

COBRA CANINE, LLC

Solicitation#: COR61698

May 21, 2014

05/21/14 09:58:08AM  
West Virginia Purchasing Division

### I. Technical Proposal

Cobra Canine would like to offer its services in the fulfillment of RFQ COR61698 regarding the West Virginia Purchasing Divisions-Division of Corrections Request for an open-ended Bid for Patrol, Controlled Dangerous Substance & Tracking Canines. Cobra Canine has successfully helped to select and test, train and deliver many of the best canines globally and hopes to assist with this procurement. Please see our attached Guarantee, References as well as Competitive Price Bid.

Cobra Canine is a compilation of over 22 years of hard work and exhaustive research to bring one of the most unique dog training kennels to special forces, military, police, and government agencies and programs across the globe. The effort undertaken has enabled Cobra Canine to become one of the best handler and dog training specialists and kennels available. We offer unsurpassed program management, handler training and working breed canines for all theaters of life, most notably for special operations missions-including but not limited to narcotics and explosives detection, trailing and tracking as well as patrol and bite work. Cobra Canine has specialized in training military, police and contractual canines and handlers because we understand the importance of creating and maintaining a strong team between both Handler and Canine so that they may protect our men and women in service and most importantly, return from deployed missions safely- whether home or abroad. Using our steadfast team of trainers, our vast canine experience, knowledge and our commitment to excellence, we are able to meet and exceed any organization's goals and needs in relation to all things canine.

Our continued dedication to special operations forces, police, military and government agencies ensures that Handlers and Canines will be given the utmost respect, confidence, and highest level of performance possible. We take our work very seriously as this is not only our expertise but also, most importantly, our passion. We have trained all over the world in some of the most active and dangerous environments that



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exist. We have canines and canine teams in Iraq, Afghanistan, Europe, and both Central and South America as well as across the United States. Cobra Canine has provided training for the Naval Special Warfare Multi Purpose Canine Program since conception, over the last nine years, as well as the U.S. Department of State and the U.S. Secret Service. Not only does our Past Performance attest to the quality of the canines and training we provide, but our customers continually return for our services knowing that we will continue to meet and exceed their expectations.

3.0 Cobra Canine, and our team of Experienced Trainers meet and exceed all of the qualifications as stated in the RFQ. Our Trainers have been working, breeding, selecting and training canines for over 22 years. Cobra Canine easily provides 150 canines or more per year to Police, Law Enforcement, and other Government Agencies. Evidence of our training can be seen across the United States, most notably, with implementing the NSW SEAL Team's MPC Program since inception. Cobra Canine and its owner and Lead Trainer, Jeff Franklin, have created and implemented numerous canine programs for State and Government Departments alike.

4.0 Per the RFQ, Cobra Canine will provide the Agency with the following Contract Items:

**Green Patrol Canine-**

Breeds specified will be German Shepherds, Dutch Shepherds, or Belgian Malinois from working bloodlines. Each Green Canine shall not be less than 12 months to more than 24 months of age. Each Green Canine will be a fully intact male. It is understood that the WVDOC K9 Unit Chief Instructor/Inspector shall make an initial evaluation of the canine. Cobra Canine agrees to replace the canine if he does not successfully complete the 14 week WVDOC Basic Patrol Class and certify on typical patrol K9 tasks such as obedience, partner protection, scent discrimination and tracking in urban/suburban and wilderness settings, building and area searches, building extractions, out and guards, crowd control, bite work, including bite work under gunfire and or return gunfire, and transport. Each Green Patrol Canine will be environmentally sound with the ability to work on multiple types of surfaces, terrain, and obstacles. Canine will be able to work in close proximity with tactical team members.

**Green Controlled Dangerous Substance CDS Canine-**

This will be a retriever canine per the SOW age from 12-24 months. It is understood that the WVDOC K9 Unit Chief Inspector/Instructor shall make the initial evaluation for this canine. Canine will be guaranteed to successfully complete the 13 week K9 Controlled Dangerous Substance Basic Class or will be replaced.



#### Green Tracking/Trailing Canine-

This canine will be a bloodhound breed age from 6-18 months of age. Initial evaluation by the WVDOC K9 Unit Chief and selection will be as previously stated. Canine will be guaranteed to successfully complete the K9 Tracking/Trailing Basic Class and certify on tracking/trailing in urban/suburban and wilderness settings, scent discrimination and identification.

#### Fully Trained Patrol Canine-

An intact, male, 18 to 36 month old German Shepherd, Dutch Shepherd or Belgian Malinois from working bloodlines will be available for selection and evaluation by the K9 Unit Chief Instructor/Inspector. Canine will successfully complete the required obedience tasks including Heel, Sit, down, and stay as well as stay and walk out of site. Each Canine will successfully complete apprehension and protection tasks and have a solid, confident full mouth bite, will out on command, and will be able to perform a call off from an apprehension before a bite. Canine will perform security for the handler during pat down with and without aggression from a decoy. Canine will be able to perform crowd control with multiple decoys alongside other K9 Teams. Each Trained Patrol Canine will be trained in muzzle engagements and hidden sleeve work. Canines shall not show any signs of handler aggression. Canine will also successfully complete tracking tasks upon pickup as well as demonstrate ability to work on any surfaces and be environmentally sound. Canine will be replaced if he does not successfully pass the WVDOC K9 Certification within 4 weeks of pickup.

#### Fully Trained Controlled Dangerous Substance Canine-

Retriever canine breed, 12-30- months of age, available for selection by the K9 Unit Chief Instructor. Canine will be imprinted on Marijuana, heroin, cocaine, and methamphetamine. Canine will be able to perform scans of buildings, packages, people and vehicles, finding narcotics as small as one gram. Canine will be trained with a Kong reward. Canine shall demonstrate environmentally sound behavior and work on all surfaces. Canine will be replaced if it does not pass the WVDOC K9 Certification within 4 weeks of pickup.

#### Fully Trained Tracking/Trailing Canine-



Bloodhound, 6 to 18 months of age, selected by the K9 Unit Chief Instructor/Inspector will complete the WVDOC K9 Unit Tracking/Trailing certification including discrimination between the track layer, as well as be able to cut a track with or without a scent article and will have ability to identify no trail in an area.

#### Replacement Guarantee-

If any canine must be replaced for performance or training issues within the first year from date of purchase, as stated, Cobra Canine will have a replacement at no cost to the agency within 10 working days of notification.

All canines shall have an unconditional general health replacement guarantee for two years from the date of purchase and shall come with vet records. If any canine must be replaced for health issues within the first year from the date of purchase, Cobra Canine will have a replacement at No Cost for the Agency within 30 working days of notification.

Please see the Included Cobra Canine Guarantee.

It will be the responsibility of the Agency to facilitate the return and delivery of any canine to the Cobra Canine Kennel Facility for a Replacement Canine to be furnished. Once the Canine, Blue Book, X-Rays and all Vet Records are returned, the new Canine Replacement will be given.

If a Training Accident or Injury occurs during Handling Exercises or while the Canine is Performing work, this will not be cause or grounds for a return or replacement canine.

#### General Standards of Care-

Cobra Canine believes that in order to have the best working canines, each canines must be impeccably cared for. Cobra Canine's kennel facilities are cleaned several times a day. Each canine's housing and enclosure is kept clean and in good repair, well ventilated and maintained. Canines are not exposed to extreme temperatures or weather conditions. Each primary enclosure has solid flooring to protect and protect from injury. All kennel 'waste' and debris is removed from each canine's enclosure to maintain health and cleanliness of each individual animal.

Per the request of the Agency, a site Visit to our Kennel & Training Headquarters, in Loudon, TN is acceptable.

Please see Included Cobra Canine References.

#### Delivery of Canines-



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Loudon TN 37774

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F: 865-213-4412  
www.cobracanine.com

Canines may be selected at our Headquarters (Kennel & Training Facility) in Loudon, TN. Canines may be taken same day as selection. If canines are selected from our facility, no delivery charges need apply unless the Agency requests we ship or deliver these canines at a later date. If the Agency requests us to deliver the canines, shipping/delivery charges will apply.

Contract Manager-

Contract Manager: Ulrika Franklin, Director of Operations

Telephone Number: 865-458-4402

Fax Number: 865-458-4442

Email Address: [Ulrika@cobracanine.com](mailto:Ulrika@cobracanine.com)

II- Price Proposal

Please See Exhibit A with all Pricing for all Six Canine Types Requested.

Description & Unit Cost Reiterated Below:

Green Patrol Canine	\$6800.00
Green CDS Canine	\$5000.00
Green Tracking/Trailing Canine	\$5000.00
Fully Trained Patrol Canine	\$8500.00
Fully Trained CDS Canine	\$7000.00
Fully Trained Tracking/Trailing Canine	\$7000.00

If Shipping is Requested, here is the additional cost per canine:

\$700 Shipping via Flight Per Canine

\$150 Transportation Crate Per Canine

\$110 Travel Health Certification Per Canine



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If there are any further Questions, please do not hesitate to contact us at your convenience.  
We look forward to hearing from you.

Ulrika Franklin

Director of Operations

Cobra Canine



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## 2014 Guarantee WVA Sol. COR61698

### **Satisfaction Guarantee**

Each dog is guaranteed to be in good health, to the best of our knowledge, at the time of sale. Each dog has been vaccinated against distemper, hepatitis, parvo, and rabies. X-rays will be included with the sale of every dog. Any dog returned will be returned at the expense of the purchaser.

### **Health**

Cobra Canine provides a two-year guarantee against any genetic defect. If during this period a genetic defect is found, Cobra Canine will replace the dog. A letter from a licensed veterinarian is required as evidence stating the dog's genetic condition.

### **Skeletal**

Cobra Canine provides a one-year guarantee on the skeletal system. If a licensed veterinarian discovers a skeletal problem during the first year, Cobra Canine will replace the dog. A letter from the veterinarian must be provided stating the skeletal problem that was found.

### **Workability**

Cobra Canine provides a six months working ability guarantee on each dog. If a problem should arise with the working ability of the dog, Cobra Canine will attempt to fix it. If the problem cannot be corrected, Cobra Canine will replace the dog.





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## Reference List

Arkansas State Police - Atkins, AR – Roby Rhodes

Artrooper408@yahoo.com - (479) 970-5378

Chesapeake Police Department – Chesapeake, VA PD – Sgt. Ward Rhoades

wrhoades@cityofchesapeake.net - (757) 382-6261

Conroe Police Department- Conroe, TX- John McPhillips

jmcphillips@conroeisd.net - (936) 539-0585

Ecuador National Police – Quito, Ecuador - Capt. Patricio Galiano

patogaliano@hotmail.com - 011-593-929-16220

El Salvador Police – San Salvador, El Salvador – Anthony Stapleton

stapletonAK@state.gov - (503) 2501-2430

Guatemala National Police - Guatemala City – Capt. Hector Orellana

hiomk9@yahoo.com - 011-502-532-58229

Hammond Police – Hammond, IN- Kelvin Alcox

kdog303@msn.com - (219) 712-3252

High Point Police Department - High Point, NC – Terence Garrison

Terence.garrison@highpointnc.gov - (336) 442-2231

Johns Creek Police Department- John's Creek, GA- Lt. Nick Curry

nick.curry@johnscreekga.gov - (678) 736-1432



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Louisville Metro Police Department - Louisville, KY – Eddie Westcott  
eddie.westcott@lmpd.loukymetro.org - (502) 817- 0614

Naval Special Warfare – Virginia Beach, VA  
k9maxusa@aol.com - (757) 289-4994

Naval Special Warfare Group 2 - Norfolk, VA – Jeff Birkey  
Jeffery.Birkey@nsweast.socom.mil - (757) 763-2346

Nelson County Police - Nelson County, KY – Richard Hardin  
rhardinmetro@yahoo.com - (502) 377-2918

Newtown Police Department- Newtown, CT -Len Poggi  
len172spd@aol.com- (484) 645-9751

Norfolk Police Department - Norfolk, VA – (757) 441-5822

Sevierville Police Department - Sevierville, TN Lt. Eddie Helton  
ehelton@sevierilletn.org - (865) 755-4941

Triple Canopy Canine Division - Herndon, VA – Andy Shickles  
andrew@bombsearchdogs.com - (309) 275-9547

US Forest Service – Regional office, R3 – Linda Marquette  
lmarquette@fs.fed.us - (505) 842-3317

USSS K-9 Division – Laurel, MD – Kenneth Mowry  
Kenneth.Mowry@ussd.dhs.gov - (301) 928-6687

VIP Canine Search - Louisville, KY – Mark Richardson  
Honor241@aol.com - (502) 643-6525

Virginia Beach Police – Virginia Beach, VA – Billy Hodges  
WHodges@vbgov.com - (757) 375-7582

Wilmington Police - Wilmington, NC - Stafford Brister  
Wpdk926@aol.com - (910) 470-4129



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## Price List 2014

CK9 101 Selection Tested Detection Canine	\$ 5,000.00
CK9 102 Narcotic Trained Detection Canine	\$ 7,000.00
CK9 103 Narcotic Trained Detection Canine with Class	\$ 8,500.00
CK9 104 Explosive Trained Detection Canine	\$ 8,000.00
CK9 105 Explosive Detection Canine with Class	\$ 9,500.00
CK9 106 Selection Tested Multi Purpose Canine	\$ 6,800.00
CK9 107 Pre-Titled Selection Tested Multi Purpose Canine	\$ 7,500.00
CK9 108 Titled Selection Tested Multi Purpose Canine	\$ 9,500.00
CK9 109 Multi Purpose Narcotic Trained Canine	\$ 9,500.00
CK9 110 Multi Purpose Narcotic Trained Canine with Class	\$ 11,000.00
CK9 111 Titled Multi Purpose Narcotic Trained Canine	\$ 11,500.00
CK9 112 Titled Multi Purpose Narcotic Trained Canine w/Class	\$ 13,000.00
CK9 113 Multi Purpose Explosive Trained Canine	\$ 10,500.00
CK9 114 Multi Purpose Explosive Trained Canine with Class	\$ 12,500.00
CK9 115 Titled Multi Purpose Explosive Trained Canine	\$ 12,000.00
CK9 116 Titled Multi Purpose Explosive Trained Canine w/Class	\$ 14,000.00
CK9 117 Cadaver Trained Detection Canine	\$ 8,000.00
CK9 118 Cadaver Trained Detection Canine with Class	\$ 9,500.00
CK9 119 Tracking Class - 3 Weeks	\$ 2,500.00
CK9 120 Detection Class - Class only or Handler only - 3 Weeks	\$ 3,500.00
CK9 121 MPC Class - Class only or Handler only - 5 weeks	\$ 4,000.00
CK9 122 Decoy Training Course – Per week	\$ 1,200.00
CK9 123 Trainers Course - 3 weeks	\$ 4,000.00
CK9 124 Trainers Course - 8 weeks	\$ 6,000.00
CK9 125 Mobile Training Team - Hourly rate	\$ 100.00



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**COR61698 - Patrol, Controlled Dangerous Substance & Tracking Canines**  
**Pricing Page**

**Exhibit A**

Item No.	Description	Unit of Measure	Estimated Annual Quantity *	Unit Price	Extended Amount
4.1.1	Green Patrol Canine	Each	10	\$ 6,800. <sup>00</sup> / <sub>XX</sub>	\$ 68,000. <sup>00</sup>
4.1.2	Green CDS Canine	Each	10	\$ 5,000. <sup>00</sup> / <sub>XX</sub>	\$ 50,000. <sup>00</sup>
4.1.3	Green Tracking/Trailing Canine	Each	5	\$ 5,000. <sup>00</sup> / <sub>XX</sub>	\$ 25,000. <sup>00</sup>
4.1.4	Fully Trained Patrol Canine	Each	1	\$ 8,500. <sup>00</sup> / <sub>XX</sub>	\$ 8,500. <sup>00</sup>
4.1.5	Fully Trained CDS Canine	Each	1	\$ 7,000. <sup>00</sup> / <sub>XX</sub>	\$ 7,000. <sup>00</sup>
4.1.6	Fully Trained Tracking/Trailing Canine	Each	1	\$ 7,000. <sup>00</sup> / <sub>XX</sub>	\$ 7,000. <sup>00</sup>
* See Price Proposal for Shipping Information If Requested				<b>OVERALL TOTAL COST:</b>	\$ 165,500. <sup>00</sup>

<b>Bidder/Vendor Information:</b>	
Name:	Cobra Canine, LLC
Name:	Weika Franklin
Address:	347 Murray's Chapel Rd
	Sweetwater, TN 37874
Phone No.:	865-458-4402
Fax No.:	865-458-4442
Email Address:	weika@cobra canine.com
Authorized Signature	<i>Weika Franklin</i>

\* Estimated Quantities are for Bid Evaluation Purposes Only  
 Failure to use this form may result in disqualification

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STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Cobra Canine, LLC

Authorized Signature: [Signature] (Ureika Franklin) Date: 5/19/14

State of Tennessee

County of Washington, to-wit:

Taken, subscribed, and sworn to before me this 19 day of May, 2014.

My Commission expires 12-2, 2017.

AFFIX SEAL HERE



NOTARY PUBLIC

[Signature]  
Purchasing Affidavit (Revised 07/01/2012)