

**The following purchase order is agency specific. For piggy-backing opportunities you must contact the buyer.**



KingCounty

**Finance and Business Operations Division  
Procurement and Contracts Services Section  
Department of Executive Services**

CNK-ES-0340      206-263-9400 Ph  
3<sup>rd</sup> Floor      206-296-7676 Fax  
401 5<sup>th</sup> Avenue      TTY Relay: 771  
SEATTLE, WA 98104      [www.kingcounty.gov](http://www.kingcounty.gov)

**CONTRACTOR:**  
GENSCO EQUIPMENT (1990) INC.  
53 CARLAW AVE

TORONTO, . M4M 2R6 Canada  
Fax: ( )

**SHIP TO:**  
KC DES FBOD PCSS GOODS AND SERVICES  
401 5TH AVE, CNK-ES-0340  
SEATTLE, WA 98104

**BILL TO:**  
KC DES FBOD ACCOUNTS PAYABLE  
401 5TH AVE, CNK-ES-0320  
SEATTLE, WA 98104

CONTRACT		
CONTRACT NO. 5742373	REVISION 0	PAGE 1 of 1
CREATION DATE 14-JAN-2015	BUYER REGINA KEOLKER	
DATE OF REVISION	BUYER	

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
583564	NET30DAYS	Paid	DESTINATION, FREIGHT PAID	Seller Chooses	Telephone: ( )

**DESCRIPTION**

Furnish re-railing equipment as requested by DOT-Light Rail personnel, during the period January 14, 2015 through January 13, 2020, in accordance with King County ITB number 1310-14-GMK and the responding bid of Gensco Equipment, both incorporated by reference as if fully set forth herein.

Standard purchase orders referencing this contract agreement number will be issued by King County to authorize the purchase and payment of goods and/or services. All invoices must reference the individual standard purchase order number to avoid delay in payment.

Authorized Signature

# Invitation to Bid



Department of Executive Services  
Finance and Business Operations Division  
**Procurement and Contract Services Section**  
206-263-9400 TTY Relay: 711

**ADVERTISED DATE: DECEMBER 23, 2014**

**ORIGINAL**

Invitation to Bid (ITB) Title: Re-Railing Equipment

ITB Number: 1310-14-GMK

Due Date: January 6, 2014- 2:00 p.m.

Buyer: Gina Keolker, regina.keolker@kingcounty.gov, 206-263-9316

Alternate Buyer: Amon Billups, amon.billups@kingcounty.gov, 206-263-9306

Furnish re-railing equipment for the First Hill Streetcar as requested by King County personnel in accordance with the attached instructions, requirements and specifications.

**TOTAL BID PRICE:** \$ 127,754.00

No Pre-Bid Conference

Sealed Bids are hereby solicited and will only be received by -  
King County Procurement Services Section  
Chinook Building, 3rd Floor  
401 Fifth Avenue  
Seattle, WA 98104  
Office Hours: 8:00 a.m. – 5:00 p.m.  
Monday - Friday

**BIDDERS SHALL COMPLETE AND SIGN THE FORM BELOW.**

We acknowledge that all Addenda have been examined as part of the Contract documents. The submittal is signed by an authorized representative of the Bidder accepting all terms and conditions contained in the bid and any addenda. We acknowledge that attaching our terms and conditions or modifying the ITB terms and conditions may result in our bid being rejected.

**Company Name**

Gensco Equipment (1990) Inc.

**Address**

53 Carlaw Ave.

**City/State /Postal Code**

Toronto, On, M4M 2R6

**Signature**

**Print name and title**

David Zelunka, Manager

**Email**

david@genscoequip.com

**Phone**

416-465-7521

**Fax**

416-465-4489

**SCS/DBE Certification Number**

Upon request, this Invitation to Bid will be provided in alternative formats such as Braille, large print, audiocassette or computer disk for individuals with disabilities.

## Attachment A - Pricing

Item #	Est Qty	UOM	Description	Unit Price	Extended Price
1	1	Each	Control panel/hydraulic pump with gasoline engine sufficient to support all operations for equipment provided, including color-coded hose connectors. Hydraulic fluid reservoir should be part of this assembly	\$25,290.00	\$25,290.00
2	1	Each	Locked-axle dolly, preferably able to be assembled in situ	\$29,750.00	\$29,750.00
2	3	Each	Telescopic jack/ram approximately fifteen (15) inches in height, capable of lifting a sixty thousand (60,000) pound streetcar in concert with other provided equipment.	\$5,100.00	\$15,300.00
3	3	Each	Telescopic jack/ram approximately eight (8) inches in height, capable of lifting a sixty thousand (60,000) pound streetcar in concert with other provided equipment	\$3,800.00	\$11,400.00
4	2	Each	Cylinder support rings and piston support block (stacking set) sufficient to achieve an extension of thirteen (13) inches.	\$1,420.00	\$2,840.00
5	1	Each	Re-railing bridge approximately seven (7) feet (or 2.2 meters) in length made of aluminum and designed to work with the roller carriage as part of a system with locating holes.	\$7,290.00	\$7,290.00
6	1	Each	Re-railing bridge approximately three (3) feet six (6) inches (or 1.1 meters) in length compatible with item 5, above.	\$3,750.00	\$3,750.00
7	2	Each	Roller carriage compatible with items 5 and 6, above.	\$4,490.00	\$8,980.00
8	1	Each	Adjustable distance bar compatible with item 7, above.	\$3,430.00	\$3,430.00
9	1	Each	Re-railing bridge connector designed to connect items 5 and 6, above	\$590.00	\$590.00
10	4	Pair	Hydraulic hoses, color-coded red/blue, approximately thirty-two (32) feet in length, with protective caps	\$1,050.00	\$4,200.00
11	2	Each/Pair	Dual/single hydraulic hose couplings suitable for use with item 10 above		\$0.00
12	2	Each	Extension hoses, color-coded yellow/blue, approximately thirty-two (32) feet in length, with protective caps		\$0.00
14	1	Each	Hand pump, if required, compatible with bidder's system.	\$3,990.00	\$3,990.00
15	3	Each	Black single hydraulic hoses approximately thirty-two (32) feet in length, if the bidder's system utilizes single hoses.		\$0.00
16	3	Each	Base Plate, if required, compatible with bidder's system	\$448.00	\$1,344.00
17	1	Each	Stopping device for roller carriage, if required, compatible with bidder's system		\$0.00
18	2	Each	Duo traversing jack, or displacing jack, compatible with bidder's system	\$4,800.00	\$9,600.00
				<b>Total</b>	\$127,754.00

**SECTION 6 Bid Response**

**6.1 Rules of Price Evaluation**

Bids meeting all requirements of this ITB will be evaluated on price. Bids stating price in effect at the time of shipment will not be accepted.

**6.2 Delivery**

Delivery is required as soon as possible and not later than ninety (90) days after placement of an order. Bid prices shall include delivery, FOB destination, to the following location(s):

First Hill Streetcar  
848 7<sup>th</sup> Avenue South  
Seattle WA 98134

**6.3 Bidder's Contact Information**

A. Primary Location

Physical Address: 53 Carlaw Ave Toronto, ON, M4M 2R6

Mailing Address: as above

Name of Contact Person: David Zelunka

Email: david@genscoequip.com

Telephone No. (Local/Toll Free): 416-465-7521 / 1-800-268-6797

Fax No. (Local/Toll Free): 416-465-4489

UBI No.: Canadian Tax ID #101984250

Washington State Contractor's License (if applicable): \_\_\_\_\_

State hours and days of operation:

Hours: 9 a.m. to 6 p.m. Days: Mon to Fri

**6.4 Remit Address (where payment will be mailed):**

same as above  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**6.5 Retail and Stocking/Warehouse Facility Locations (if applicable)**

The Contractor shall attach a separate list of the location(s) for all facilities including the address, contact name(s), email(s), telephone number(s), and fax number(s), for each facility.

**6.6 Prompt Pay Discount**

Prompt payment discounts offered by Contractors shall be used to calculate the low bid provided the discount offered allows a minimum of 20 days for payment. The number of days is calculated from the date of acceptance of goods or services or from the date a complete

invoice is date stamped as received by King County, whichever event occurs last, and the check/warrant date. The County will take advantage of any prompt payment discount terms bid. Discount periods shall be extended if:

- The date printed on the invoice is more than three days earlier than the invoice receipt date;
- The delay is caused awaiting a credit memo, invoice correction, adjustment or reissue;
- An invoice is received prior to receiving goods ordered.

**Prompt pay discount offered** \_\_\_\_\_ % - \_\_\_\_\_ **Days, Net** \_\_\_\_\_

## **6.7 Pricing**

In the event of a discrepancy between the unit price and the extended price, the unit price will prevail. Bidders must provide pricing on all items required for their equipment. Failure to do so may result in the bid being rejected as nonresponsive. Bidders shall enter \$0.00 if an item is not required as part of their system.

It is the intent of King County to purchase one (1) complete re-railing system immediately. Parts and additional equipment may be purchased during the remaining contract term.

See Attachment A – Pricing

## Keolker, Regina (Gina)

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**From:** David Zelunka <info@genscoequip.com>  
**Sent:** Wednesday, January 07, 2015 11:49 AM  
**To:** Keolker, Regina (Gina)  
**Subject:** RE: ITB 1310-14; Re-railing Equipment Clarification

I removed the deposit request on this new bid of January 2.

We confirm that no deposit will be required.  
These items do not apply to this bid.

Please advise.

David Zelunka  
GENSCO  
Toronto

Gensco Equipment  
53 Carlaw Avenue  
Toronto, Canada M4M 2R6  
416-465-7521  
Fax: 416-465-4489

Gensco America, Inc.  
5307 Dividend Drive  
Decatur, GA, USA 30035  
770-808-8711  
Fax: 770-808-8739

***Serving Industry World Wide Since 1919***

[www.genscoequip.com](http://www.genscoequip.com)  
[info@genscoequip.com](mailto:info@genscoequip.com)

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**From:** Keolker, Regina (Gina) [<mailto:Regina.Keolker@kingcounty.gov>]  
**Sent:** Wednesday, January 07, 2015 2:31 PM  
**To:** David Zelunka  
**Subject:** ITB 1310-14; Re-railing Equipment Clarification

Good morning David,

As you know, bids for ITB 1310-14-GMK were opened yesterday. Your bid is the lowest, however, it states that you require a deposit and that Gensco terms and conditions of sale apply. Please confirm that these items do not apply to this bid, otherwise we will have to reject your bid as being non-responsive. We are interested in doing business with Gensco, but can't accept terms and conditions that are not part of the original solicitation documents.

I look forward to your clarification shortly.

Gina Keolker | Buyer | King County Finance & Business Operations Division | 206.263.9316

**GENSCO**

**DATE:** January 2, 2015

**PROPOSAL FOR:** KING COUNTY  
PROCUREMENT AND CONTRACT SERVICES  
SECTION  
CHINOOK BUILDING, 3RD FLOOR  
CNK-ES-0340  
401 FIFTH AVENUE  
SEATTLE, WA 98104

**BID NO:** 1310-14-GMK      FIRST HILL STREET CAR

**BID TITLE:** RE-RAILING EQUIPMENT

**BUYER:** GINA KEOLKER

Dear Ms. Keolker,

Thank you for this opportunity to submit a proposal.

Following please find our new proposal in which we quote the LUKAS Re-railing Equipment according to "section 5" of the technical specification "King County Streetcar".

This well-conceived re railing system from *LUKAS* has been the solution of choice throughout the world for decades. Choose genuine quality and a product that enables you to re rail quickly, precisely and safely. This ensures that rail lines are available for traffic again as fast as possible and that your downtime costs are minimized.

LUKAS of Germany is the world leader in the design and supply of re-railing equipment. Sold and supported in North America by Gensco Equipment this system represents over 50 years of development. Gensco Equipment with offices and plant in both Toronto Canada and Decatur, Georgia has been in operation since 1919, supplying a range of industrial products to users throughout North America.

# GENSCO

Continuous re-engineering and technical advancements allows us to offer the genuine LUKAS equipment "with hydraulic piston retraction, which has been patented in 1986.

**Only from LUKAS:** Thanks to the double-acting DUO traversing system you can move the load in both directions along the entire length of a bridge with absolute precision at a safe distance from the control desk without any manual intervention

Please note that for this reason, the requested Stopping Device for roller carriage is not required for the LUKAS system. We have an (built-in) integrated locking pin in the Duo-Traversing Jack. No manual intervention necessary.

## TOP BENEFITS AT A GLANCE

### **Smart & safe**

Our re railing equipment features outstanding user-friendliness and well-designed technology, as demonstrated by its high level of user safety: you can operate our systems at a safe distance. This clever system takes no risks and counteracts unfavorable load distributions. A pressure gauge is assigned to every oil flow or to every lifting or traversing cylinder, making the operating pressure visible.

### **Strong & fast**

Work with the internationally proven pressure of 7685 PSI / 530 bar and a smart traversing system that shortens procedures and saves valuable time.

### **Compact & light**

All components are very compact thanks to their high operating pressure and lightweight design,

# GENSCO

so you have more space in your rail-road vehicle and can transport your re railing equipment to its destination easily and set it up there effortlessly.

## **Top quality & versatility**

Made in Germany: *LUKAS* re railing systems are developed and produced in Germany, so they meet the highest quality standards.

## **DUO traversing unit**

The DUO traversing unit is the only system on the market that allows you to perform the entire operation from a safe distance without manual repositioning, even for heavy loads.

## **Work stress-free with maximum safety**

A locking pin is integrated in the DUO traversing unit. So you can stay outside the danger area while traversing. It is operated from the control desk when locking and unlocking. This safe approach makes it possible to move loads over long distances in both directions. For you that means time savings and safety since manual repositioning of an arrester is unnecessary.

## **Depend on it**

The DUO traversing unit and the roller carriage are equipped with lateral guides to ensure straight movement along the bridge. Integrated sliding plates compensate for vehicle bowing during movement of the load.

To ensure optimum stability and prevent tilting of the cylinders, *LUKAS* uses a re railing bridge with approximately 14" wide (350 mm) width and roller carriages with Teflon coated sliding plates. You avoid inconvenient and time-consuming repositioning.

## **Benefits**

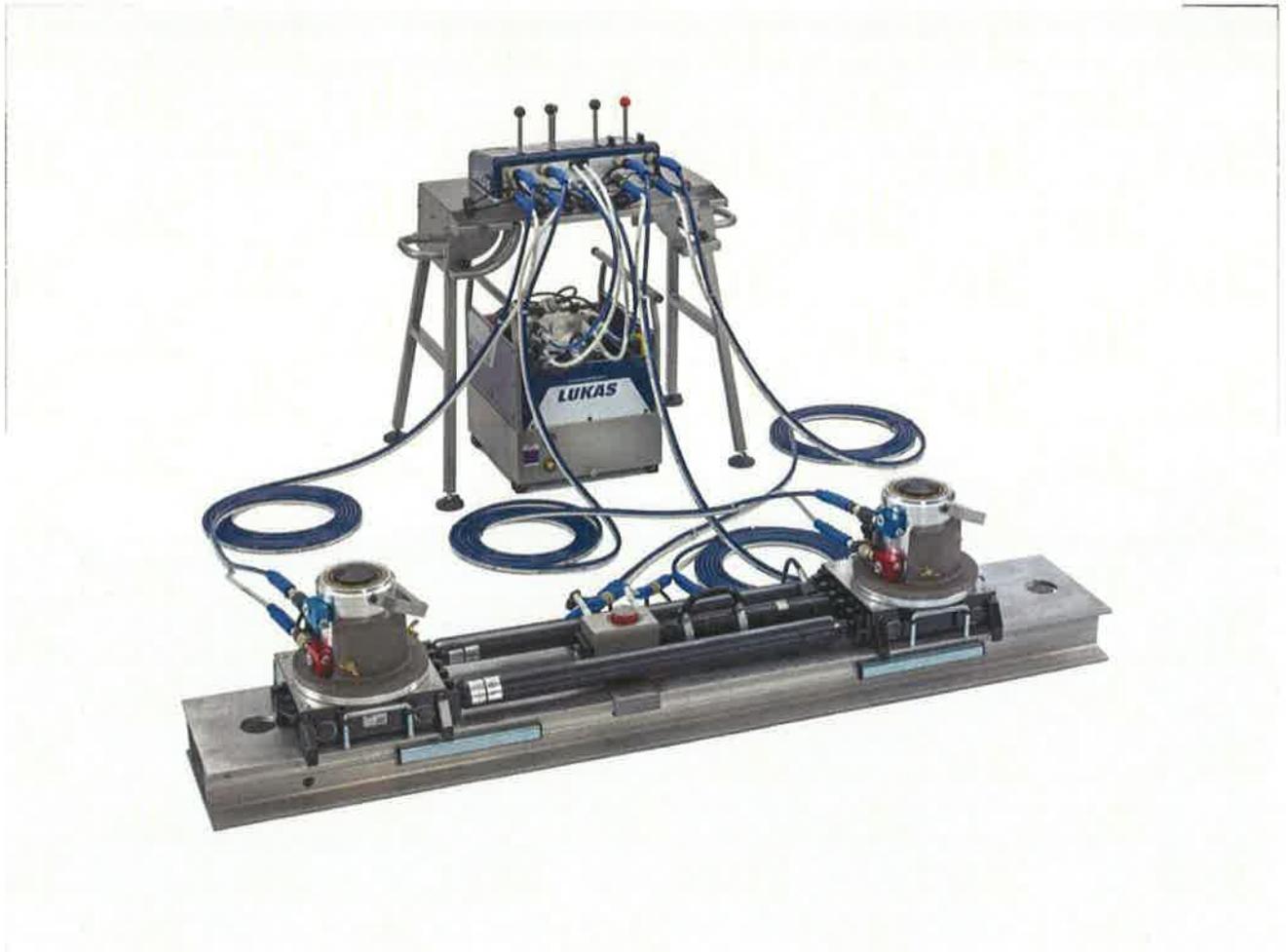
- + Work from the control table – at a safe distance
- + Movement in two directions over the entire Length of the bridge

# GENSCO

- + No manual positioning of arresters in the danger area
- + Minimizes working in ergonomically unhealthy Postures
- + Integrated sliding plates compensate for bowing of vehicle
- + 90 mm bowing without lowering load and repositioning supports
- + Roller carriage with 4 slots to insert distance bars and the DUO traversing unit
- + 2 adjustable distance bars connect the roller carriages and enable safe traversing on the bridge
- + Low total system weight

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System to Include:

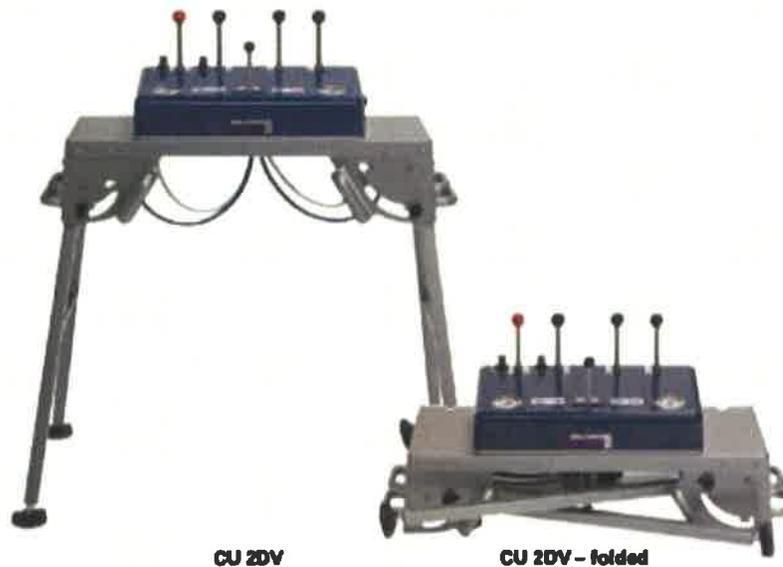


***Please see specification sheet and catalogue description for complete details on each component.***

# GENSCO

# 70-20-10CU 2DV Control Desk QTY 1  
as described in the attached pages

With the new CU 2DV control desk, you have everything under control – at a safe distance. Move derailed vehicles precisely and easily from one place without having to enter the danger area.



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### **Clear objective: precise control**

Thanks to separate oil flows, you can drive each cylinder separately or all of them synchronously, with an oil flow available for each cylinder to give you extremely precise control for safe and synchronized lifting of the load without unwanted counter movements.

### **Easy to operate – quick on the job**

With its smooth, easy-to-use control valves you can lift, lower, traverse and position rail vehicles while precisely monitoring the forces at all times. The unit's clear labeling makes handling easier when things get serious. A pressure gauge is assigned to each hydraulic cylinder so you can keep the load under precise control.

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**Easy handling, minimal space requirements** Well-designed: The new control desk's support frame is foldable to save space in your service vehicle.

**# 70-10-10 GC 650 POWER UNIT** QTY 1  
4 cycle gasoline engine Hydraulic Pump  
4.2 KW / 5.6 HP  
Weighs approx 80 kgs / 176 lbs.  
For 2 hydraulic circuits, 530 BAR / 7685 PSI  
Separate Oil flows for synchronized lifting  
Two working speeds for fast extension without load



**# 70-63-01 Extension Hose Pair**, color coded with non-interchangeable safety couplings 5 Sets of Hoses, 10M each , approx 32 feet length

Including # 15-10-10, 5 x 10 L Hydraulic Oil HLP 10

# GENSCO

All components of the re railing system are connected with an all-purpose hose type that you can use to easily connect the power unit with the control desk, or to connect to the lifting cylinder and the DUO traversing cylinder. The hose pair is equipped with non-interchangeable safety couplings and is available in lengths of 10 m and 20 m.

**\*\* NOTE: Suitable for the power pack to be underneath or next to the control desk, as pictured . Should you wish further separation, (eg 32 feet) another 2 Hose sets would be required.**

**# 840723765N HP 25/T 450R Telescopic Cylinder QTY 2**

Lifting Capacity: Piston 1 650 kN / 73 Tons

Lifting Capacity: Piston 2 266 kN / 30 Tons

Stroke Piston 1: 223 mm / 8.8"

Stroke Piston 2: 227 mm / 8.9"

**# 840721565N HP25/T185R Telescopic Cylinders QTY 2**

Lifting Capacity: Piston 1 650 kN / 73 Tons

Lifting Capacity: Piston 2 301 kN / 33.8 Tons

Stroke Piston 1: 95 mm / 3.7"

Stroke Piston 2: 89 mm / 3.5"

Beside their enormous strength, our telescopic rams also feature thought-out design. High-strength, light alloy aluminum makes them resistant to corrosion and easy to maintain. Thanks to the telescopic design, they combine long piston strokes with a relatively low height.

### **Optimised surfaces**

The surfaces of the piston rods are hard-anodized to protect against damage; the piston guard plates are corrugated and are made from high-strength steel. Best quality for a long service life – at your side.

# GENSCO

## **Integrated hose-break safety valve**

The *LUKAS* hose pairs have an integrated quick stop feature that prevents the uncontrolled lowering of the load, for example if the hose has been damaged.

## **Perfect coordination**

The piston strokes and forces of the various cylinders are coordinated down to the last detail. This means that you remain in control even in difficult situations - fast and safe.



# GENSCO



# 84128/1319    Base plates for Cylinders    QTY 4

# 84072/8863    Stacking Set for HP 25 Cylinders    QTY 2



The base plates increase the jack's ground area and improve its stability many times over. Essential for all lifting tasks.

# GENSCO



The stacking sets can be used to increase the maximum lifting height by up to 19.5" / 495 mm. Depending on the number and height of piston and stacking rings, you can respond in a flexible way with these accessories.

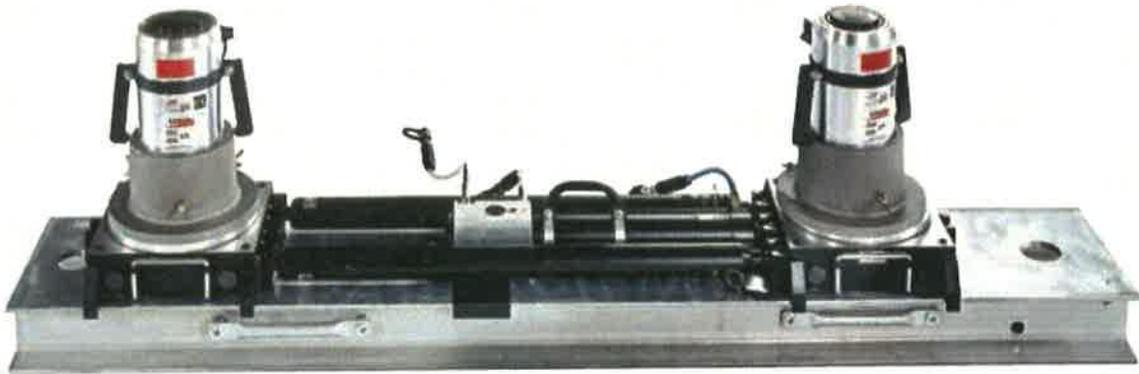


# 84072/6350 Re Railing Bridge QTY 1  
1.1 Meter Long x 140 mm high x 350 mm wide  
43.3" Long x 5.5" high x 13.7" wide  
280 mm Hole Spacing / 11"

# 84072/5750 Re Railing Bridge QTY 1  
2.2 Meter Long x 140 mm high x 350 mm wide  
86.6" Long x 5.5" high x 13.7" wide  
280 mm Hole Spacing / 11"

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The re railing bridge is used as soon as you have raised the derailed vehicle. You can then move the vehicle sideways with one or two roller carriages and the DUO traverse unit. When the vehicle is in the right position, lower it onto the rails. **Connecting re railing bridges:** You can extend the bridges with connecting elements, enabling you to respond to various track widths. Important: The connection points must be supported securely.



The DUO traversing unit is the only system on the market that allows you to perform the entire operation from a safe distance without manual repositioning, even for heavy loads.

### **Work stress-free with maximum safety**

A locking pin is integrated in the DUO traversing unit. So you can stay outside the danger area while traversing. It is operated from the control desk when locking and unlocking. This safe approach makes it possible to move loads over long distances in both directions.

For you that means time savings and safety since manual repositioning of an arrester is unnecessary.

# GENSCO

## Depend on it

The DUO traversing unit and the roller carriage are equipped with lateral guides to ensure straight movement along the bridge.

Integrated sliding plates compensate for vehicle bowing during movement of the load. To ensure optimum stability and prevent tilting of the cylinders, *LUKAS* uses a re-railing bridge with 350 mm width and roller carriages with Teflon coated sliding plates. You avoid inconvenient and time-consuming repositioning

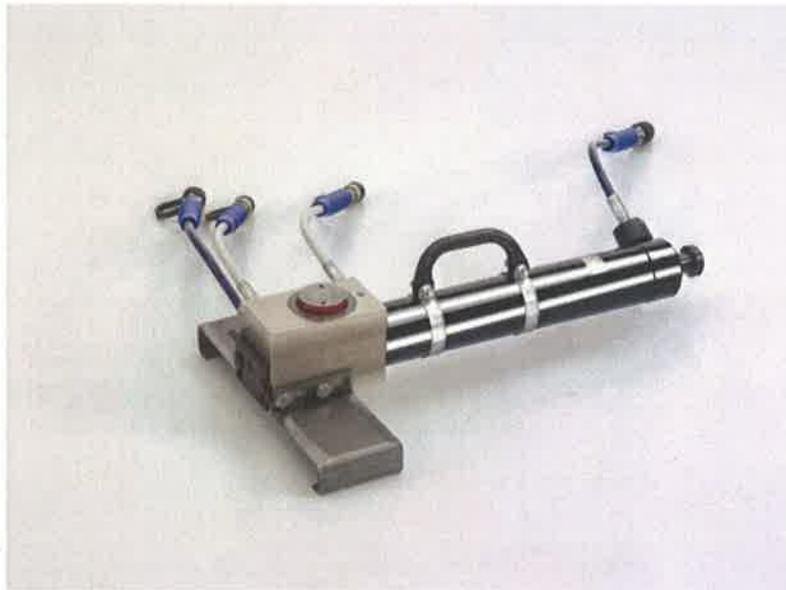
# 84072/6555 Connecting Elements      QTY 1  
for Re-Railing Bridges                      140 mm

# 84072/0640      RC700/350 Roller Carriage with Guide Plates  
QTY 2.      Permissible Load: 750 kN / 84.3 Tons



# GENSCO

# 70-30-10 TC170/90-350 Traversing Jack QTY 1  
for lateral movement. Dual acting hydraulic cylinder  
with hydraulic activated locating pin for re railing bridge



Please note that, the requested Stopping Device for roller carriage is not required for the LUKAS system. We have an (built-in) integrated locking pin in the Duo-Traversing Jack. No manual intervention necessary.

# GENSCO

# LKHR 84072/0571 Distance Bars, Set , QTY 1  
For use with traversing Jack  
Minimum Length: 1030 mm / 40.5"  
Max Length: 1830 mm / 72"



# 84072/6648 ZPH3/4 Manual Hydraulic Hand Pump QTY 1  
Double Acting. Max 500 BAR / 7250 PSI  
For emergency use.



# 70-40-12 Auxiliary Towing Car, Dolly QTY 1  
S 120 kN / 13.5T  
See attachment detail sheet and questionnaire

**GENSCO**

TOTALS: \$ 127,754.00  
United States Dollars

Delivered Seattle, Washington

Delivery: approx 12 weeks after receipt of deposit

GENSCO Terms and Conditions of Sale Apply

Training and Set Up: Is available at extra cost. Please inquire if requested  
Approx 2 days required.

We trust that the above proposal meets with your acceptance and look forward being of future service to KING COUNTY.

Please do not hesitate to contact us should there be any questions.

We would be pleased to visit with you to discuss the features and benefits of the LUKAS re-railing system.

Yours sincerely,

Gensco Equipment (1990) Inc.



Per David Zelunka

DZ/ah