

TO: HONORABLE CITY COUNCIL

FROM: CITY MANAGER

**DEPARTMENT: ADMINISTRATIVE
SERVICES**

DATE: NOVEMBER 22, 2010

CMR: 412:10

REPORT TYPE: CONSENT

SUBJECT: Approval of a Purchase Order with Leotek Electronics USA Corp. in an Amount Not to Exceed \$355,281 for a One Time Purchase of Six Hundred LED Street Lighting Luminaires in Support of the Utility Department

RECOMMENDATION

Staff recommends that Council:

1. Approve and authorize the City Manager or his designee to execute a Purchase Order with Leotek Electronics USA Corporation in an amount not to exceed \$355,281.

DISCUSSION

To meet the Utilities Department's request for light-emitting diode (LED) street lighting luminaires, the Purchasing Division solicited for six hundred LED cobra head 250-watt high-pressure sodium lighting luminaires. Utility engineering will replace the existing 250-watt high-pressure sodium street lighting fixtures with new LED street lighting fixtures at the following locations, between San Antonio Road & University Avenue on El Camino Real and at a second location between San Antonio Road & University Avenue on Alma Street. Utility engineering has plans to replace the remaining 5400 existing street lighting fixtures with energy efficient LED lighting fixtures within the next 5 years.

Through this process, a competitive solicitation was issued to award a purchase order that will be used on an as needed basis with the maximum dollar amount that can be ordered under this purchase order of \$355,281 dollars.

The LED street lighting luminaires have state-of-the-art technology with excellent thermal management and weather resistance capabilities. The LED street lighting luminaires will be installed on the existing street lighting, utility or traffic signal poles in residential or commercial areas. The luminaires are manufactured to comply with City of Palo Alto specifications and industry standards.

A Request for Quotation (RFQ) for the LED street lighting luminaire was sent to seven suppliers as well as advertised on the City's Purchasing Solicitations Web Site. Twenty suppliers responded with quotes (see attachment A).

The RFQ for the luminaire requested a unit price based on the quantity of six hundred luminaires for purposes of making an award determination. The Leotek Electronics USA Corporation submitted the lowest responsive bid for the bid item requested.

RESOURCE IMPACT

There will be no new resource impact on the Electric Fund as a consequence of implementing this purchase order. Electric Fund projects requiring new or retrofitted luminaires have budgets sufficient to cover CIP costs. The funds for this purchase come from the Energy Efficiency and Community Block Grants. When the luminaires are purchased through the purchase order, they will become part of the City's Store's inventory replacing the current specified Street Light Luminaries. As the luminaires are installed, inventory is reduced and the cost of the luminaire is charged to an Electric Fund budgeted project or to budgeted operating expense.

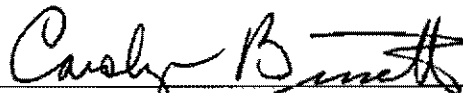
POLICY IMPLICATIONS

Authorization of this Purchase Order does not represent any change to the existing policy.

ENVIRONMENTAL REVIEW

The approval of this Purchase Order is categorically exempt from the California Environmental Quality Act, pursuant to Section 15301 of the CEQA Guidelines (repair, maintenance or minor alteration of existing facilities).

PREPARED BY:


for **GREG PUSTELNIK**
Purchasing Manager

DEPARTMENT HEAD:


LALO PEREZ
Director of Administrative Services

CITY MANAGER APPROVAL:


JAMES KEENE
City Manager

ATTACHMENTS

- Attachment A: Bid Summary
- Attachment B: Picture

ATTACHMENT A

DESC: LED STREETLIGHT LUMINAIRES										Date RFQ Opened	14-Sep-10			
QUOTE SUMMARY										PREPARED BY:Carolynn Bissett, Contracts Administrator				
RFQ No: 136218										DATE: 9/20/2010				
				1	2	3	4	5	6	7	8	9	10	
BID	DESCRIPTION	BID		LEOTEK c/o	OMEGA	PHILLIPS c/o	DATA LED	NEPTUN c/o	GDS	WESCO-3	ONE SOURCE	EVOLUCIA c/o	WESCO-5	
ITEM		QTY	UNIT	Assoc. Light	PACIFIC	Assoc. Light		AIES		BETA	7-YR Warr	AIES		
	Manufacturer			LEOTEK	Beta LED	PHILIPS	STARLED	KOMETA	RELUME	Beta LED-90	GE / CREE	CREE	HOLOPHANE	
001	LED streetlight luminaire equivalent to a 250 Watt HPS luminaire	600	EA	\$542	\$556.40	\$574	\$580	\$589	\$623.00	\$630	\$675.60	\$679	\$684	
	Subtotal (Qty x Unit Price)			\$325,200	\$333,840.00	\$344,400	\$348,000	\$353,550	\$373,800.00	\$378,000	\$406,360	\$407,370	\$410,400	
	Tax (9.25%)	0.0925		\$30,081	\$30,880.20	\$31,857	\$32,190	\$32,703	\$34,576.50	\$34,965	\$37,496	\$37,662	\$37,962	
	Total			\$355,281	\$364,720.20	\$376,257	\$380,190	\$386,253	\$408,376.50	\$412,965	\$442,856	\$445,052	\$448,362	
002	Buy American Clause (Yes/No)			Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
003	Warranty - 7 Years (Yes/No)			Yes	Yes	Yes	No / 5-Year Warr	No / 5-Year Warr	Yes	Yes	Yes	Yes + \$70/ea	Yes	Yes
004	Warranty 10 Years (Yes/No)			Yes	No	Yes	No	No	No	No	No	No	No	No
005	Delivery ARO < 10 weeks			9	6	6	8	10	10	10	8	10	10	
				11	12	13	14	15	16	17	18	19	20	
BID	DESCRIPTION	BID		ONE SOURCE	JAM	WESCO-4	WESCO-6	ENERGYTECH	GEO HONN	JAM	HOWARD c/o	WESCO-1	WESCO-2	
ITEM		QTY	UNIT	10-YR Warr	7-Year Warr	BETA		LED Roadway	LED Roadway	10-Year Warr	YOUNG & CO	7-Year Warr	10-Year Warr	
	Manufacturer			GE / CREE	COOPER	Beta LED-120	HOLOPHANE	elumen	GE	COOPER	CREE	COOPER	COOPER	
001	LED streetlight luminaire equivalent to a 250 Watt HPS luminaire	600	EA	\$697.31	\$754	\$781.00	\$789.00	\$805.00	\$815	\$826	\$834	\$862.50	\$945.00	
	Subtotal (Qty x Unit Price)			\$418,386	\$452,100	\$468,600.00	\$473,400.00	\$483,000.00	\$488,970	\$495,390	\$500,260	\$517,500.00	\$567,000.00	
	Tax (9.25%)	0.0925		\$38,701	\$41,819	\$43,345.50	\$43,789.50	\$44,877.50	\$45,230	\$45,824	\$46,273	\$47,868.75	\$52,447.50	
	Total			\$457,087	\$493,919	\$511,945.50	\$517,189.50	\$527,877.50	\$534,200	\$541,214	\$546,523	\$565,368.75	\$619,447.50	
002	Buy American Clause (Yes/No)			Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
003	Warranty - 7 Years (Yes/No)			Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
004	Warranty 10 Years (Yes/No)			Yes	No	No	No	No	Yes	Yes	Yes @+ \$30 /ea.	No	Yes	
005	Delivery ARO (in weeks)			8	8	10	10	4	10	8	10	10	10	



LED Street Lighting



GCA1 Series

The LED Street Light With The Features Cities Want!

Daytime Form with Proven Market Acceptance

- Based on shape of traditional roadway luminaire
- Non-controversial HID retrofit
- Low profile – virtually disappears in silhouette

Full Cutoff Optics with Performance of Drop Lens

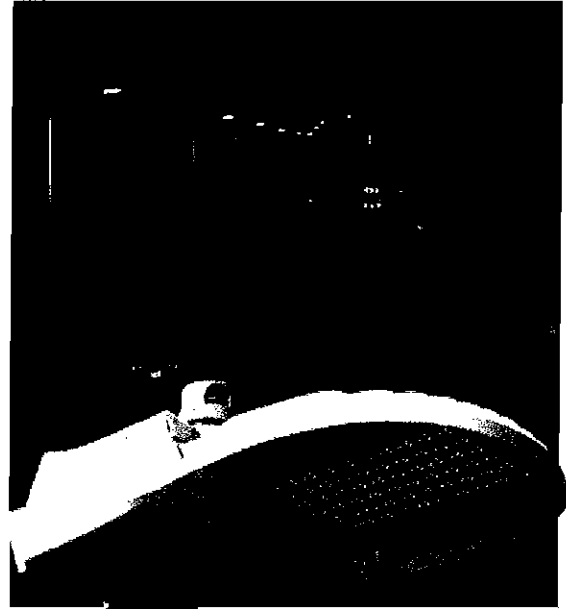
- Recessed LEDs and optics are fully shielded at 90°
- Precision micro-lenses provide uniform illumination

Reduced Maintenance

- 74,000+ hour LED life eliminates lamp changes
- Tool-less access to electrical housing
- Driver mounted to safety power door

Sustainable Design

- 50% energy savings reduces greenhouse gases
- 100% mercury and lead free



Ordering Information

GCA1	40C	MV	NW	2M	GY	BSK
GCA1 – LED Street Light GCA1D – LED Street Light with dimming	Number/Type of LEDs 20C 40C 60C 80C	Voltage MV – 120-277V HV ¹ – 347-480V	Nominal LED Correlated Color Temperature² NW – 4000K	Light Distribution 2M - Type 2 Medium 2X - Type 2 Extra Wide 3M - Type 3 Medium	Finish³ GY - Gray	Accessories/Options BSK - Bird Spider Kit SPB - Square Pole Bracket RPB - Round Pole Bracket PTB - Pole-Top Bracket WB - Wall Bracket HSS ⁴ - House Side Shield 350 - Factory set 350mA Drive Current 700 - Factory set 700mA Drive Current FDC ⁵ - Fixed Drive Current WL - Utility Wattage Label

Footnotes:

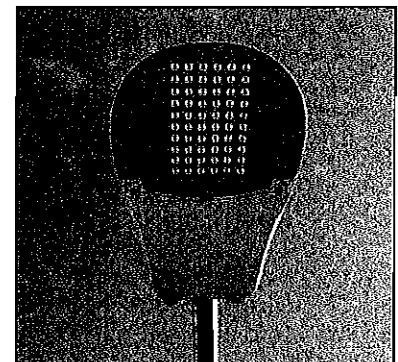
1. Available with 350mA and 700mA drive current only
2. NW standard. Consult factory for other LED color temperatures.
3. Light gray standard. Consult factory for other finishes.
4. Flush mounted shield easily field installed. Cuts light off ½ mounting height behind luminaire.
5. Non-field adjustable drive current. Specify setting of 350mA, 530mA, or 700mA.

Wattage Replacement Chart

Leotek Series	System Watts	HID Replacement Lamp Wattage (Typical HID System Wattage)
GCA1-20C-530mA*	37	70W MV (88W)
GCA1-20C-700mA*	51	70W HPS (95W), 100W MH (128W)
GCA1-40C-350mA*	46	70W HPS (95W), 100W MH (128W)
GCA1-40C-530mA*	68	100W HPS (130W)
GCA1-60C-350mA*	71	100W HPS (130W)
GCA1-60C-530mA*	105	150W HPS (190W), 175W MH (208W)
GCA1-60C-700mA*	145	200W HPS (240W), 250W MH (295W)
GCA1-80C-530mA*	131	250W HPS (295W), 400W MH (465W)
GCA1-80C-700mA*	183	310W HPS (365W)

*Designates power supply drive current

Note: Actual HID wattage equivalents will depend on specific application characteristics, design criteria, and distribution type. Consult your Leotek Representative to select the appropriate luminaire.



GreenCobra™ street lights are a simple replacement for traditional HID cobra head style fixtures, mounting directly to the existing mast arm.