

| The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, FL 33966 | | Always Honest Air, LLC Attn: Christopher Wilson / Michael Ricker 15800 Brothers Court, #6 Fort Myers, FL 33912 | | | Country Cooling & Heating, Inc. Attn: Kenneth C. Robinson 12920 Palm Beach Boulevard Fort Myers, FL 33905 | | | Page Mechanical Group, LLC Attn: Dave Collins / Sean Jones 4611 Cummins Court Fort Myers, FL 33905 | | |
|--|---|---|-----------------------------------|---------------|--|--|--------------------------|---|--|--------------------------|
| ITN No. N187349AT HVAC Repair Services | | Phone: | (239) 672-1213 | | Phone: | (239) 567-1549 | | Phone: | (239) 275-4406 | |
| Opening Date: Tuesday, November 27, 2018 @ 2:00 PM | | Email: | Chris@alwayshonestair.com | | Email: | | | Email: | Dave.collins@pagemech.com | |
| Revised Date: Tuesday, November 16, 2021 | | Email: | Mike@alwayshonestair.com | | Email: | CountryCooling@gmail.com | | Email: | Sean.jones@pagemech.com | |
| No. | Item Description | Routine Hourly Rate | After Hours/Emergency Hourly Rate | | Negotiated Routine Hourly Rate | Negotiated After Hours/Emergency Hourly Rate | | Negotiated Routine Hourly Rate | Negotiated After Hours/Emergency Hourly Rate | |
| 1. | Mechanical or Refrigeration Service for Direct Exchange Units. Hourly rate includes one (1) service vehicle and basic tools, material and equipment. | | | | | | | | | |
| a. | Factory Trained Service Technician | \$56.00 | \$56.00 | | \$56.00 | \$85.00 | | \$75.00 | \$112.50 | |
| b. | EPA Certified Mechanical Contractor | \$56.00 | \$56.00 | | \$56.00 | \$85.00 | | \$75.00 | \$112.50 | |
| 2. | Eddy Current Tube Testing or Service for 20 ton or greater Chilled Water Systems including Magnetic Bearing Centrifugal Chillers. Hourly rate includes one (1) service vehicle and basic, tools, material and equipment. | | | | | | | | | |
| a. | Factory Trained Service Technician | \$65.00 | \$75.00 | | \$63.00 | \$95.00 | | \$137.50 | \$206.25 | |
| b. | EPA Certified Mechanical Contractor | \$65.00 | \$75.00 | | \$63.00 | \$95.00 | | \$137.50 | \$206.25 | |
| 3. | Repair and Replacement of Piping, Insulation, or Ductwork. Hourly rate includes one (1) service vehicle and basic, tools, material and equipment. | | | | | | | | | |
| a. | Factory Trained Service Technician | \$46.00 | \$46.00 | | \$46.00 | \$70.00 | | \$75.00 | \$112.50 | |
| 4. | Additional Labor Categories and Rates | | | | | | | | | |
| a. | Supervisor | \$53.00 | \$53.00 | | \$52.00 | \$70.00 | | \$75.00 | \$112.50 | |
| b. | Helper, of any kind | \$30.00 | \$30.00 | | \$33.00 | \$46.00 | | \$65.00 | \$97.50 | |
| c. | Electrician | \$50.00 | \$50.00 | | \$52.00 | \$70.00 | | \$75.00 | \$112.50 | |
| d. | Heavy Equipment Operator (must include license) | \$37.00 | \$37.00 | | \$37.00 | \$56.00 | | \$75.00 | \$112.50 | |
| e. | General Laborer | \$15.00 | \$15.00 | | \$18.00 | \$28.00 | | \$65.00 | \$97.50 | |
| f. | Welder | \$37.00 | \$37.00 | | \$54.00 | \$68.00 | | \$75.00 | \$112.50 | |
| g. | Pipe Fitter | \$46.00 | \$46.00 | | \$54.00 | \$70.00 | | \$75.00 | \$112.50 | |
| h. | Insulator | \$36.00 | \$36.00 | | \$46.00 | \$70.00 | | \$75.00 | \$112.50 | |
| 5. | Equipment Rates including delivery | Hourly | Daily | Weekly | Negotiated Hourly | Negotiated Daily | Negotiated Weekly | Negotiated Hourly | Negotiated Daily | Negotiated Weekly |
| a. | One (1) additional service vehicle | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| b. | Dump Truck | \$68.00 | \$589.00 | \$2,350.00 | \$74.00 | \$500.00 | \$2,000.00 | NO BID | NO BID | NO BID |
| c. | Trailer | \$40.00 | \$75.00 | \$350.00 | \$44.00 | \$79.00 | \$300.00 | \$55.00 | \$100.00 | \$400.00 |
| d. | Mini-Excavator | \$32.00 | \$162.00 | \$500.00 | \$34.00 | \$164.00 | \$500.00 | NO BID | \$350.00 | \$700.00 |
| e. | Excavator | \$64.00 | \$246.00 | \$862.00 | \$64.00 | \$250.00 | \$800.00 | NO BID | NO BID | NO BID |
| f. | Back Hoe/Front End Loader | \$48.00 | \$195.00 | \$700.00 | \$50.00 | \$225.00 | \$750.00 | NO BID | NO BID | NO BID |
| g. | Powered Pavement Cutter | \$15.00 | \$78.00 | \$320.00 | \$15.00 | \$85.00 | \$325.00 | \$25.00 | \$150.00 | \$550.00 |
| h. | Walk-Behind Compactor | \$15.00 | \$40.00 | \$165.00 | \$15.00 | \$42.00 | \$168.00 | \$25.00 | \$75.00 | \$300.00 |
| i. | Crane | \$120.00 | \$900.00 | \$4,300.00 | \$120.00 | \$960.00 | \$2,400.00 | \$170.00 | \$1,360.00 | \$5,500.00 |
| j. | Telescoping Lift | \$75.00 | \$375.00 | \$400.00 | \$75.00 | \$220.00 | \$412.00 | NO BID | NO BID | NO BID |
| k. | Dehumidification Unit | \$35.00 | \$168.00 | \$700.00 | \$20.00 | \$95.00 | \$380.00 | NO BID | \$210.00 | \$980.00 |
| l. | Other equipment defined by Proposer (include additional page or lines as needed) | \$0.00 | \$0.00 | \$0.00 | N/A | N/A | N/A | NO BID | NO BID | NO BID |

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|--|---|------------------------|--|---------------------------|---------------------------------|---|---------------------------|--------------------------------|--|---------------------------|--|
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| Opening Date: Tuesday, November 27, 2018 @ 2:00 PM | | | Email: | Chris@alwayshonestair.com | Email: | | Email: | Dave.collins@pagemech.com | | | |
| Revised Date: Tuesday, November 16, 2021 | | | Email: | Mike@alwayshonestair.com | Email: | CountryCooling@gmail.com | Email: | Sean.jones@pagemech.com | | | |
| No. | Item Description | Always Honest Air, LLC | | | Country Cooling & Heating, Inc. | | | Page Mechanical Group, LLC | | | |
| | | Routine Hourly Rate | After Hours/Emergency Hourly Rate | | Negotiated Routine Hourly Rate | Negotiated After Hours/Emergency Hourly Rate | | Negotiated Routine Hourly Rate | Negotiated After Hours/Emergency Hourly Rate | | |
| 6. | Aftermarket Parts and Additional Materials as approved (include additional page or lines as needed) | Manufacturer | Mark-up (+) % | Discount (-) % | Negotiated Manufacturer | Negotiated Mark-up (+) % | Negotiated Discount (-) % | Negotiated Manufacturer | Negotiated Mark-up (+) % | Negotiated Discount (-) % | |
| a. | Equipment Rental (not to exceed 5%) | All | 4% | 0% | Any | 5% | None | All | 5% | 0% | |
| b. | After Market (Non-OEM) Parts | All | 5% | 0% | Any | 5% | None | All | 15% | 0% | |
| c. | Materials (Piping, Insulation, etc.) | All | 5% | 0% | Any | 5% | None | All | 15% | 0% | |
| Required Submittal Checklist | | Yes | | | Yes | | | Yes | | | |
| Attachment A - Proposal Response Form REVISED | | Yes | | | Yes | | | Yes | | | |
| Attachment B - Reference Form | | Yes | | | Yes | | | Yes | | | |
| Attachment C - Insurance Requirements Form | | Yes | | | Yes | | | Yes | | | |
| Attachment D - Addenda Acknowledgement Form | | Yes | | | Yes | | | Yes | | | |
| Attachment E - Debarment Form | | Yes | | | Yes | | | Yes | | | |
| Attachment F - Drug Free Workplace Certificate | | Yes | | | Yes | | | Yes | | | |
| Attachment G - Public Entities Crime Form - Notarized | | Yes | | | Yes | | | Yes | | | |
| Attachment H - Guarantee/Warranty/Compliance/Distance to Site Form | | Yes | | | Yes | | | Yes | | | |
| Attachment I - Emergency/Storm Related Catastrophe Agreement | | Yes | | | Yes | | | Yes | | | |
| Attachment J - Waiver of Trade Secret | | Yes | | | Yes | | | Yes | | | |
| Attachment K - Scrutinized Company Certification | | Yes | | | Yes | | | Yes | | | |
| Attachment L - Sealed Proposal Label | | Yes | | | Yes | | | Yes | | | |
| Letter of Transmittal | | Yes | | | Yes | | | Yes | | | |
| Related Experience, Key Personnel, List of Heavy Equipment | | Yes | | | Yes | | | Yes | | | |
| Evidence of office within 50 miles of Maintenance Department | | Yes | | | Yes | | | Yes | | | |
| Florida Business License | | Yes | | | Yes | | | Yes | | | |
| EPA Certification - Universal | | No | | | Yes | | | Yes | | | |
| Contractor's Class A License | | Yes | | | Yes | | | Yes | | | |
| Factory Trained Certifications | | Yes | | | Yes | | | Yes | | | |
| Heavy Equipment Operator's License & Safety Certification | | No | | | Yes | | | Yes | | | |
| (1) original and (6) copies of submittal | | Yes | | | Yes | | | Yes | | | |
| Electronic Copy of Submittal | | Yes | | | Yes | | | Yes | | | |

| The School District of Lee County Department of Procurement Services 2855 Colonial Blvd. Fort Myers, FL 33966 | | Tampa Bay System Sales d/b/a Tampa Bay Trane Attn: Doug Cohn 902 North Himes Avenue Tampa, FL 33609 | | United Mechanical, Inc. Attn: James Cloonan / Mike Clark 8170 Mainline Parkway Fort Myers, FL 33912 | | Wentco, Inc. Attn: Ron Reynolds / Matt Davidson 5877 Enterprise Parkway Fort Myers, FL 33905 | | | |
|--|--|---|--------------------------------------|--|--|---|--|------------------|-------------------|
| ITN No. N187349AT HVAC Repair Services | | Phone: | (813) 877-8251 | Phone: | (239) 939-4502 | Phone: | (239) 694-2700 | | |
| Opening Date: Tuesday, November 27, 2018 @ 2:00 PM | | Email: | | Email: | Jcloonan@umihvac.com | Email: | Ron.Reynolds@wentcoinc.com | | |
| Revised Date: Tuesday, November 16, 2021 | | Email: | Mike.Henson@Trane.com | Email: | Mclark@umihvac.com | Email: | Matt.Davidson@wentcoinc.com | | |
| No. | Item Description | Routine Hourly Rate | After Hours/Emergency Hourly Rate | Negotiated Routine Hourly Rate | Negotiated After Hours/Emergency Hourly Rate | Negotiated Routine Hourly Rate | Negotiated After Hours/Emergency Hourly Rate | | |
| 1. | Mechanical or Refrigeration Service for Direct Exchange Units. Hourly rate includes one (1) service vehicle and basic tools, material and equipment. | | | | | | | | |
| a. | Factory Trained Service Technician | | | \$85.00 | \$127.50 | \$65.50 | \$89.00 | | |
| b. | EPA Certified Mechanical Contractor | | | \$85.00 | \$127.50 | \$65.50 | \$89.00 | | |
| 2. | Eddy Current Tube Testing or Service for 20 ton or greater Chilled Water Systems including Magnetic Bearing Centrifugal Chillers. Hourly rate includes one (1) service vehicle and basic, tools, material and equipment. | | | | | | | | |
| a. | Factory Trained Service Technician | | | \$150.00 | \$225.00 | \$95.00 | \$125.00 | | |
| b. | EPA Certified Mechanical Contractor | | | \$150.00 | \$225.00 | \$95.00 | \$125.00 | | |
| 3. | Repair and Replacement of Piping, Insulation, or Ductwork. Hourly rate includes one (1) service vehicle and basic, tools, material and equipment. | | | | | | | | |
| a. | Factory Trained Service Technician | | | \$75.00 | \$112.50 | \$55.50 | \$76.00 | | |
| 4. | Additional Labor Categories and Rates | | | | | | | | |
| a. | Supervisor | | | \$100.00 | \$150.00 | \$95.00 | \$125.00 | | |
| b. | Helper, of any kind | | | \$70.00 | \$105.00 | \$33.00 | \$46.00 | | |
| c. | Electrician | | | \$85.00 | \$127.50 | \$63.50 | \$81.50 | | |
| d. | Heavy Equipment Operator (must include license) | | | NO BID | NO BID | \$51.00 | \$69.00 | | |
| e. | General Laborer | | | \$70.00 | \$105.00 | \$45.00 | \$56.00 | | |
| f. | Welder | | | \$85.00 | \$127.50 | \$54.00 | \$68.00 | | |
| g. | Pipe Fitter | | | \$85.00 | \$127.50 | \$59.50 | \$76.50 | | |
| h. | Insulator | | | \$85.00 | \$127.50 | \$55.50 | \$75.50 | | |
| 5. | Equipment Rates including delivery | | | | | | | | |
| a. | One (1) additional service vehicle | | | Hourly | Daily | Weekly | Negotiated Hourly | Negotiated Daily | Negotiated Weekly |
| b. | Dump Truck | | | NO BID | NO BID | NO BID | \$0.00 | \$0.00 | \$0.00 |
| c. | Trailer | | | NO BID | NO BID | NO BID | \$74.00 | \$550.00 | \$2,200.00 |
| d. | Mini-Excavator | | | NO BID | NO BID | NO BID | \$44.00 | \$87.00 | \$300.00 |
| e. | Excavator | | | NO BID | NO BID | NO BID | NO BID | \$302.00 | \$825.00 |
| f. | Back Hoe/Front End Loader | | | NO BID | NO BID | NO BID | NO BID | \$495.00 | \$1,375.00 |
| g. | Powered Pavement Cutter | | | NO BID | NO BID | NO BID | NO BID | \$495.00 | \$1,210.00 |
| h. | Walk-Behind Compactor | | | NO BID | NO BID | NO BID | \$45.00 | \$95.00 | \$380.00 |
| i. | Crane | | | NO BID | NO BID | NO BID | \$45.00 | \$95.00 | \$380.00 |
| j. | Telescoping Lift | | | NO BID | NO BID | NO BID | \$165.00 | \$1,320.00 | \$6,600.00 |
| k. | Dehumidification Unit | | | NO BID | NO BID | NO BID | NO BID | \$220.00 | \$412.00 |
| l. | Other equipment defined by Proposer (include additional page or lines as needed) | | | NO BID | NO BID | NO BID | \$45.00 | \$95.00 | \$380.00 |
| | | | | NO BID | NO BID | NO BID | NO BID | NO BID | NO BID |


NO BID

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| Revised Date: Tuesday, November 16, 2021 | | Email: | Mike.Henson@Trane.com | | Email: | Mclark@umihvac.com | | Email: | Matt.Davidson@wentcoinc.com | |
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| 6. | Aftermarket Parts and Additional Materials as approved (include additional page or lines as needed) | Manufacturer | Mark-up (+) % | Discount (-) % | Negotiated Manufacturer | Negotiated Mark-up (+) % | Negotiated Discount (-) % | Negotiated Manufacturer | Negotiated Mark-up (+) % | Negotiated Discount (-) % |
| a. | Equipment Rental (not to exceed 5%) | NO BID | | | Sunbelt | 5% | 0% | All | 5% | NO BID |
| b. | After Market (Non-OEM) Parts | | | | All | 25% | 0% | All | 5% | NO BID |
| c. | Materials (Piping, Insulation, etc.) | | | | All | 25% | 0% | All | 5% | NO BID |
| Required Submittal Checklist | | | | | | | Yes | | Yes | |
| Attachment A - Proposal Response Form REVISED | | | | | | | Yes | | Yes | |
| Attachment B - Reference Form | | | | | | | No | | Yes | |
| Attachment C - Insurance Requirements Form | | | | | | | Yes | | Yes | |
| Attachment D - Addenda Acknowledgement Form | | | | | | | Yes | | Yes | |
| Attachment E - Debarment Form | | | | | | | Yes | | Yes | |
| Attachment F - Drug Free Workplace Certificate | | | | | | | Yes | | Yes | |
| Attachment G - Public Entities Crime Form - Notarized | | | | | | | Yes | | Yes | |
| Attachment H - Guarantee/Warranty/Compliance/Distance to Site Form | | | | | | | Yes | | Yes | |
| Attachment I - Emergency/Storm Related Catastrophe Agreement | | | | | | | Yes | | Yes | |
| Attachment J - Waiver of Trade Secret | | | | | | | Yes | | Yes | |
| Attachment K - Scrutinized Company Certification | | | | | | | Yes | | Yes | |
| Attachment L - Sealed Proposal Label | | | | | | | Yes | | Yes | |
| Letter of Transmittal | | | | | | | Yes | | Yes | |
| Related Experience, Key Personnel, List of Heavy Equipment | | | | | | | Yes | | Yes | |
| Evidence of office within 50 miles of Maintenance Department | | | | | | | Yes | | Yes | |
| Florida Business License | | | | | | | Yes | | Yes | |
| EPA Certification - Universal | | | | Yes | | Yes | | | | |
| Contractor's Class A License | | | | Yes | | Yes | | | | |
| Factory Trained Certifications | | | | Yes | | Yes | | | | |
| Heavy Equipment Operator's License & Safety Certification | | | | Yes | | Yes | | | | |
| (1) original and (6) copies of submittal | | | | Yes | | Yes | | | | |
| Electronic Copy of Submittal | | | | Yes | | Yes | | | | |

49 Vendor(s) Were Notified of ITN
 5 Vendor(s) Submitted Responsive Proposals
 1 Vendor(s) Submitted a No Bid
 0 Vendor(s) Were Non-Responsive
 43 Vendor(s) Did Not Respond

= Primary Vendor(s)
 = Secondary Vendor(s)

IT IS RECOMMENDED THIS ITN BE AWARDED TO COUNTRY COOLING & HEATING, INC., PAGE MECHANICAL GROUP, INC., AND WENTCO, INC. AS PRIMARY VENDORS AND UNITED MECHANICAL, INC. AS SECONDARY VENDOR, BASED ON THE EVALUATION COMMITTEE RANKING AND NEGOTIATED RATES.

APPROVED BY: 
 April Turpin, Procurement Agent
 Department of Procurement Services

Date: December 19, 2018

ATTENTION SCHOOL DISTRICT PERSONNEL:
 ITN NUMBER, ITEM NUMBER, AND DESCRIPTION MUST BE ON REQUISITION.
 TABULATION ONLY. THIS IS NOT A PURCHASE ORDER.

**HVAC Repair Services
ITN No. N187349AT
Evaluation Committee
Scoring of Written Proposals**

| CONTRACTOR | <u>FINAL SCORE</u> | <u>FINAL RANKING</u> |
|--|-------------------------------|---------------------------------|
| ALWAYS HONEST AIR, LLC | 175 | 5 |
| COUNTRY COOLING & HEATING, INC. | 372 | 3 |
| PAGE MECHANICAL GROUP, LLC | 459 | 1 |
| UNITED MECHANICAL, INC. | 346 | 4 |
| WENTCO, INC. | 421 | 2 |

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5 Vendor(s) Submitted Responsive Proposals
1 Vendor(s) Submitted a No Bid
0 Vendor(s) Were Non-Responsive
43 Vendor(s) Did Not Respond

Approved By: _____
Date: December 19, 2018



April Turpin, Procurement Agent