

Subject: EXTERNALRE: EXTERNALRE: Estimate and Contract
Date: Wednesday, June 8, 2022 at 3:42:52 PM Alaska Daylight Time
From: ben@49state.com
To: Phillip A. Zavadil
Attachments: image006.png, image007.png, image008.png, image009.jpg, image010.jpg, image011.jpg

Hello Phil,

Glad to hear this is acceptable and we are moving forward.

Regarding the exhaust system:

- We can add exhaust flex assemblies for each of the engines. They are typically around \$600 for this engine series with gaskets and hardware.
- There is no “standard option” silencer – we always supply silencers based on conditions of the installation, provide an engineered solution, or supply equipment as specified. Options are numerous.
- The City of Saint Paul is (obviously) welcome to go directly to any vendor they deem acceptable
- We would ask for an opportunity to bid on the supply of the specified silencer when the design is complete. I believe you will find our pricing is very competitive.
- We are currently seeing six-eight week lead times to ship silencers

Regarding the jacket water radiators

- There may be a slight price advantage to shopping other suppliers but they are all suffering from supply chain shortages, we will also very likely see higher pricing from others, commodity prices are very unstable currently.
- We are working with a known quantity with you we are getting a quote from that has already developed a system for these particular models of engine – additional vendors will be “starting from scratch” and will need several weeks in design engineering time to effectively offer a quotation – is there time in the schedule to wait for other quotes? It would likely be two months or more
- It appears there is a 20-22 week lead time to ship

Thanks,
Ben



Ben Hopkins
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From: Phillip A. Zavadil <pazavadil@stpaulak.com>
Sent: Friday, May 27, 2022 9:28 AM
To: ben@49state.com
Subject: Re: EXTERNALRE: Estimate and Contract

This all looks good.

Let's go with new ancillary equipment.

Regarding the exhaust, this is what Jason with EPS recommended:

We need to spec a silencer that works with the installation and doesn't cost more to install than necessary. There are many configurations available and there is no reason to be stuck with a "standard option" that could ultimately cost more than it is worth to install. I would not have them provide the silencer at this point. We can work that out in the 35% design and go directly to Harco or Maxim (guys who make exhaust systems) for quotes.

Have 49th provide the first exhaust flex off of the engine. That is usually a custom flange.

We will need the same heat exchanger for Unit 2 and exhaust.

Regarding the radiators, are we going to find a better deal shopping around?

Phil

From: Ben Hopkins <ben@49state.com>

Date: Tuesday, May 24, 2022 at 3:57 PM

To: Phillip Zavadil <pazavadil@stpaulak.com>

Subject: EXTERNALRE: Estimate and Contract

Hello Phil,

Unfortunately I am still waiting for information from the radiator suppliers on pricing but we do have the following:

- Generator set assembly & testing
 - Per attached general arrangement drawing (6135 Skid.pdf)
 - Skid fabrication is in progress – see attached photo
 - \$24,600 per unit based on no overtime/weekend work
 - 6-8 weeks for final assembly & painting to be completed
 - Load bank testing after assembly
 - FOB Anchorage
- Charge air cooler assemblies
 - General arrangement drawing is attached (DR3376B-00 PLOT.pdf)
 - Estimated @ 20+ weeks for shipment, working to improve
 - Approx. \$14,400 each FOB Anchorage or \$13,000 each FOB Seattle dock (subject to shipping costs changes, carriers are only honoring rate quotes for five days now)
- Engine radiators
 - No firm delivery or pricing from suppliers yet, working on it (this particular segment has been very bad with supply chain issues)
 - For the sake of planning I suggest using \$60k (\$20k per unit) as a budget
 - Lead time is likely going to be longer than the charge air coolers
- Exhaust
 - We didn't discuss exhaust components but assume at a minimum the City will want silencers and exhaust flexes for each of the new engines
 - Standard grade equipment for this purpose would be around \$13,500 for mild steel (all three

units) but if stainless is required the costs and lead times will increase

- Ancillary equipment
 - I believe you will want battery chargers, batteries & cables, equipment racks, etc. – budgeting \$4k per machine for this

Please look at the attached spreadsheet that shows how we believe this work will progress and in turn what we anticipate for monthly billing. If this is agreeable we will move forward. I am looking forward to your feedback.

Thanks,
Ben



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From: Phillip A. Zavadil <pazavadil@stpaulak.com>
Sent: Tuesday, May 24, 2022 1:34 PM
To: Ben Hopkins <ben@49state.com>
Subject: Estimate and Contract

Afternoon Ben, just checking in with you to see how the estimate we discussed about a week ago is going.

Phil

Txin qagaasakuqing ~ Thank you



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