



PROPOSED AGENDA ITEM

MEETING DATE: March 22, 2012

SUBJECT: Equipment Purchase-

SUBMITTED BY: Paul Fritz, Business Manager

DESCRIPTION:

Approval requested to purchase Lab-Volt hydraulics and pneumatics training systems equipment for FMT-Facility Maintenance Technology. The purchase will be funded through the approved Secondary Perkins Local Plan. A plan revision has been submitted and the purchase will be contingent upon PDE approval of the revision.

The vendor is Educational Solutions Enterprises, Effort, PA, which is the sole source provider of this equipment in Pennsylvania.

RECOMMENDATION:

Motion to purchase Lab-Volt training systems from Educational Solutions Enterprises, Effort, PA, in the amount of \$51,697, per their quote dated March 15, 2012 to be used in the Facility Maintenance program, contingent upon funding through the approved Secondary Perkins Local Plan

Educational Solutions Enterprises



P.O. Box 700
Effort, PA 18330
Home Office Phone: (724) 321-2802
Home Office Fax: (724) 406-0118

Price Quotation
3/15/2012
Fluid Power

Prices valid for 60 days
Prices and packages are subject to
change without notice

PREPARED FOR:

Erie Technical School
Tracy Massello

tmassello@ects.org

Consultant		Terms	Delivery	FOB Point	
Steve Beels		Net 30 Days	60-90 Days ARO	Quebec, Canada	
Item#	Qty	Description	Part#	Unit Cost	Extended
1	1	Hydraulics 1 Fundamentals w/Assembled Bench ('A' Frame) + Panels***	6080-R0	\$17,927.00	\$17,927.00
		Includes:			
		1 - Hydraulics Fundamentals (Add-On)	6080-90		
		1 - Hose Rack	6304-00		
		1 - Power Unit	6310-00		
		1 - Directional Valve, Lever-Operated	6320-00		
		1 - Flow Control Valve	6321-00		
		1 - Relief Valve	6322-00		
		1 - Pressure Reducing Valve	6323-00		
		1 - Double-Acting Cylinder, 2.5-cm Bore	6340-00		
		1 - Double-Acting Cylinder, 3.85cm Bore	6341-00		
		1 - Bidirectional Motor and Flywheel	6342-00		
		2 - Pressure Gauge	6350-00		
		1 - Flowmeter	6351-00		
		1 - Loading Device	6380-00		
		2 - Manifold, Five Ports, Fixed	6390-00		
		2 - Manifold, Four Ports, Fixed	6391-00		
		1 - Hose Set	6392-10		
		1 - Hydraulics Fundamentals (Student Manual)	30794-00		
		1 - Hydraulics (Instructor Guide)	30794-10		
		1 - Industrial Hydraulic Technology, Bulletin 0232-B1 by Parker Hannifin Corp. (Textbook)	30794-80		
		1 - Work Surface (Dual A-Frame)	6301-10		
		1 - Assembled Bench (with Dressing Panels and Lockable Front/Rear Doors)	6303-D0		
		2 - Storage Trays	6309-00		
		***Note: If simultaneous work is to be performed on both sides - MUST order additional 6080-90			
2	1	Hydraulic-2 Add-on Package	6080-60	\$8,450.00	\$8,450.00
		Includes:			
		1 - Expanding Work Surface	6302-00		
		1 - Directional Valve, Double-Solenoid Operated	6324-00		

		1 - Directional Valve, Single-Solenoid Operated	6325-00		
		1 - Sequence Valve	6326-00		
		1 - Flow Control Valve, Pressure Compensated	6327-00		
		1 - Check Valve	6328-00		
		1 - DC Power Supply	6360-00		
		2 - Push-Button Station	6361-00		
		1 - Limit-Switch Assembly	6362-00		
		2 - Relay	6363-00		
		1 - Time-Delay Relay / Counter	6364-00		
		2 - Pilot-Lamp Station	6365-00		
		1 - Pressure Switch	6370-00		
		2 - Magnetic Proximity Switch	6371-00		
		1 - Diffuse Reflective Photoelectric Switch	6372-00		
		1 - Connection Leads	6392-A0		
		1 - Electrical Control of Hydraulic Systems (Student Manual)	31228-00		
3		Servo/Proportional Cntrl (Hyd. Add-on)	6080-40	\$10,180.00	
		<i>Includes:</i>			
		1 - Proportional Directional Control Valve	6329-00		
		1 - Signal Conditioners	6366-00		
		1 - PID Controller	6367-00		
		1 - Pressure Transducer	6379-00		
		1 - Position Transducer	6395-00		
		1 - Servo Control of Hydraulic Systems (Student Manual)	31745-00		
4	1	Troubleshooting Hydraulic Circuits	6080-F0	\$6,590.00	\$6,590.00
		<i>Includes:</i>			
		Directional Valve, Lever-Operated	6320-F0		
		Directional Valve, Lever-Operated	6320-G0		
		Pressure Reducing Valve	6323-F0		
		Double-Acting Cylinder, 2.54-cm Bore	6340-F0		
		Double-Acting Cylinder, 3.81-cm Bore	6341-F0		
		Bidirectional Motor and Flywheel	6342-F0		
		Inst. Guide Troubleshooting Hydraulic Circuits	86271-10		
5		Hydraulics Applications - PLC	6082-50	\$2,168.00	
		<i>Includes:</i>			
		1 - Programmable Logic Controller Software (Rockwell Software)	3245-A0		
		1 - PC Interface (Allen Bradley)	3246-40		
		1 - Programmable Logic Controller (Allen Bradley)	3270-40		
		Hydraulics Applications - PLC (Student Manual)	31305-00		
6		Hydraulic Applications - PLC	6082-60	\$3,348.00	
		<i>Includes:</i>			
		1 - Programmable Logic Controller Software (Omron)	3245-20		
		1 - PC Interface (Omron)	3246-20		
		1 - Programmable Logic Controller (Omron)	3270-50		
		Hydraulics Applications - PLC (Student Manual)	31305-00		

7		Hydraulic Applications - PLC	6082-70	\$3,115.00	
		<i>Includes:</i>			
		1 - Programmable Logic Controller Software (Siemens)	3245-30		
		1 - PC Interface (Siemens)	3246-30		
		1 - Programmable Logic Controller (Siemens)	3270-60		
		1 - Hydraulics Applications - PLC (Student Manual)	31305-00		
		Optional Equipment Required to Perform the Exercises:			
8		Digital Tachometer	8920-40	\$595.00	
9		Oil-Resistant Glove	74240-00	\$8.00	
10		Stopwatch	77660-00	\$26.00	
11	1	Sensors Add-On	6085	\$3,620.00	\$3,620.00
		<i>Includes:</i>			
		1 - Background Suppression Photoelectric Switch	6373-00		
		1 - Polarized Retroreflective Photoelectric Switch	6374-00		
		1 - Inductive Proximity Switch	6375-00		
		1 - Capacitive Proximity Switch	6376-00		
		1 - Diffuse Reflective Photoelectric Switch	6377-00		
		1 - Fiber-Optic Photoelectric Switch	6378-00		
		1 - Reflective Block	6396-00		
		1 - Sensors (Student Manual)	32606-00		
		1 - Sensors (Instructor Guide)	32606-10		
12		Sensors Package (Stand Alone)	6085-A0	\$4,161.00	
13		LVSIM-Hydraulics (1 User)	6385-00	\$555.00	
14		LVSIM-Hydraulics (5 User)	6385-A0	\$1,941.00	
15		LVSIM-Hydraulics (10 User)	6385-B0	\$3,327.00	
16		LVSIM-Hydraulics (15 User)	6385-C0	\$4,159.00	
17		LVSIM-Hydraulics (20 User)	6385-D0	\$4,212.00	
18		Hydraulics Manuals on CD-ROM	30794-A0	\$891.00	
19		Hydraulics Add-On	6080-90-SP	\$15,715.00	
20	1	Pneumatics Fundamentals (Add-On)	6081-90	\$5,280.00	\$5,280.00
		Same as 6081-10 without Work Surface Model 6301-00			
21	1	Pneumatic-2 Add-on Package	6081-20	\$5,690.00	\$5,690.00
		<i>Includes:</i>			
		1 - Expanding Work Surface (Large)	6302-00		
		1 - DC Power Supply	6360-00		
		2 - Push-Button Station	6361-00		
		1 - Limit-Switch Assembly	6362-00		
		2 - Relay	6363-00		
		1 - Time-Delay Relay/Counter	6364-00		
		2 - Pilot-Lamp Station	6365-00		
		2 - Magnetic Proximity Switch	6371-00		
		1 - Diffuse Reflective Photoelectric Switch	6372-00		
		1 - Directional Valve, Double-Solenoid Operated	6423-00		

		1 - Directional Valve, Single-Solenoid Operated	6424-00		
		1 - AND Function Valve	6425-00		
		1 - Shuttle Valve	6426-00		
		1 - Quick Exhaust Valve	6427-00		
		1 - Pressure Regulator	6428-00		
		1 - Pressure Switch	6470-00		
		1 - Tees	6490-00		
		1 - Connection Leads	6491-A0		
		1 - Electrical Control of Pneumatic Systems (Student Manual)	31300-00		
22	1	Troubleshooting Pneumatic Circuits	6081-F0	\$2,846.00	\$2,846.00
		<i>Includes:</i>			
		Conditioning Unit	6411-F0		
		Accumulator	6412-F0		
		Vacuum Generator	6413-F0		
		Directional Valve, Push-Button Operated	6420-F0		
		Directional Valve, Double-Air-Pilot Operated	6422-F0		
		Loading Device	6480-F0		
		Tees	6490-F0		
		Long Line	6492-F0		
		Inst. Guide Troubleshooting Pneumatic Circuits	86272-10		
23	1	Pneumatics Applications - PLC	6082-50	\$2,168.00	
		<i>Includes:</i>			
		1 - Programmable Logic Controller Software (Rockwell Software)	3245-A0		
		1 - PC Interface (Allen Bradley)	3246-40		
		1 - Programmable Logic Controller (Allen Bradley)	3270-40		
		Hydraulics Applications - PLC (Student Manual)	31305-00		
24		Pneumatics Applications - PLC	6082-60	\$3,348.00	
		<i>Includes:</i>			
		1 - Programmable Logic Controller Software (Omron)	3245-20		
		1 - PC Interface (Omron)	3246-20		
		1 - Programmable Logic Controller (Omron)	3270-50		
		Hydraulics Applications - PLC (Student Manual)	31305-00		
25		Pneumatics Applications - PLC	6082-70	\$3,115.00	
		<i>Includes:</i>			
		1 - Programmable Logic Controller Software (Siemens)	3245-30		
		1 - PC Interface (Siemens)	3246-30		
		1 - Programmable Logic Controller (Siemens)	3270-60		
		1 - Hydraulics Applications - PLC (Student Manual)	31305-00		
		<i>Optional Equipment Required to Perform the Exercises:</i>			
26		Digital Tachometer	8920-40	\$595.00	
27		Stopwatch	77660-00	\$26.00	
28		Gloves	36399-00	\$8.00	
29		Compressor, Medium Flow	6410-B0	\$8,550.00	

30	2	Storage Trays	6309-00	\$150.00	\$300.00
31		Sensors	6085	\$3,620.00	
		<i>Includes:</i>			
		1 - Background Suppression Photoelectric Switch	6373-00		
		1 - Polarized Retroreflective Photoelectric Switch	6374-00		
		1 - Inductive Proximity Switch	6375-00		
		1 - Capacitive Proximity Switch	6376-00		
		1 - Diffuse Reflective Photoelectric Switch	6377-00		
		1 - Fiber-Optic Photoelectric Switch	6378-00		
		1 - Reflective Block	6396-00		
		1 - Sensors (Student Manual)	32606-00		
		1 - Sensors (Instructor Guide)	32606-10		
32		Sensors Package (Stand Alone)	6085-A0	\$4,161.00	
33		LVSIM-Pneumatics (1 User)	6485-00	\$555.00	
34		LVSIM-Pneumatics (5 User)	6485-A0	\$1,941.00	
35		LVSIM-Pneumatics (10 User)	6485-B0	\$3,327.00	
36		LVSIM-Pneumatics (15 User)	6485-C0	\$4,159.00	
37		LVSIM-Pneumatics (20 User)	6485-D0	\$4,212.00	
38	1	Pneumatics Manual on CD-ROM	31290-A0	\$994.00	\$994.00
			Sub Total		\$51,697.00
			Shipping & Handling		Included
			Set- Up		Included
			Grand Total		\$51,697.00

****Order Additional Work Surfaces (6309) if additional levels are desired****



March 1, 2012

Mr. Paul Fritz
Erie County Technical School
8500 Oliver Road
Erie, PA 16509

Ref: Sole Source Provider

Dear Mr. Fritz,

Thank you for your interest in Lab-Volt products. For your information and records, please be advised that all of the electromechanical products are manufactured by Lab-Volt Systems, Inc., and are available only through authorized Lab-Volt dealers and sales representatives. Our representatives are trained in the operation and service of these products.

Your authorized representative for Lab-Volt products in the state of PA is:

Educational Solutions
P.O. Box 700
Effort, PA 18330

Steve Beels
142 Applewood Lane
Slippery Rock, PA 16057
724/321-2802

Please feel free to contact Educational Solutions if you have any questions or need additional information.

Respectfully yours,

Daniel Rodriguez
Senior Vice President
Sales and Marketing,
Americas
drodriguez@labvolt.com

cc: Educational Solutions