



Hidalgo County Purchasing Department  
2802 S. Business Hwy 281  
Edinburg, Texas 78539

August 23, 2010

Attention: Mr. Moises Salazar

Subject: Proposal for Mobile Solar Generators and Lighting.

Jamail & Smith Construction is pleased to offer the attached proposal for the referenced project pursuant to our TCPN Contract dated April 23, 2010 (TCPN # R4957)

**This proposal includes the following scope of work;**

**Mobile Solar Generators:**

- Provide and deliver two (2) Green Tow Mobile Solar Generators Model number GT1216-1
  - 12 PV modules, 1 inverter and 4 batteries.
- Provide and deliver one (1) Green Tow Mobile Solar Generator Model number GT1216-2
  - 12 PV modules, 2 inverters and 8 batteries.

**Lighting:**

**Magnalight:**

Provide and deliver four (4) WALTP-2x90Y-S (180 watt dual LED light on telescoping tripod-110 VAC plug or 12-24 VDC) Extends to 9'.

Provide and deliver four (4) WALTP-2x90Y-F (180 watt dual LED light on telescoping tripod-110 VAC plug or 12-24 VDC) Extends to 9'.

**AirStar America Lighting:**

- Provide and deliver two (2) LO141UM0H0200R (Sirocco 2000 watt 110 volt halogen
- Provide and deliver two (2) LO141UM0T01000C , with ballast, 1000 watts, 110 volts.
- Provide and deliver four (4) ST201 -A320 18' telescopic stands
- Provide and deliver four (4) ST 301 - Pole mount - adapts to moving equipment
- Provide and deliver two (2) ST410 -Truck mount -adapts to trailer hitch
- Provide and deliver four (4) 60-50-005 grip heads
- Provide and deliver four (4) SP301-Pole mount swing arms

**Wobble Light:**

Provide and deliver four (4) WLSD400 (Wobble light super duty 400W metal halide bulb 120V- 46,000 lumens- range 86-121'

- Units to be delivered to Hidalgo County. Price includes the delivery charge.

**Exclusions:**

- Sales-tax Permits/Fees.

**The amount of our proposal \$165,000.00 and is calculated as follows:**

GT1216-1 110volt generator (2)	\$ 77,464.78
GT1216-1 220 volt generator (1)	\$ 45,732.39
Magnalight-package	\$ 13,600.00
Airstar Lighting	\$ 11,540.00
Wobble Light	\$ 2,500.00
Shipping cost	\$ 4,092.41
Non- Pre-Priced Mark up 6.5%	\$ 10,070.42
<b>Total</b>	<b>\$ 165,000.00</b>

Upon receipt of appropriate authorization to proceed we will derive a schedule for the delivery of the units. We are prepared to respond immediately. We look forward to working with you on this project. Should you have any questions please contact Michael Doucette 512-410-3905.

Yours very truly,  
Jamail and Smith Construction



Mike Doucette  
Regional & Operations Manager  
Austin, Texas

Attachments: Copy of Native Energy Proposal for Generators

10. Items that cannot be found in the UPB are considered "non-pre-priced". If an item basically the same in "form, fit, and function" can be found in the price book, it can be used to price the line item if appropriate rationale and documentation is provided. If a like item cannot be found, the contractor and the customer will negotiate an equitable price. Once negotiated, this price may be added to the UPB and will no longer be considered non pre-priced for that customer. These prices will be adjusted annually, if an option is exercised, based upon the differences in the MEANS Historical Cost Indices for the current and past year.

11. In the event of disputes between contractors and customers, TCPN will examine the particulars, determine the relevant facts, and render a decision.
12. The CSI Master Text Specifications and all current national and local codes will apply to the work done under this contract.
13. At this time TCPN does not plan on holding a Pre-bid Conference. All questions concerning this solicitation shall be addressed in writing to Doug Rupe, Contract Consultant at [drupe@tcpn.org](mailto:drupe@tcpn.org). The questions and answers will be posted on the TCPN website at [www.tcpn.org](http://www.tcpn.org). TCPN reserves the right to schedule a Pre-bid Conference in Houston, Texas if there is sufficient need.
14. Proposals will consist of two volumes, Past Performance Volume, and a Technical and Cost Volume. The Past Performance Volume will provide information on the Contractor's past performance and relevant experience. The Technical and Cost Volume will provide information on the Proposer's plan to manage a TCPN Cooperative Job Order Contract and the contractor's base co-efficient. **INFORMATION OBTAINED FROM ANY VOLUME OF THE PROPOSAL, OR ANY OTHER RELEVANT SOURCE, MAY BE USED IN EVALUATION.**
23. This is a "best value" solicitation. Awards will be made to those offerers whose performance and technical scores, as determined by the evaluation team in accordance with the evaluation criteria, combined with their coefficient (price) provide, in the sole judgment of TCPN, the overall "best value" to TCPN and its customers.
25. TCPN reserves the right to award to other than the lowest price, reject any or all proposals in whole or in part, and to waive technical defects, irregularities, and omissions, if in its sole judgment the best interest of TCPN and its customers will be served.
26. TCPN intends to award without discussions. However, if it appears that oral presentations and/or discussions are required to select the best value contractors or obtain competitive pricing, TCPN reserves the right to do so.
27. Performance bonds will be required on all Job Orders over \$100,000. and Payment Bonds on all Job Orders over \$25,000. A letter from a surety, licensed to do business in the State of Texas, attesting to their willingness to bond you up to \$5 million per year for this contract is required. Your plan for providing additional bonding if your annual volume exceeds \$5 million must be included the Technical Volume. The awarded contractor may be asked to provide the same information for any other states that they wish to offer services in under this contract.
28. The contractor will maintain, at his expense, adequate insurance coverage to protect him, TCPN, and the customers from: claims arising under the Workers Compensation Act; from claims for damages resulting from bodily injuries and damage to the property of others; and from claims for damages resulting from the operation of motor vehicles. Please provide certificates for your insurance coverage in the Cost Volume. Within 10 days after award, TCPN/Region 4 ESC must be added as an additional insured.



### SPECIFICATIONS

The quote for Hidalgo County provided by Native on 30 July 2010 includes four (4) Model GT1216-1 mobile solar generators with the following specifications:

Model GT1216-1				
12 PV Modules	1 Inverter	4 Batteries	Output	Dimensions
Kyocera high efficiency multicrystal photovoltaic (PV) modules.	Outback Inverters are an industry leading for off-the-grid backup PV applications.	Sun Xtender Absorbent Glass Mat (AGM) battery technology adopted by the U.S. Military and Airframe manufacturers.	8.4 kW Peak 4.2 kW 4-hour 3.0 kW 8-hour	Length: 12' Width: 5' 4" Height: 6' 3,300 Pounds

### Hardware



GreenTow control panels offer both AC and DC output. Utilizing standard 120 volt and 240 volt receptacles with easy access to breakers for safety and control. All components meet or exceed UL standards.



GreenTow trailers are equipped with stainless steel non rusting vents and flush mounted stainless steel locking hardware.



A toggle switch controlled actuator means very little effort is required of the user to move the array to the correct pitch.

### Array Deployment

GreenTow's custom designed and patent-pending array allows for secure and sleek transport of solar panels and fast and sturdy deployment in a variety of environments and weather conditions.



### GREENTOW PAST PERFORMANCE

GreenTow has manufactured high-powered mobile solar generators for seven years. GreenTow provides excellent Quality Assurance and customer support. GreenTow offers three primary lines of mobile solar generators: GT1216 (8.4 kW), GT2132 (8.4 kW, 16.8 kW, and 25.2 kW), and GT3049 (8.4 kW, 16.8 kW, and 25.2 kW). Native has provided specifications and pricing for four (4) Model GT1216-1 generators with a peak output of 8.4 kW.



## **CORPORATE PROFILES**

**Native Energy & Technology, Inc. (Native)** of San Antonio, Texas, has entered a strategic agreement with **GreenTow** to distribute mobile solar generators. Native is an award-winning 8(a) company that specializes in Environmental Services, Engineering, and Renewable Energy solutions. GreenTow is a St. George, Utah-based company that creates and distributes industry-leading mobile solar generators. The GreenTow generator is a fully enclosed, all-locking, weather-proof system deployable in a variety of conditions. The rugged mobile solar generators are manufactured with American steel, Kyocera solar panels, and state-of-the-art inverters, batteries, and components. Designed by experienced engineers and fabricated by skilled craftsmen in the state of Utah, these powerful units provide clean energy to a variety of government and commercial clients.

## **SUPERIOR GENERATORS**

Extensive market research has demonstrated that GreenTow's excellent product and customer service are superior to competing manufacturers. The fully enclosed design utilizing American-made rolled steel will be particularly useful in protecting the inverters, batteries and wiring from snow, rain and other external factors. A clever array design allows for compact transport and quick deployment of a



greater number of solar panels than competing generators. Among other excellent features, GreenTow utilizes Sun Xtender Batteries, featuring Absorbent Glass Mat (AGM) battery technology adopted by the U.S. Military and Airframe manufacturers. The sealed, deep-cycle, high-density plate technology provides extended life cycles.

## **RENEWABLE ENERGY**

Native is investing substantially in renewable energy products and services as communities seek more clean power sources and technology evolves to meet demand for sustainability. Our Native American-owned small business was formed in August 1998 to provide environmental and technical engineering services to government and commercial clients.

