

RFP-RH-17-004 Repair	R.W. Mead & Sons 33795 Riviera Fraser, MI 48026 Edward Gorecki 586-296-3650	North Star Refrigeration, Heating and Cooling, Inc. 50650 Corporate Drive Shelby Twp., MI 48315 John DesJardins 586-939-0070	K & S Ventures Inc. 2653 Auburn Rd. Auburn Hills, MI 48236-3115 Randy Blomberg 248-299-4212 ext. 201
2-Full Service contracts information?	Provided	Provided	Provided
4-Preventive Maintenance contracts information?	Provided	Provided	Provided
Procedures After-hours & Emergency Calls?	Provided procedure, no response time given	Provided procedure. States response times per contract	Provided. One hour response time.
Comply with State of MI & Fed EEO?	Yes	Yes	Yes
How many yrs performing HVAC maint. work?	40-years	26-years	26-years
Do you inventory parts at local office?	Yes	Yes	Yes
If no, how do you acquire replacement parts?	n/a	n/a	
Type of Organization:	Corporation	Corporation	Corporation
Number of full-time and part-time employees:	60-full time employees; 0-part time employees	104-full time employees; 0-part time employees	20-full time employees; 6-part time employees
What % of business is maintenance work?	40%	91%	40%
Were samples provided of computer generated PM task sheets the mechanics use?	Yes	Yes	Yes
Will you provide a specific HVAC mechanic to List licenses:	Yes Provided	Yes Provided	Yes Provided
What training has the HVAC mechanic rec'd?	Provided	Provided	Provided
Will a Service/Acct Manager be assigned to the	Yes	Yes	Yes
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	28-years	20-years	21-years
How many yrs of exp does Svs/Acct Mgr have managing svs accts?	28-years	20-years	18-years
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes	Yes	Yes
Hourly Rates - First Year:	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri
	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday
	Journeyman Serv. \$80.00 \$113.00 \$113.00 \$152.00 \$152.00	Journeyman \$91.00 \$136.50 \$136.50 \$136.50 \$182.00	Journeyman HVA \$75.00 \$105.00 \$105.00 \$130.00 \$130.00
	Controls Tech. \$100.00 \$145.00 \$145.00 \$175.00 \$175.00		BMS Specialist \$100.00 \$145.00 \$145.00 \$175.00 \$175.00
	HVAC Apprentice \$74.00 \$105.00 \$105.00 \$140.00 \$140.00		
	List exceptions to the above chart: Bldg. Mgmt. Specialist \$110 per hr.	List exceptions to the above chart:	List exceptions to the above chart:
Hourly Rates - Second Year:	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri
	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday
	Journeyman Serv. \$80.00 \$113.00 \$113.00 \$152.00 \$152.00	Journeyman \$93.00 \$139.50 \$139.50 \$139.50 \$186.00	Journeyman HVA \$75.00 \$105.00 \$105.00 \$130.00 \$130.00
	Controls Tech. \$100.00 \$145.00 \$145.00 \$175.00 \$175.00		BMS Specialist \$100.00 \$145.00 \$145.00 \$175.00 \$175.00

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	HVAC Apprentice \$74.00 \$105.00 \$105.00 \$140.00 \$140.00		
	List exceptions to the above chart: Bldg. Mgmt. Specialist \$110 per hr.	List exceptions to the above chart:	List exceptions to the above chart:
Hourly Rates - Third Year:	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri
	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday
	Journeyman Serv. \$82.00 \$115.00 \$115.00 \$155.00 \$155.00	Journeyman \$95.00 \$142.50 \$142.50 \$142.50 \$190.00	Journeyman HVA \$75.00 \$105.00 \$105.00 \$130.00 \$130.00
	Controls Tech. \$103.00 \$148.00 \$148.00 \$178.00 \$178.00		BMS Specialist \$100.00 \$145.00 \$145.00 \$175.00 \$175.00
	HVAC Apprentice \$76.00 \$107.00 \$107.00 \$142.00 \$142.00		
	List exceptions to the above chart: Bldg. Mgmt. Specialist \$120 per hr.	List exceptions to the above chart:	List exceptions to the above chart:
Explain company's policy in charging overtime costs for services	Overtime services must be approved by the customer before charged.	As per times listed above.	Overtime is considered before 7 a.m. and after 5 p.m. Monday through Friday, all Saturdays, Sundays, and Holidays
How will the Owner be charged for materials?	Will be notified with a cost of materials either verbally or written quote.	Discount	Option to purchase from K&S at wholesale plus a markup of 20%.
If Mark-Up: Is mark-up % over wholesale cost?			Yes
What is the mark-up %?			20%
OR			
If Discount: Is the discount % less list cost?	Yes	Yes	
What is the discount %?	15%	15%	
Cost for Boil Water Treatment	\$200 plus chemical per year. Chemical is \$32 per gallon.	\$2400 per year	\$2400 per year
Any other costs/charges not identified?	No	Yes	No
If yes, identify charges & incld costs in order to be acceptable.		Truck charge of \$49 per day. All travel to, from and between locations at applicable rate	
Will there be any subcontractors?	Yes. Rates were not provided.	No. Response says Boiler Water Treatment at Fixed cost.	No
Was a sample service agreement included?	No	No	Yes
Was a resume of the company provided	No	Yes	Yes
Can you meet City's insurance requirements.	Yes	Yes	Yes
Provide address of facility & distance (in miles)	Provided	Provided	Provided
How Many Miles?	17	8.2	1 mile
Additional Comments:			Currently holds the PM maintenance contract with the City.
2-Preventative Visits per year	Yearly Lump Sum	Yearly Lump Sum	Yearly Lump Sum

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PM Contract for RH <u>City Hall</u> , 1000 Rochester Hills Dr	1st year \$3,700.00 2nd year <u>\$3,700.00</u> TOTAL 1st & 2nd years \$7,400.00 3rd year \$3,800.00 TOTAL 3rd year \$3,800.00 Yearly Lump Sum	1st year \$23,652.00 2nd year <u>\$24,360.00</u> TOTAL 1st & 2nd years \$48,012.00 3rd year \$25,092.00 TOTAL 3rd year \$25,092.00 Yearly Lump Sum	1st year \$3,750.00 2nd year <u>\$3,750.00</u> TOTAL 1st & 2nd years \$7,500.00 3rd year \$3,750.00 TOTAL 3rd year \$3,750.00 Yearly Lump Sum
2-Preventative Visits per year PM Contract for <u>Fire Station # 1</u> , 1111 Horizon Court	1st year \$1,600.00 2nd year <u>\$1,650.00</u> TOTAL 1st & 2nd years \$3,250.00 3rd year \$1,750.00 TOTAL 3rd year \$1,750.00 Yearly Lump Sum	1st year \$5,748.00 2nd year <u>\$5,916.00</u> TOTAL 1st & 2nd years \$11,664.00 3rd year \$6,096.00 TOTAL 3rd year \$6,096.00 Yearly Lump Sum	1st year \$1,610.00 2nd year <u>\$1,610.00</u> TOTAL 1st & 2nd years \$3,220.00 3rd year \$1,610.00 TOTAL 3rd year \$1,610.00 Yearly Lump Sum
2-Preventative Visits per year PM Contract for <u>OCSO Substation</u> , 750 Barclay Circle	1st year \$2,100.00 2nd year <u>\$2,100.00</u> TOTAL 1st & 2nd years \$4,200.00 3rd year \$2,200.00 TOTAL 3rd year \$2,200.00 Yearly Lump Sum	1st year \$6,912.00 2nd year <u>\$7,116.00</u> TOTAL 1st & 2nd years \$14,028.00 3rd year \$7,332.00 TOTAL 3rd year \$7,332.00 Yearly Lump Sum	1st year \$2,130.00 2nd year <u>\$2,130.00</u> TOTAL 1st & 2nd years \$4,260.00 3rd year \$2,130.00 TOTAL 3rd year \$2,130.00 Yearly Lump Sum
12-Preventative Visits per year PM Contract for <u>DPS Garage</u> , 511 East Auburn	1st year \$4,850.00 2nd year <u>\$4,950.00</u> TOTAL 1st & 2nd years \$9,800.00 3rd year \$5,050.00 TOTAL 3rd year \$5,050.00 Yearly Lump Sum	1st year \$25,440.00 2nd year <u>\$26,208.00</u> TOTAL 1st & 2nd years \$51,648.00 3rd year \$27,000.00 TOTAL 3rd year \$27,000.00 Yearly Lump Sum	1st year \$5,210.00 2nd year <u>\$5,210.00</u> TOTAL 1st & 2nd years \$10,420.00 3rd year \$5,210.00 TOTAL 3rd year \$5,210.00 Yearly Lump Sum
	\$24,650.00 Total of all Bldgs for years 1-2 PM Contracts \$12,800.00 Total of all Bldgs for Year 3 PM Contracts \$37,450.00	\$125,352.00 Total of all Bldgs for years 1-2 PM Contracts \$65,520.00 Total of all Bldgs for Year 3 PM Contracts \$190,872.00	\$25,400.00 Total of all Bldgs for years 1-2 PM Contracts \$12,700.00 Total of all Bldgs for Year 3 PM Contracts \$38,100.00

RFP-RH-17-004 Repair	Siemens Industry, Inc. 45470 Commerce Center Drive Plymouth Township, MI 48170 Nathaniel Brown 734-386-6490	Johnson Controls, Inc. 2875 High Meadow Circle Auburn Hills, MI 48312 Marta Misztura 248-276-6000
2-Full Service contracts information?	Provided	Provided
4-Preventive Maintenance contracts information?	Provided	Provided
Procedures After-hours & Emergency Calls?	Provided. One hour response time.	Provided. Response time is 2 hours or less.
Comply with State of MI & Fed EEO?	Yes	Yes
How many yrs performing HVAC maint. work?	50-years plus	50-years plus
Do you inventory parts at local office?	Yes	Yes
If no, how do you acquire replacement parts?		
Type of Organization:	Corporation	Corporation
Number of full-time and part-time employees:	140-full time employees; 0-part time employees	150+-full time employees; 10-part time employees
What % of business is maintenance work?	50%	68%
Were samples provided of computer generated PM task sheets the mechanics use?	Yes	Yes
Will you provide a specific HVAC mechanic to List licenses:	Yes Provided	Yes Provided
What training has the HVAC mechanic rec'd?	Provided	Provided
Will a Service/Acct Manager be assigned to the	Yes	Yes
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	40-years	25+-years
How many yrs of exp does Svs/Acct Mgr have managing svs accts?	15-years	25+-years
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes	Yes
Hourly Rates - First Year:	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri
	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday
	HVAC -Serv. Fitter \$95.00 \$133.00 \$133.00 \$175.75 \$175.75	Mech. Serv/Journey \$72.00 \$108.00 \$108.00 \$108.00 \$144.00
	BMS Specialist \$120.00 \$168.00 \$168.00 \$222.00 \$222.00	Sr. Journeyman \$87.00 \$130.50 \$130.50 \$130.50 \$174.00
		Sheetmetal \$72.00 \$108.00 \$108.00 \$144.00 \$144.00
		Sheetmetal Foreman \$80.00 \$120.00 \$120.00 \$160.00 \$160.00
		Controls Technician \$95.00 \$142.50 \$142.50 \$142.50 \$190.00
	List exceptions to the above chart:	List exceptions to the above chart:
Hourly Rates - Second Year:	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri
	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday
	HVAC -Serv. Fitter \$95.00 \$133.00 \$133.00 \$175.75 \$175.75	Mech. Serv/Journey \$72.00 \$108.00 \$108.00 \$108.00 \$144.00
	BMS Specialist \$120.00 \$168.00 \$168.00 \$222.00 \$222.00	Sr. Journeyman \$87.00 \$130.50 \$130.50 \$130.50 \$174.00

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		Sheetmetal \$72.00 \$108.00 \$108.00 \$144.00 \$144.00
		Sheetmetal Foreman \$80.00 \$120.00 \$120.00 \$160.00 \$160.00
		Controls Technician \$95.00 \$142.50 \$142.50 \$142.50 \$190.00
	List exceptions to the above chart:	List exceptions to the above chart:
Hourly Rates - Third Year:	Mon-Fri Mon-Fri	Mon-Fri Mon-Fri
	Classif. 7am-6pm After 6pm Saturday Sunday Holiday	Classif. 7am-6pm After 6pm Saturday Sunday Holiday
	HVAC -Serv. Fitter \$99.75 \$139.65 \$139.65 \$184.54 \$184.54	Mech. Serv/Journey \$74.00 \$111.00 \$111.00 \$111.00 \$148.00
	BMS Specialist \$126.00 \$176.40 \$176.40 \$233.10 \$233.10	Sr. Journeyman \$89.00 \$133.50 \$133.50 \$133.50 \$178.00
		Sheetmetal \$74.00 \$111.00 \$111.00 \$148.00 \$148.00
		Sheetmetal Foreman \$82.00 \$123.00 \$123.00 \$164.00 \$164.00
		Controls Technician \$98.00 \$147.00 \$147.00 \$147.00 \$196.00
	List exceptions to the above chart:	List exceptions to the above chart:
Explain company's policy in charging overtime costs for services	Any worked performed after an 8 hour day, Monday through Friday on a normal business day.	Will obtain approval from a representative from the City. Straight time hours are 7:00 am to 3:30 pm M-F. Overtime hours are 3:30-7 Mon.-Fri. Weekends and Holidays apply.
How will the Owner be charged for materials?	Material cost mark up	
If Mark-Up: Is mark-up % over wholesale cost?	20	n/a
What is the mark-up %?	20%	n/a
OR		
If Discount: Is the discount % less list cost?		Yes
What is the discount %?		20%
Cost for Boil Water Treatment	\$1178 per year	\$1540 per year
Any other costs/charges not identified?	No	No
If yes, identify charges & incld costs in order to be acceptable.		
Will there be any subcontractors?	No	Yes. May use electrical contractor if needed and crane contractor if needed.
Was a sample service agreement included?	Yes	Yes
Was a resume of the company provided	Yes	Yes
Can you meet City's insurance requirements.	Yes	Yes
Provide address of facility & distance (in miles)	Provided	Yes
How Many Miles?	40 miles	6-14 depending on address they are coming from
Additional Comments:		Has two local offices. Each office and shop are equipped with people, materials, and resources to meet customer needs.
2-Preventative Visits per year	Yearly Lump Sum	Yearly Lump Sum

Siemens Industry, Inc.
 45470 Commerce Center Drive
 Plymouth Township, MI 48170
 Nathaniel Brown
 734-386-6490

Johnson Controls, Inc.
 2875 High Meadow Circle
 Auburn Hills, MI 48312
 Marta Misztura
 248-276-6000

PM Contract for RH City Hall, 1000 Rochester Hills Dr

1st year	\$3,744.00
2nd year	<u>\$3,744.00</u>
TOTAL 1st & 2nd years	\$7,488.00
3rd year	\$3,915.00
TOTAL 3rd year	\$3,915.00

1st year	\$3,565.80
2nd year	<u>\$4,195.80</u>
TOTAL 1st & 2nd years	\$7,761.60
3rd year	\$3,708.40
TOTAL 3rd year	\$3,708.40

2-Preventative Visits per year
 PM Contract for Fire Station # 1, 1111 Horizon Court

Yearly Lump Sum

Yearly Lump Sum

1st year	\$1,464.00
2nd year	<u>\$1,464.00</u>
TOTAL 1st & 2nd years	\$2,928.00
3rd year	\$1,532.00
TOTAL 3rd year	\$1,532.00

1st year	\$1,327.20
2nd year	<u>\$1,327.20</u>
TOTAL 1st & 2nd years	\$2,654.40
3rd year	\$1,380.28
TOTAL 3rd year	\$1,380.28

2-Preventative Visits per year
 PM Contract for OCSO Substation, 750 Barclay Circle

Yearly Lump Sum

Yearly Lump Sum

1st year	\$3,396.00
2nd year	<u>\$3,396.00</u>
TOTAL 1st & 2nd years	\$6,792.00
3rd year	\$3,551.00
TOTAL 3rd year	\$3,551.00

1st year	\$2,894.40
2nd year (incl. 1 cleaning /each boiler)	<u>\$4,072.90</u>
TOTAL 1st & 2nd years	\$6,967.30
3rd year	\$3,010.00
TOTAL 3rd year	\$3,010.00

12-Preventative Visits per year
 PM Contract for DPS Garage, 511 East Auburn

Yearly Lump Sum

Yearly Lump Sum

1st year	\$4,790.00
2nd year	<u>\$4,790.00</u>
TOTAL 1st & 2nd years	\$9,580.00
3rd year	\$5,014.00
TOTAL 3rd year	\$5,014.00

1st year	\$4,401.60
2nd year	<u>\$4,401.60</u>
TOTAL 1st & 2nd years	\$8,803.20
3rd year	\$4,577.00
TOTAL 3rd year	\$4,577.00

\$26,788.00	Total of all Bldgs for years 1-2 PM Contracts
\$14,012.00	Total of all Bldgs for Year 3 PM Contracts
\$40,800.00	

\$26,186.50	Total of all Bldgs for years 1-2 PM Contracts
\$12,675.68	Total of all Bldgs for Year 3 PM Contracts
\$38,862.18	