activity and performing monthly, quarterly and annual reports is a simple task. Kohler can add a new category to customer type, "NJPA" to make searches easier and double check against quote descriptions and POs using the NJPA Contract Number.

- 18) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Kohler response: Kohler will pay NJPA a 2% fee of Kohler FOB net invoice price which will typically exclude open market" items or "nonstandard options, freight, start-up and training. If Kohler coordinated Pre-Pay and Add freight is used it will be treated as Pre-Paid and Add since it is a Pass-Through and NOT be considered when calculating the Administration Fee. The NJPA member discount will be limited to the Kohler FOB bill of material and will exclude open market options add-ons that may be supplied by others.

### **Industry-Specific Questions**

- 19) Please specify product and voltage range the generator equipment that you are offering.

Kohler response: Portable-Hand Carry gasoline & diesel powered gensets, 120/240v single phase. Air cooled, gas powered Residential/Light commercial gensets 7kw - 20kw, 120/240v single phase and larger models available in reconnectable 120/208 to 277/480v three phase plus 600v for Canada. Liquid cooled, gas powered Residential/Light Commercial gensets 24kw - 150kw, 120/240v single phase, reconnectable 120/208 to 277/480v three phase plus 600v for Canada. Associated RDT/RXT Automatic Transfer switches 30-400amps at same voltages in 2 pole - 3 wire and 3 pole - 4 wire. Industrial Grade Gas Powered Gensets: 25kw - 150kw, 120/240v single phase, reconnectable 120/208 to 277/480v three phase plus 600v for Canada. 180kw-400kw, reconnectable 120/208 to 277/480v three phase plus 600v for Canada. 500kw -1300kw, reconnectable 120/208 to 277/480v three phase BUT larger units are fixed voltage as ordered or 600v for Canada and medium voltage such as 4160v. Industrial Grade Diesel Powered Gensets: 15kw - 150kw, 120/240v single phase, reconnectable 120/208 to 277/480v three phase or 600v for Canada. 180kw - 600kw, reconnectable 120/208 to 277/480v three phase or 600v for Canada. 750kw- 2000kw, fixed voltages as ordered ranging from 120/208 to 277/480v three phase or 600v for Canada and medium voltage such as 4160v. 2250kw - 4000kw, fixed voltages as ordered ranging from 120/208 to 277/480v three phase or 600v for Canada plus medium voltage including 4160v to 13.8kv. Associated Industrial Grade Automatic Transfer Switches 30-4000amps, all voltages previously listed. Associated Paralleling Panels, all voltages previously listed. Towable gensets 35KVA-175kva, gas or diesel, reconnectable 120/240v single phase and 120/208 to 277/480v three phase or 600v for Canada or optional 3-position selector switch for 120/240 single phase and 120/208 and 277/480v three phase. 120/240v three phase is available via Special Order on Towable Products. [G1218 Industrial Full-Line.pdf](#), [g12458 RESI-RCL-Portable Full Line.pdf](#), [g12452 Portable Full Line.pdf](#), [g12430 RCL 24-60kw.pdf](#).

**20) Describe your mobile or trailer mounted units, if any, and specify the ranges.**

Kohler response: Included in the proposal are 50kva, 70kva and 125kva gas plus 35kva to 175kva diesel. The gas units are very "GREEN" and can operate 24 hours with on-board LPG and include a three way valve for off-board NG and LPG for extended run times. Diesel units come with >24<48 hours fuel tanks and valve for off-board fuel supply. Machines can be ordered with reconnectable 12-lead generator or 3-position selector switch for 120/240v single phase, 120/208v and 277/480v three phase. 120/240v three phase and 600v are dedicated connection machines. The enclosures and trailers are designed and built for on/off highway. Enclosures are rigid design with superior sound attenuation, 66-71db(A). A really unique advantage of the design is the enclosure can be removed in one piece after loosening 8 bolts as there are no other mechanical or electrical connections between the genset/trailer and the enclosure. Also the controller/gensets comes standard parallel-ready with other Kohler Mobile Generators all coming with 3-year limited warranty. [g12443 Mobile.pdf](#)

**21) If you are providing trailers as part of a turnkey package, please provide details.**

Kohler response: Trailers are DOT approved with single axle on smaller units and dual axle on larger units. Spare tire, jack stands, tongue stand and fire extinguisher are optional. Tool box, fenders, lighting package and brakes are standard. Tongue is either 2" or 2-1/8 ball or pintail as required by GVW. [g12442 Towable Features.pdf](#)

**22) Describe how you will include customization and the pricing of such for the units.**

Kohler response: One of Kohler's advantages is the ability to customize product to specific customer requirements. A team of Application Engineers are dedicated to providing Special Quotation ADDERS to modify standard quotations. There are limitations due to 3rd party certifications such as UL, EPA and CSA plus modifications add to delivery time.

**23) Describe installation and service programs, and identify the associated services, service provider locations and pricing.**

Kohler response: Installation is always provided by others such as a General/Electrical Contractor. Service is provided by local distributors. Emergency services are typically provided in less than 2- 4 hours, 24/7/365. Service pricing varies by product on-site as some have just one small Genset and ATS while the next can have multiple large paralleled gensets with many ATSS. Pricing will be included and broken-out on each quote when requested by the NJPA member. [g12485 Service & Parts.pdf](#)

**24) Describe any preventative maintenance or extended service coverage agreements.**

Kohler response: Kohler distributor provide service contracts every day for Kohler Power Systems. Contracts are tailored to meet customer needs and budgets such as annual, semi-annual or quarterly visits. Some also include annual load bank testing, fuel polishing and fuel delivery services. Service Contracts need to be priced up on an individual basis as they are specific to each customer. Most Kohler distributors also have a fleet of rental-towable units that can be deployed during unexpected events or when the standby generator is critical and expected to be out of service longer than 24 hours. The customer needs to understand this NEC requirement and take into consideration other equipment such as a portable generator connection box and manual transfer switch to comply with the code. [Typical Kohler Distributor PM Quote.doc](#)

**25) Do you provide preventive, periodic or full maintenance plans/programs for the solutions you are proposing in this response?**

Kohler response: The Kohler proposal does NOT include these items BUT the Kohler distributor can provide a custom quotation as a Sourced Good or Open Market Item. If requested, PM quotes can be included with the equipment quotation and broken-out in the same way that freight and start-up will be broken-out.

**a. If so, provide a recommended service & maintenance agreement for a periodic/preventative and or full maintenance plan.**

Kohler response: Please see typical agreements from one Kohler distributors: [Typical Kohler Distributor PM Quote.doc](#)  
Agreements from the other 24 distributors will be similar and can be customized.

**b. What are recommended service intervals?**

Kohler response: Annual, Semi-annual or quarterly maintenance visits are recommended depending upon the critical nature of the application, reliability of the local utility and possibility/frequency of regional weather events. Please see Typical Service Interval Schedule which will vary slightly machine to machine. [Typical Service Routine.PDF](#)

**26) Describe your rental agreements and pricing schedule.**

Kohler response: Rental agreements are NOT part of the Kohler proposal but could be obtained from Kohler distributors as Sourced Good/Open Market Items. Please see typical Kohler distributor rental agreement. Agreements from the other 24 distributors will be similar and can be customized.

**However, as part of the NJPA agreement, Kohler distributors will provide pricing per the NJPA Discount Schedule off distributor list price.** [Typical Kohler Distributor PM Quote.doc](#)

**27) Will you include used equipment and if so, provide a pricing strategy for these units.**

Kohler response: Kohler will NOT offer Used or Hot List items in the proposal. We have such a list but it changes daily and includes items with less than standard warranty. **Kohler distributors do have used inventory for sale. As part of the NJPA agreement, Kohler distributors will provide pricing per the NJPA Discount Schedule off distributor list price.**

**28) Provide a general overview of your products EPA compliance.**

Kohler response: Kohler offers products that comply with current EPA laws for the three categories of gensets related to our business. These categories are 1) Stationary Emergency, 2) Stationary Non-Emergency and 3) Non-Road Mobile. The NJPA member also needs to understand EPA laws as they are application/use specific. Kohler Power Systems and local Kohler distributors can advise NJPA members that might not be familiar with EPA law as it applies to Electric Power Systems. Several states or municipalities around the country have air quality laws that are greener than the federal EPA law such as the South Coast Air Quality Management Districts of California and Kohler also has products and permitting assistance available via the local Kohler distributor. Environment Canada laws mirror EPA laws. Please see typical EPA Certification that will be included with each Industrial Genset Submittal Package. [Typical EPA Certificate HJDXL04.5315-023.pdf](#)

**29) Identify the lifecycle cost of ownership of your generator solutions.**

Kohler response: Lifecycle costs are rarely considered in the Emergency Power System business. These Power Systems are typically legally required under NEC Article 700 and 701. Per EPA law most will only operate to back-up a reliable utility and therefore operate just a few hours per year, except during big weather events like hurricanes, tornados, ice storms, wild fires, flooding, etc. when they can operate for a week or more during an extended utility outage, plus up to 100 hours per year for maintenance and readiness testing. Typical life of these products is 30-50 years at which time they need to be replaced as repair parts become difficult to procure. For customers with Prime Power, Peak Shaving, Co-Generation or Interruptible Rate programs, diesel units need to be EPA T4 and Payback calculations are rarely attractive and therefore fall out of consideration early in the decision process. For these Non-Emergency applications most customers consider Natural Gas gensets as the price of fuel is usually the largest cost component in a Life-Cycle/Total-Cost-of-Ownership study plus they are very GREEN. We can provide Total-Cost-of-Ownership calculations upon specific request.

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

12/04/17