

RFP-RH-10-002 HVAC Preventive Maintenance Agreement	K & S Ventures Inc 2767 Grant Ave Rochester Hills MI 48309 Randy Blomberg 248.299.4212						Temperature Services Inc 37107 Schoolcraft Road Livonia MI 48150 Mark McKay 734.838.3200					
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted.												
All vendors that submitted proposals attended the mandatory mtg.												
5-Full service contracts information?	Provided						Provided					
4-Preventive Maintenance contracts information?	Provided						Provided					
Procedure for after hours and Emergency Calls?	Provided; maximum 1-hour response time						Provided.					
Comply with State of MI & Fed EEO?	Yes						Yes					
How many yrs performing HVAC maint.work?	20-years						27-years					
Do you inventory parts at local office?	Yes						Yes					
If no, how do you acquire replacement parts?	n/a						Replacement parts & components are kept at the discretion of the customer, sometimes at their site or at our shop.					
Type of Organization:	C-Corporation						Otherwise, they are acquired at supply houses.					
Number of full-time and part-time employees:	11-full time employees; 3-part time employees						Corporation; 14-full time; 1-part time					
Do you maintain an Engineering Dept?	No						Yes					
If yes, how many are registered Engineers?	n/a						1-Registered Engineer					
What % of business is maintenance work?	70%						50%					
Do you have uniform/detailed method...?	Yes						Yes					
Do you have REQUIRED computer-generated PM program?	Yes						Yes					
Is this program based on Manuf. Recomm. (REQUIRED) maint.procedures & historical data of similar eq.?	Yes						Yes					
Were samples provided of computer generated PM task sheets the mechanics use?	Yes						Yes					
Will you provide a specific HVAC mechanic to the City?	Yes						Yes					
List licenses:	Provided						Provided					
What training has the HVAC mechanic rec'd?	Provided						Provided					
Will a Service/Acct Manager be assigned to the City?	Yes						Yes					
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	15-years						22-years					
How many yrs of exp does Svs/Acct Mgr have managing svcs accts?	12-years						10-years					
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes						Yes					
Hourly Rates - First Year:												
	Classif.	Mon-Fri 7am-5pm	Mon-Fri After 6pm	Saturday	Sunday	Holiday	Classif.	Mon-Fri 7am to 5 pm	Mon-Fri After 5 pm	Saturday	Sunday	Holiday
	JourneymanHVAC	\$65.00	\$95.00	\$95.00	\$119.00	\$119.00	General Maintenance	\$68.00	\$102.00	\$102.00	\$102.00	\$119.00
	BMS Specialist	\$85.00	\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$82.00	\$123.00	\$123.00	\$123.00	\$143.50
	List exceptions to the above chart: Straight Time hours						List exceptions to the above chart: Straight Time hours					
	List exceptions to the above chart: n/a						List exceptions to the above chart: Truck charge \$20 per repair job					
Hourly Rate - Second Year												
	Classif.	Mon-Fri 7am-5pm	Mon-Fri After 6pm	Saturday	Sunday	Holiday	Classif.	Mon-Fri 7am to 5 pm	Mon-Fri After 5 pm	Saturday	Sunday	Holiday
	JourneymanHVAC	\$65.00	\$95.00	\$95.00	\$119.00	\$119.00	General Maintenance	\$68.00	\$102.00	\$102.00	\$102.00	\$119.00
	BMS Specialist	\$85.00	\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$82.00	\$123.00	\$123.00	\$123.00	\$143.50
	List exceptions to the above chart: Straight Time hours						List exceptions to the above chart: Straight Time hours					
	List exceptions to the above chart: n/a						List exceptions to the above chart: Truck charge \$20 per repair job					

RFP-RH-10-002 HVAC Preventive Maintenance Agreement	K & S Ventures Inc 2767 Grant Ave Rochester Hills MI 48309 Randy Blomberg 248.299.4212					Temperature Services Inc 37107 Schoolcraft Road Livonia MI 48150 Mark McKay 734.838.3200						
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.												
Hourly Rate - Third Year	Classif.	Mon-Fri 7am-5pm	Mon-Fri After 6pm	Saturday	Sunday	Holiday	Classif.	Mon-Fri 7am to 5 pm	Mon-Fri After 5 pm	Saturday	Sunday	Holiday
	JourneymanHVAC	\$70.00	\$102.00	\$102.00	\$129.00	\$129.00	General Maintenance	\$71.00	\$106.50	\$106.50	\$106.50	\$124.25
	BMS Specialist	\$89.00	\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$85.00	\$127.50	\$127.50	\$127.50	\$148.75
	List exceptions to the above chart: Straight Time hours					List exceptions to the above chart: Straight Time hours						
	List exceptions to the above chart: n/a					List exceptions to the above chart: Truck charge \$20 per repair job						
Hourly Rate - Fourth Year	Classif.	Mon-Fri 7am-5pm	Mon-Fri After 6pm	Saturday	Sunday	Holiday	Classif.	Mon-Fri 7am to 5 pm	Mon-Fri After 5 pm	Saturday	Sunday	Holiday
	JourneymanHVAC	\$70.00	\$102.00	\$102.00	\$129.00	\$129.00	General Maintenance	\$71.00	\$106.50	\$106.50	\$106.50	\$124.25
	BMS Specialist	\$89.00	\$139.00	\$139.00	\$159.00	\$159.00	Chiller Repairs	\$85.00	\$127.50	\$127.50	\$127.50	\$148.75
	List exceptions to the above chart: Straight Time hours					List exceptions to the above chart: Straight Time hours						
	List exceptions to the above chart: n/a					List exceptions to the above chart: Truck charge \$20 per repair job						
Explain company's policy in charging overtime costs for services	Overtime is considered anytime before 7 a.m. or after 5 p.m. Monday through Friday, and all Saturdays, Sundays & Holidays.					Any work performed from 5:00 p.m. to 7:00 a.m., Monday through Friday, and all day Saturday and Sunday is overtime.						
How will the Owner be charged for materials? If Mark-Up: Is the mark-up % over wholesale cost? What is the mark-up %? OR If Discount: Is the discount % less list cost? What is the discount %?	The Owner will have the option to purchase from K & S at a wholesale cost plus a markup of 20%. Yes, 20% n/a					Our wholesale cost plus 20% Yes. 20%						
Acknowledge the % will remain firm through entire contract term: Any other costs or charges that have not been addressed?	Yes. No					Left blank Truck Charge: \$20.00 per repair job. No charge on Monthly inspections.						
Will there be any subcontractors? If yes, list rates, etc:	No					No.						
Was a sample service agreement included? Was a resume of the company provided Was Hold Harmless provided? Can you meet City's insurance requirements. Have you provided W-9?	Yes Yes Yes Yes Yes					Yes Yes Yes Yes Yes						
Provide address of facility & distance (in miles) from City of RH:	2767 Grant Avenue, Rochester Hills 48309 How many miles? 1-2 miles					37107 Schoolcraft Road, Livonia MI 48150 Distance is 46-miles.						
Additional Comments:	K & S installed & programmed the Johnson Controls METASYS System currently in use at RH City Hall. Will provide MSDS should situation occur.					We have technicians living in Sterling Heights & Rochester Hills.						
12-Preventative Visits per year												

RFP-RH-10-002 HVAC Preventive Maintenance Agreement				
	K & S Ventures Inc		Temperature Services Inc	
K & S Ventures selected as providing the best value.	2767 Grant Ave		37107 Schoolcraft Road	
and most responsive, responsive vendor proposal submitted.	Rochester Hills MI 48309		Livonia MI 48150	
All vendors that submitted proposals attended the mandatory mtg.	Randy Blomberg		Mark McKay	
	248.299.4212		734.838.3200	
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Yearly Lump Sum		Yearly Lump Sum	
	1st year	\$4,595.00	1st year	\$2,775.00
	2nd year	\$4,595.00	2nd year	\$3,900.00
	TOTAL 1st & 2nd years	\$9,190.00	TOTAL 1st & 2nd years	\$6,675.00
	3rd year	\$5,054.00	3rd year	\$2,825.00
	4th year	\$5,054.00	4th year	\$3,950.00
12-Preventative Visits per year	TOTAL 3rd & 4th years	\$10,108.00	TOTAL 3rd & 4th years	\$6,775.00
PM Contract for NEW DPS Garage, 511 East Auburn	Yearly Lump Sum		Yearly Lump Sum	
	1st year	\$4,675.00	1st year	\$1,600.00
	2nd year	\$4,675.00	2nd year	\$1,725.00
	TOTAL 1st & 2nd years	\$9,350.00	TOTAL 1st & 2nd years	\$3,325.00
	3rd year	\$5,150.00	3rd year	\$1,650.00
	4th year	\$5,150.00	4th year	\$1,775.00
12-Preventative Visits per year	TOTAL 3rd & 4th years	\$10,300.00	TOTAL 3rd & 4th years	\$3,425.00
PM Contract for OCSO Substation, 750 Barclay Circle	Yearly Lump Sum		Yearly Lump Sum	
	1st year	\$3,025.00	1st year	\$1,150.00
	2nd year	\$3,025.00	2nd year	\$2,200.00
	TOTAL 1st & 2nd years	\$6,050.00	TOTAL 1st & 2nd years	\$3,350.00
	3rd year	\$3,327.50	3rd year	\$1,200.00
	4th year	\$3,327.50	4th year	\$2,250.00
	TOTAL 3rd & 4th years	\$6,655.00	TOTAL 3rd & 4th years	\$3,450.00
	\$24,590.00	Total of all Bldgs for years 1-2 PM Contracts	\$13,350.00	Total of all Bldgs for years 1-2 PM Contracts
	\$27,063.00	Total of all Bldgs for years 3-4 PM Contracts	\$13,650.00	Total of all Bldgs for years 3-4 PM Contracts
	\$51,653.00		\$27,000.00	

RFP-RH-10-002 HVAC Preventive Maintenance Agreement		Tech Mechanical Inc					R & A Heating & Cooling Inc.					
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted.		1490 Highwood E Pontiac MI 48340					275 Biltmore Blvd. Troy MI 48084					
All vendors that submitted proposals attended the mandatory mtg.		Jim Toccalino 248.322.5600					Andrew Werhowatz III 248.362.0100					
5-Full service contracts information?	Provided						No full service contracts at this time; not bidding on full service contract for RH.					
4-Preventive Maintenance contracts information?	Provided						Provided					
Procedure for after hours and Emergency Calls?	Provided; response time less than 2-hours						Provided; response time 1-4 hours-average is 1.5 hours.					
Comply with State of MI & Fed EEO?	Yes.						Yes					
How many yrs performing HVAC maint.work?	27-years						7.5 years					
Do you inventory parts at local office?	Some						No					
If no, how do you acquire replacement parts?	Local Ventures						Minor & most common parts are on the service trucks. The rest are purchased as needed from local supply houses.					
Type of Organization:	Corporation						Corporation					
Number of full-time and part-time employees:	23-full time employees; 0 part time						9-full time; 1-part time					
Do you maintain an Engineering Dept?	Yes						No					
If yes, how many are registered Engineers?	None of our engineers are professional engineers (PE)											
What % of business is maintenance work?	70%						50%					
Do you have uniform/detailed method...?	Yes						Yes					
Do you have REQUIRED computer-generated PM program?	Yes						No					
Is this program based on Manuf. Recomm. (REQUIRED) maint.procedures & historical data of similar eq.?	Yes											
Were samples provided of computer generated PM task sheets the mechanics use?	Yes						No; we do not use a computer generated program.					
Will you provide a specific HVAC mechanic to the City?	Yes, as well as backup.						Yes					
List licenses:	Provided						Provided					
What training has the HVAC mechanic rec'd?	Provided						Provided					
Will a Service/Acct Manager be assigned to the City?	Yes.						Yes					
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	6-years						25-years					
How many yrs of exp does Svs/Acct Mgr have managing svs acct's?	30-years						10-years					
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes						Yes					
Hourly Rates - First Year:		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm				Classif.	8:30am-4:30p	After 4:30pm			
	Journeyman	\$85.00	\$127.50	\$127.50	\$127.50	\$170.00	All	\$65.00	\$97.50	\$130.00	\$130.00	\$130.00
	List exceptions to the above chart:						List exceptions to the above chart: Straight Time hours					
Hourly Rate - Second Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm				Classif.	8:30am-4:30p	After 4:30pm			
	Journeyman	\$85.00	\$127.50	\$127.50	\$127.50	\$170.00	Same as first year	\$65.00	\$97.50	\$130.00	\$130.00	\$130.00
							All	\$65.00	\$97.50	\$130.00	\$130.00	\$130.00
	List exceptions to the above chart:						List exceptions to the above chart: Straight Time hours					

RFP-RH-10-002 HVAC Preventive Maintenance Agreement		Tech Mechanical Inc					R & A Heating & Cooling Inc.					
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.		1490 Highwood E Pontiac MI 48340 Jim Toccalino 248.322.5600					275 Biltmore Blvd. Troy MI 48084 Andrew Werhowatz III 248.362.0100					
Hourly Rate - Third Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	
	Classif.	7:30am-6pm	After 6pm				8:30am-4:30p	After 4:30pm				
	Journeyman	\$87.50	\$131.25	\$131.25	\$131.25	\$175.00	All 4% increase from first year					
							All	\$67.60	\$101.40	\$135.20	\$135.20	
	List exceptions to the above chart:						List exceptions to the above chart: Straight Time hours					
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	
	Classif.	7:30am-6pm	After 6pm				8:30am-4:30p	After 4:30pm				
	Journeyman	\$87.50	\$131.25	\$131.25	\$131.25	\$175.00	All 4% increase from third year					
								\$70.30	\$105.46	\$140.61	\$140.61	
	List exceptions to the above chart:						List exceptions to the above chart: Straight Time hours					
Explain company's policy in charging overtime costs for services	If customer requests technician be on site between 6:00 p.m. and 7:30 a.m. or on Saturdays, Sundays or holidays, they will be charged overtime rates.						Normal working hours are from 8 a.m. till 4:40 p.m. everything else is overtime					
How will the Owner be charged for materials?	Mark-up over wholesale cost						By invoice					
If Mark-Up: Is the mark-up % over wholesale cost?	Yes						Percentage over actual wholesale cost, from a actual local supply house.					
What is the mark-up %?	30%						Not national average! Graduated % mark up.					
OR							.01-49.99 - 100%					
If Discount: Is the discount % less list cost?							50.00 - 199.99 - 75%					
What is the discount %?							200.00 - 499.99 - 50%					
Acknowledge the % will remain firm through entire contract term:	Yes						500.00 - and up - 33%					
Any other costs or charges that have not been addressed?	Yes. Truck charge \$45, Refrigerant Disposal-varies w/market.						Yes. Tool charges, Recovery \$25, Evacuation \$25, torch charge depending repair.					
Will there be any subcontractors? If yes, list rates, etc:	Yes. Electrical, crane. Customer will be charged subcontractor cost plus 10% or owner may hire subcontractor directly.						Yes. Unit replacement may need and electrician, crane. If you need duct cleaning, it would be sub-contracted. Back flow certification.					
Was a sample service agreement included?	Yes.						Yes					
Was a resume of the company provided	Yes.						Indicated yes, but not provided					
Was Hold Harmless provided?	Yes.						Yes					
Can you meet City's insurance requirements.	Yes.						Yes					
Have you provided W-9?	Yes.						Yes					
Provide address of facility & distance (in miles) from City of RH:	Tech Mechanical is located at 1490 Highwood E, Pontiac MI 48340; 5-miles from the City of Rochester Hills.						275 Biltmore Blvd., Troy, MI 48084 - 8 miles					
Additional Comments:	Primary technician lives in Troy. Technicians are dispatched from their homes.											
12-Preventative Visits per year												

RFP-RH-10-002 HVAC Preventive Maintenance Agreement	Tech Mechanical Inc 1490 Highwood E Pontiac MI 48340 Jim Toccalino 248.322.5600		R & A Heating & Cooling Inc. 275 Biltmore Blvd. Troy MI 48064 Andrew Werthowatz III 248.362.0100	
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.				
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Yearly Lump Sum		Yearly Lump Sum	
	1st year	\$11,600.00	1st year	\$7,080.00
	2nd year	\$11,600.00	2nd year	\$7,080.00
	TOTAL 1st & 2nd years	\$23,200.00	TOTAL 1st & 2nd years	\$14,160.00
	3rd year	\$11,890.00	3rd year	\$7,365.00
	4th year	\$11,890.00	4th year	\$7,660.00
	TOTAL 3rd & 4th years	\$23,780.00	TOTAL 3rd & 4th years	\$15,025.00
12-Preventative Visits per year				
PM Contract for NEW DPS Garage, 511 East Auburn	Yearly Lump Sum		Yearly Lump Sum	
	1st year	\$8,897.00	1st year	\$7,080.00
	2nd year	\$8,897.00	2nd year	\$7,080.00
	TOTAL 1st & 2nd years	\$17,794.00	TOTAL 1st & 2nd years	\$14,160.00
	3rd year	\$9,119.00	3rd year	\$7,365.00
	4th year	\$9,119.00	4th year	\$7,660.00
	TOTAL 3rd & 4th years	\$18,238.00	TOTAL 3rd & 4th years	\$15,025.00
12-Preventative Visits per year				
PM Contract for OCSO Substation, 750 Barclay Circle	Yearly Lump Sum		Yearly Lump Sum	
	1st year	\$8,606.00	1st year	\$7,080.00
	2nd year	\$8,606.00	2nd year	\$7,080.00
	TOTAL 1st & 2nd years	\$17,212.00	TOTAL 1st & 2nd years	\$14,160.00
	3rd year	\$8,821.00	3rd year	\$7,365.00
	4th year	\$8,821.00	4th year	\$7,660.00
	TOTAL 3rd & 4th years	\$17,642.00	TOTAL 3rd & 4th years	\$15,025.00
	\$58,206.00	Total of all Bldgs for years 1-2 PM Contracts	\$42,480.00	Total of all Bldgs for years 1-2 PM Contracts
	\$59,660.00	Total of all Bldgs for years 3-4 PM Contracts	\$45,075.00	Total of all Bldgs for years 3-4 PM Contracts
	\$117,866.00		\$87,555.00	

RFP-RH-10-002 HVAC Preventive Maintenance Agreement		North Star Mechanical Inc					Great Lakes Mechanical					
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted.		50650 Corporate Drive, Ste. A Shelby Township MI 48315					3800 Maple Dearborn MI 48126					
All vendors that submitted proposals attended the mandatory mtg.		Anthony Chabot 586.939.0070					John Serrano 313.581.3043					
5-full service contracts information?	Provided						3-provided					
4-Preventive Maintenance contracts information?	Provided						Provided					
Procedure for after hours and Emergency Calls?	Provided						Provided- 2-hour response time for all after hours.					
Comply with State of MI & Fed EEO?	Yes						Yes					
How many yrs performing HVAC maint.work?	20 plus years						60 plus years					
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:	37-full time						50-full time; zero part time					
Do you maintain an Engineering Dept?	No						No					
If yes, how many are registered Engineers?												
What % of business is maintenance work?	75%						70%					
Do you have uniform/detailed method...?	Yes						Yes					
Do you have REQUIRED computer-generated PM program?	Yes						Yes					
Is this program based on Manuf. Recomm. (REQUIRED) maint.procedures & historical data of similar eq.?	Yes						No					
Were samples provided of computer generated PM task sheets the mechanics use?	Yes						Yes, but not provided					
Will you provide a specific HVAC mechanic to the City?	Yes						Yes					
List licenses:	Provided						Provided					
What training has the HVAC mechanic rec'd?	Provided						Provided					
Will a Service/Acct Manager be assigned to the City?	Yes						Yes					
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	25-years						15-years					
How many yrs of exp does Svs/Acct Mgr have managing svcs accts?	20-years						6-years					
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes						Yes					
Hourly Rates - First Year:		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	
Classif.		7:30am-6pm	After 6pm				7:30am-6pm	After 6pm				
Journeyman		\$85.00	\$127.50	\$127.50	\$127.50	\$127.50	Maintenance	\$71.00	\$88.50	\$88.50	\$102.00	\$102.00
Apprentice		\$70.00	\$105.00	\$105.00	\$105.00	\$105.00	Chiller Repair	\$90.00	\$110.00	\$110.00	\$129.00	\$129.00
List exceptions to the above chart: Overtime service calls are billed to portal to portal, trip charge							List exceptions to the above chart: Truck charge for service call \$30					
Hourly Rate - Second Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	
Classif.		7:30am-6pm	After 6pm				7:30am-6pm	After 6pm				
Journeyman		\$88.00	\$132.00	\$132.00	\$132.00	\$132.00	Maintenance	\$71.00	\$88.50	\$88.50	\$102.00	\$102.00
Apprentice		\$73.00	\$109.50	\$109.50	\$109.50	\$109.50	Chiller Repair	\$90.00	\$110.00	\$110.00	\$129.00	\$129.00
List exceptions to the above chart: Overtime service calls are billed to portal to portal, trip charge							List exceptions to the above chart: Truck charge for service call \$30					

RFP-RH-10-002 HVAC Preventive Maintenance Agreement		North Star Mechanical Inc					Great Lakes Mechanical				
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.		50650 Corporate Drive, Ste. A Shelby Township MI 48315 Anthony Chabot 586.939.0070					3800 Maple Dearborn MI 48126 John Serrano 313.581.3043				
Hourly Rate - Third Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
Classif.	7:30am-6pm	After 6pm					7:30am-6pm	After 6pm			
Journeyman	\$92.00	\$138.00	\$138.00	\$138.00	\$138.00	Maintenance	\$71.00	\$89.00	\$89.00	\$107.00	\$107.00
Apprentice	\$76.00	\$114.00	\$114.00	\$114.00	\$114.00	Chiller Repair	\$90.00	\$107.00	\$107.00	\$129.00	\$129.00
List exceptions to the above chart: Overtime service calls are billed to portal to portal, trip charge							List exceptions to the above chart: Truck charge for service call \$30				
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
Classif.	7:30am-6pm	After 6pm					7:30am-6pm	After 6pm			
Journeyman	\$95.00	\$142.50	\$142.50	\$142.50	\$142.50	Maintenance	\$71.00	\$89.00	\$89.00	\$107.00	\$107.00
Apprentice	\$79.00	\$118.50	\$118.50	\$118.50	\$118.50	Chiller Repair	\$90.00	\$107.00	\$107.00	\$129.00	\$129.00
List exceptions to the above chart: Overtime service calls are billed to portal to portal, trip charge							List exceptions to the above chart: Truck charge for service call \$30				
Explain company's policy in charging overtime costs for services	Overtime labor is charge portal to portal					Overtime is for work over 8 hours per day or 40 hours per week					
How will the Owner be charged for materials?	Owner will be invoiced for materials & labor upon completion of service call.					Wholesale plus 15%					
If Mark-Up: Is the mark-up % over wholesale cost?						Yes					
What is the mark-up %?						15%					
OR											
If Discount: Is the discount % less list cost?	Yes					n/a					
What is the discount %?	20%										
Acknowledge the % will remain firm through entire contract term:	Yes					Yes					
Any other costs or charges that have not been addressed?	No. (See above overtime labor charge portal to portal, trip charge)					Truck charge for service call is \$30.00					
Will there be any subcontractors? If yes, list rates, etc:	No.					No					
Was a sample service agreement included?	Yes					No					
Was a resume of the company provided	Yes					Yes					
Was Hold Harmless provided?	Yes					Yes					
Can you meet City's insurance requirements.	Yes					Yes					
Have you provided W-9?	Yes					Yes					
Provide address of facility & distance (in miles) from City of RH:	50650 Corporate Drive, Ste A, Shelby Township, MI 48315					3800 Maple, Dearborn, MI 48216					
Additional Comments:	8.1 miles from City of Rochester Hills					30-miles					
12-Preventative Visits per year											

RFP-RH-10-002 HVAC Preventive Maintenance Agreement					
	North Star Mechanical Inc		Great Lakes Mechanical		
K & S Ventures selected as providing the best value,	50650 Corporate Drive, Ste. A		3800 Maple		
and most responsive, responsive vendor proposal submitted.	Shelby Township MI 48315		Dearborn MI 48126		
All vendors that submitted proposals attended the mandatory mtg.	Anthony Chabot		John Serrano		
	586.939.0070		313.581.3043		
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Yearly Lump Sum		Yearly Lump Sum		
	1st year	\$8,059.99	1st year	\$3,350.00	
	2nd year	\$8,342.09	2nd year	\$3,350.00	
	TOTAL 1st & 2nd years	\$16,402.08	TOTAL 1st & 2nd years	\$6,700.00	
	3rd year	\$8,634.06	3rd year	\$3,560.00	
	4th year	\$9,936.24	4th year	\$3,560.00	
12-Preventative Visits per year	TOTAL 3rd & 4th years	\$17,570.30	TOTAL 3rd & 4th years	\$7,100.00	
PM Contract for NEW DPS Garage, 511 East Auburn	Yearly Lump Sum		Yearly Lump Sum		
	1st year	\$9,011.93	1st year	\$1,600.00	
	2nd year	\$9,327.34	2nd year	\$1,600.00	
	TOTAL 1st & 2nd years	\$18,339.27	TOTAL 1st & 2nd years	\$3,200.00	
	3rd year	\$9,653.80	3rd year	\$1,600.00	
	4th year	\$9,991.68	4th year	\$1,600.00	
12-Preventative Visits per year	TOTAL 3rd & 4th years	\$19,645.48	TOTAL 3rd & 4th years	\$3,200.00	
PM Contract for OCSO Substation, 750 Barclay Circle	Yearly Lump Sum		Yearly Lump Sum		
	1st year	\$6,196.67	1st year	\$1,700.00	
	2nd year	\$6,413.56	2nd year	\$1,700.00	
	TOTAL 1st & 2nd years	\$12,610.23	TOTAL 1st & 2nd years	\$3,400.00	
	3rd year	\$6,638.03	3rd year	\$1,800.00	
	4th year	\$6,870.36	4th year	\$1,900.00	
	TOTAL 3rd & 4th years	\$13,508.39	TOTAL 3rd & 4th years	\$3,700.00	
	\$47,351.58	Total of all Bldgs for years 1-2 PM Contracts	\$13,300.00	Total of all Bldgs for years 1-2 PM Contracts	
	\$50,724.17	Total of all Bldgs for years 3-4 PM Contracts	\$14,000.00	Total of all Bldgs for years 3-4 PM Contracts	
	\$98,075.75		\$27,300.00		

RFP-RH-10-002 HVAC Preventive Maintenance Agreement		Guardian Environmental Services Inc					R W Mead & Sons Inc					
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted.		34400 Glendale Ave Livonia MI 48150 Richard A Dekeyser 734.513.9500					33795 Riviera Fraser MI 48026 John Mora 586.296.3650					
All vendors that submitted proposals attended the mandatory mtg.												
5-Full service contracts information?	Not included-page missing						Provided					
4-Preventive Maintenance contracts information?	Provided						Provided					
Procedure for after hours and Emergency Calls?	Provided; always have 2-techs on call.						Provided; response time is normally within two (2) hours.					
Comply with State of MI & Fed EEO?	Yes						Yes					
How many yrs performing HVAC maint.work?	26-years						34-years					
Do you inventory parts at local office?	Yes (limited)						No					
If no, how do you acquire replacement parts?	Open accounts with all local HVAC & Plumbing suppliers.											
Type of Organization:	Corporation						Corporation					
Number of full-time and part-time employees:	38-full time; zero part time						20-full time; zero part time					
Do you maintain an Engineering Dept?	No						Yes					
If yes, how many are registered Engineers?							3-registered engineers					
What % of business is maintenance work?	85%						50%					
Do you have uniform/detailed method...?	No						Yes					
Do you have REQUIRED computer-generated PM program?	No						Yes					
Is this program based on Manuf. Recomm. (REQUIRED) maint.procedures & historical data of similar eq.?	No						Yes					
Were samples provided of computer generated PM task sheets the mechanics use?	(see attached)						Yes					
Will you provide a specific HVAC mechanic to the City?	Yes						Yes					
List licenses:	Provided						Provided					
What training has the HVAC mechanic rec'd?	Provided						Provided					
Will a Service/Acct Manager be assigned to the City?	Yes						Yes					
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	20-years						22-years					
How many yrs of exp does Svs/Acct Mgr have managing svcs accts?	15-years						22-years					
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes						Yes					
Hourly Rates - First Year:		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm				Classif.	7:30am-6pm	After 6pm			
	Journeyman	\$87.00	\$117.00	\$117.00	\$156.00	\$156.00	Journeyman	\$78.00	\$110.00	\$110.00	\$149.00	\$149.00
	Apprentice	\$67.00	\$97.00	\$97.00	\$136.00	\$136.00						
	List exceptions to the above chart: any onsite work after 4 pm customer has option of waiting						List exceptions to the above chart:					
Hourly Rate - Second Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm				Classif.	7:30am-6pm	After 6pm			
	Journeyman	\$90.00	\$117.00	\$117.00	\$156.00	\$156.00	Journeyman	\$80.00	\$113.00	\$113.00	\$153.00	\$153.00
	Apprentice	\$70.00	\$97.00	\$97.00	\$136.00	\$136.00						
	List exceptions to the above chart: any onsite work after 4 pm customer has option of waiting						List exceptions to the above chart:					

RFP-RH-10-002 HVAC Preventive Maintenance Agreement		Guardian Environmental Services Inc					R W Mead & Sons Inc				
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted.		34400 Glendale Ave Livonia MI 48150					33795 Riviera Fraser MI 48026				
All vendors that submitted proposals attended the mandatory mtg.		Richard A Dekeyser 734.513.9500					John Mora 586.296.3650				
Hourly Rate - Third Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
Classif.		7:30am-6pm	After 6pm				7:30am-6pm	After 6pm			
Journeyman		\$92.00	\$117.00	\$117.00	\$156.00	\$156.00	\$82.00	\$116.00	\$116.00	\$157.00	\$157.00
Apprentice		\$69.00	\$97.00	\$97.00	\$136.00	\$136.00					
List exceptions to the above chart: any onsite work after 4 pm customer has option of waiting						List exceptions to the above chart:					
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday	Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
Classif.		7:30am-6pm	After 6pm				7:30am-6pm	After 6pm			
Journeyman		\$92.00	\$117.00	\$117.00	\$156.00	\$156.00	\$84.00	\$119.00	\$119.00	\$161.00	\$161.00
Apprentice		\$69.00	\$97.00	\$97.00	\$136.00	\$136.00					
List exceptions to the above chart: any onsite work after 4 pm customer has option of waiting						List exceptions to the above chart:					
Explain company's policy in charging overtime costs for services		Any on-site work after 4:00 p.m. customer has option of waiting.					Overtime is only charged with the permission of the owner.				
How will the Owner be charged for materials?		Yes					At owner's request a quote for repairs will be supplies with a break-down of labor and material.				
If Mark-Up: Is the mark-up % over wholesale cost?		20%					Yes				
What is the mark-up %?							15%				
OR											
If Discount: Is the discount % less list cost?											
What is the discount %?											
Acknowledge the % will remain firm through entire contract term:											
Any other costs or charges that have not been addressed?		No					No				
		NONE									
Will there be any subcontractors? If yes, list rates, etc:		Yes/No					No				
		Backflow Testing									
Was a sample service agreement included?		Yes					Yes				
Was a resume of the company provided		Yes					Yes				
Was Hold Harmless provided?		Yes					Yes				
Can you meet City's insurance requirements.		Yes					Yes				
Have you provided W-9?		Yes					Yes				
Provide address of facility & distance (in miles) from City of RH:		15-Miles					33795 Riviera, Fraser MI 48026 18-miles from City of Rochester Hills				
Additional Comments:							Technicians are dispatched from vehicles & could be as close as Pontiac, Auburn Hills & Troy.				
12-Preventative Visits per year											

RFP-RH-10-002 HVAC Preventive Maintenance Agreement									
		Guardian Environmental Services inc				R W Mead & Sons Inc			
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.		34400 Glendale Ave Livonia MI 48150 Richard A Dekeyser 734.513.9500				33795 Riviera Fraser MI 48026 John Mora 586.296.3650			
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive		Yearly Lump Sum				Yearly Lump Sum			
	1st year		\$6,400.00		1st year		\$7,800.00		
	2nd year		\$6,400.00		2nd year		\$7,950.00		
		TOTAL 1st & 2nd years	\$12,800.00			TOTAL 1st & 2nd years	\$15,750.00		
	3rd year		\$6,400.00		3rd year		\$8,100.00		
	4th year		\$6,400.00		4th year		\$8,260.00		
12-Preventative Visits per year		TOTAL 3rd & 4th years	\$12,800.00			TOTAL 3rd & 4th years	\$16,360.00		
PM Contract for NEW DPS Garage, 511 East Auburn		Yearly Lump Sum				Yearly Lump Sum			
	1st year		\$5,500.00		1st year		\$13,500.00		
	2nd year		\$5,500.00		2nd year		\$13,700.00		
		TOTAL 1st & 2nd years	\$11,000.00			TOTAL 1st & 2nd years	\$27,200.00		
	3rd year		\$5,500.00		3rd year		\$13,900.00		
	4th year		\$5,500.00		4th year		\$14,100.00		
12-Preventative Visits per year		TOTAL 3rd & 4th years	\$11,000.00			TOTAL 3rd & 4th years	\$28,000.00		
PM Contract for OCSO Substation, 750 Barclay Circle		Yearly Lump Sum				Yearly Lump Sum			
	1st year		\$8,000.00		1st year		\$5,850.00		
	2nd year		\$8,000.00		2nd year		\$5,960.00		
		TOTAL 1st & 2nd years	\$16,000.00			TOTAL 1st & 2nd years	\$11,810.00		
	3rd year		\$8,000.00		3rd year		\$6,070.00		
	4th year		\$8,000.00		4th year		\$6,190.00		
		TOTAL 3rd & 4th years	\$16,000.00			TOTAL 3rd & 4th years	\$12,260.00		
	\$39,800.00	Total of all Bldgs for years 1-2 PM Contracts			\$54,760.00	Total of all Bldgs for years 1-2 PM Contracts			
	\$39,800.00	Total of all Bldgs for years 3-4 PM Contracts			\$56,620.00	Total of all Bldgs for years 3-4 PM Contracts			
	\$79,600.00				\$111,380.00				

RFP-RH-10-002 HVAC Preventive Maintenance Agreement						
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.		Johnson Controls Inc 2875 High Meadow Circle Auburn Hills MI 48326 Raymond Cloutier 248.276.6000				
5-Full service contracts information?	Provided					
4-Preventive Maintenance contracts information?	Provided					
Procedure for after hours and Emergency Calls?	Provided; response time 2-hours on site					
Comply with State of MI & Fed EEO?	Yes					
How many yrs performing HVAC maint.work?	100-years					
Do you inventory parts at local office?	Yes					
If no, how do you acquire replacement parts?	Some parts are local; all other parts are shipped to site within 24-hours					
Type of Organization:	Corporation					
Number of full-time and part-time employees:	100,000 full time; zero part time					
Do you maintain an Engineering Dept?	Yes					
If yes, how many are registered Engineers?	5,000 registered Engineers					
What % of business is maintenance work?	70%					
Do you have uniform/detailed method...?	Yes					
Do you have REQUIRED computer-generated PM program?	Yes					
Is this program based on Manuf. Recomm. (REQUIRED) maint.procedures & historical data of similar eq.?	Yes					
Were samples provided of computer generated PM task sheets the mechanics use?	Yes					
Will you provide a specific HVAC mechanic to the City?	Yes					
List licenses:	Provided					
What training has the HVAC mechanic rec'd?	Provided					
Will a Service/Acct Manager be assigned to the City?	Yes					
How many yrs of exp does Svs/Acct Mgr have in maint/repair?	34-years					
How many yrs of exp does Svs/Acct Mgr have managing svcs accts?	30-years					
Will the Svs/Acct Mgr be available on-site when requested by City?	Yes					
Hourly Rates - First Year:		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm			
	General Maintenance	\$83.00	\$124.50	\$124.00	\$124.00	\$166.00
	Chiller Repairs	\$98.00	\$147.00	\$147.00	\$147.00	\$196.00
	Centrifugal Screws					
	List exceptions to the above chart:					
Hourly Rate - Second Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm			
	General Maintenance	\$85.00	\$127.50	\$127.50	\$127.50	\$170.00
	Chiller Repairs	\$100.00	\$150.00	\$150.00	\$150.00	\$200.00
	Centrifugal Screws					
	List exceptions to the above chart:					

RFP-RH-10-002 HVAC Preventive Maintenance Agreement						
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.		Johnson Controls Inc 2875 High Meadow Circle Auburn Hills MI 48326 Raymond Cloufier 248.276.6000				
Hourly Rate - Third Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm			
	General Maintenance	\$86.50	\$129.75	\$129.75	\$129.75	\$173.00
	Chiller Repairs	\$101.50	\$152.25	\$152.25	\$152.25	\$203.00
	Centrifugal Screws					
	List exceptions to the above chart:					
Hourly Rate - Fourth Year		Mon-Fri	Mon-Fri	Saturday	Sunday	Holiday
	Classif.	7:30am-6pm	After 6pm			
	General Maintenance	\$88.00	\$132.00	\$132.00	\$132.00	\$176.00
	Chiller Repairs	\$103.00	\$154.50	\$154.50	\$154.50	\$206.00
	Centrifugal Screws					
	List exceptions to the above chart:					
Explain company's policy in charging overtime costs for services	Overtime is charged for work over 8 hours per day or 40 hours per week					
How will the Owner be charged for materials?	Johnson Controls parts will cost List Price minus 50%. All other vendor materials will cost vendor price plus 15%.					
If Mark-Up: Is the mark-up % over wholesale cost?	See above					
What is the mark-up %?						
OR						
If Discount: Is the discount % less list cost?						
What is the discount %?						
Acknowledge the % will remain firm through entire contract term:						
Any other costs or charges that have not been addressed?	Yes; \$50 truck charge per day for approved repair work.					
Will there be any subcontractors? If yes, list rates, etc:	No.					
Was a sample service agreement included?	Yes					
Was a resume of the company provided	Yes					
Was Hold Harmless provided?	Yes					
Can you meet City's insurance requirements.	Yes					
Have you provided W-9?	Yes					
Provide address of facility & distance (in miles) from City of RH:	JCI, 2875 High Meadow Circle, Auburn Hills MI 48326 Approximately seven (7) miles from the City of Rochester Hills.					
Additional Comments:						
12-Preventative Visits per year						

RFP-RH-10-002 HVAC Preventive Maintenance Agreement			
K & S Ventures selected as providing the best value, and most responsive, responsive vendor proposal submitted. All vendors that submitted proposals attended the mandatory mtg.		Johnson Controls Inc 2875 High Meadow Circle Auburn Hills MI 48326 Raymond Cloutier 248.276.6000	
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Yearly Lump Sum		
	1st year		\$6,008.94
	2nd year		\$6,712.09
	TOTAL 1st & 2nd years		\$12,721.03
	3rd year		\$6,189.21
	4th year		\$6,908.97
12-Preventative Visits per year	TOTAL 3rd & 4th years		\$13,098.18
PM Contract for NEW DPS Garage, 511 East Auburn	Yearly Lump Sum		
	1st year		\$5,777.57
	2nd year		\$6,481.04
	TOTAL 1st & 2nd years		\$12,258.61
	3rd year		\$5,950.89
	4th year		\$6,636.89
12-Preventative Visits per year	TOTAL 3rd & 4th years		\$12,587.78
PM Contract for OCSO Substation, 750 Barclay Circle	Yearly Lump Sum		
	1st year		\$733.02
	2nd year		\$755.01
	TOTAL 1st & 2nd years		\$1,488.03
	3rd year		\$755.01
	4th year		\$777.87
	TOTAL 3rd & 4th years		\$1,532.88
	\$26,467.67	Total of all Bldgs for years 1-2 PM Contracts	
	\$27,218.84	Total of all Bldgs for years 3-4 PM Contracts	
	\$53,686.51		

RFP-RH-10-002 HVAC Preventive Maintenance Agreement-SUPPLEMENT	Service Group,								
	es Mechanical	Guardian Environmental Services inc		R W Mead & Sons Inc		Johnson Controls Inc			
	Maple	34400 Glendale Ave		33795 Riviera		2875 High Meadow Circle			
	MI 48126	Livonia MI 48150		Fraser MI 48026		Auburn Hills MI 48326			
	Errano	Richard A Dekeyser		John Mora		Raymond Cloutier			
	1.3043	734.513.9500		586.296.3650		248.276.6000			
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	4-visits total	Monthly	x4	4-visits total	Monthly	x4	4-visits total	Monthly	x4
First Year	\$3,350.00	\$900.00		\$3,600.00	\$870.00		\$3,480.00	\$1,402.00	
Second Year	\$3,350.00	\$900.00		\$3,600.00	\$887.00		\$3,548.00	\$1,566.25	
TOTAL 1ST AND 2ND YEARS	\$6,700.00			\$7,200.00			\$7,028.00		
Third Year	\$3,550.00	\$950.00		\$3,800.00	\$905.00		\$3,620.00	\$1,444.00	
Fourth Year	\$3,550.00	\$950.00		\$3,800.00	\$923.00		\$3,692.00	\$1,603.00	
TOTAL 3RD AND 4TH YEARS	\$7,100.00			\$7,600.00			\$7,312.00		
GRAND TOTAL 4-YEARS		\$14,800.00			\$14,340.00			\$24,061.00	
PM Contract for NEW DPS Garage, 511 East Auburn									
First Year	\$1,600.00	\$1,440.00		\$5,760.00	\$1,328.00		\$5,312.00	\$1,348.00	
Second Year	\$1,600.00	\$1,440.00		\$5,760.00	\$1,355.00		\$5,420.00	\$1,560.00	
TOTAL 1ST AND 2ND YEARS	\$3,200.00			\$11,520.00			\$10,732.00		
Third Year	\$1,600.00	\$1,500.00		\$6,000.00	\$1,382.00		\$5,528.00	\$1,512.25	
Fourth Year	\$1,600.00	\$1,500.00		\$6,000.00	\$1,410.00		\$5,640.00	\$1,388.50	
TOTAL 3RD AND 4TH YEARS	\$3,200.00			\$12,000.00			\$11,168.00		
GRAND TOTAL 4-YEARS		\$23,520.00			\$21,900.00			\$23,235.00	
PM Contract for OCSO Substation, 750 Barclay Circle									
First Year	\$1,700.00	\$900.00		\$3,600.00	\$624.00		\$2,496.00	\$171.00	
Second Year	\$1,700.00	\$900.00		\$3,600.00	\$636.00		\$2,544.00	\$176.00	
TOTAL 1ST AND 2ND YEARS	\$3,400.00			\$7,200.00			\$5,040.00		
Third Year	\$1,800.00	\$900.00		\$3,600.00	\$649.00		\$2,596.00	\$176.00	
Fourth Year	\$1,900.00	\$900.00		\$3,600.00	\$662.00		\$2,648.00	\$178.75	
TOTAL 3RD AND 4TH YEARS	\$3,700.00			\$7,200.00			\$5,244.00		
GRAND TOTAL 4-YEARS		\$14,400.00			\$10,284.00			\$2,807.00	
TOTAL ALL 3-BUILDINGS FOR 4 YEARS		\$52,720.00			\$46,524.00			\$50,103.00	
Is your company willing to invoice monthly?		Yes		Yes		Yes			
Acknowledge all other prices remain firm:		Yes		Yes		Yes			

RFP-RH-10-002 HVAC Preventive Maintenance Agreement-SUPPLEMENTAL COST PROPOSAL																
	K & S Ventures Inc 2767 Grant Ave Rochester Hills MI 48309 Randy Blomberg 248.299.4212				Temperature Services Inc 37107 Schoolcraft Road Livonia MI 48150 Mark McKay 734.838.3200				Tech Mechanical Inc 1490 Highwood E Pontiac MI 48340 Jim Toccalino 248.322.5600				R & A Heating & Cooling Inc. 275 Biltmore Blvd. Troy MI 48084 Andrew Werhowatz III 248.362.0100			
	Monthly	x4	4-visits total		Monthly	x4	4-visits total		Monthly	x4	4-visits total		Monthly	x4	4-visits total	
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive																
First Year	\$1,054.69		\$4,218.76		\$272.00		\$1,088.00		\$1,600.00		\$6,400.00		\$590.00		\$2,360.00	
Second Year	\$1,054.69		\$4,218.76		\$325.00		\$1,300.00		\$1,600.00		\$6,400.00		\$590.00		\$2,360.00	
TOTAL 1ST AND 2ND YEARS			\$8,437.52				\$2,388.00				\$12,800.00				\$4,720.00	
Third Year	\$1,160.16		\$4,640.64		\$295.00		\$1,180.00		\$1,650.00		\$6,600.00		\$614.00		\$2,456.00	
Fourth Year	\$1,160.16		\$4,640.64		\$325.00		\$1,300.00		\$1,650.00		\$6,600.00		\$639.00		\$2,556.00	
TOTAL 3RD AND 4TH YEARS			\$9,281.28				\$2,480.00				\$13,200.00				\$5,012.00	
GRAND TOTAL 4-YEARS	\$17,718.80				\$4,868.00				\$26,000.00				\$9,732.00			
PM Contract for NEW DPS Garage, 511 East Auburn																
First Year	\$1,173.44		\$4,693.76		\$200.00		\$800.00		\$1,550.00		\$6,200.00		\$590.00		\$2,360.00	
Second Year	\$1,173.44		\$4,693.76		\$250.00		\$1,000.00		\$1,550.00		\$6,200.00		\$590.00		\$2,360.00	
TOTAL 1ST AND 2ND YEARS			\$9,387.52				\$1,800.00				\$12,400.00				\$4,720.00	
Third Year	\$1,290.78		\$5,163.12		\$215.00		\$860.00		\$1,598.00		\$6,392.00		\$614.00		\$2,456.00	
Fourth Year	\$1,290.78		\$5,163.12		\$275.00		\$1,100.00		\$1,598.00		\$6,392.00		\$639.00		\$2,556.00	
TOTAL 3RD AND 4TH YEARS			\$10,326.24				\$1,960.00				\$12,784.00				\$5,012.00	
GRAND TOTAL 4-YEARS	\$19,713.76				\$3,760.00				\$25,184.00				\$9,732.00			
PM Contract for OCSO Substation, 750 Barclay Circle																
First Year	\$687.50		\$2,750.00		\$175.00		\$700.00		\$1,445.00		\$5,780.00		\$590.00		\$2,360.00	
Second Year	\$687.50		\$2,750.00		\$210.00		\$840.00		\$1,445.00		\$5,780.00		\$590.00		\$2,360.00	
TOTAL 1ST AND 2ND YEARS			\$5,500.00				\$1,540.00				\$11,560.00				\$4,720.00	
Third Year	\$756.25		\$3,025.00		\$205.00		\$820.00		\$1,490.00		\$5,960.00		\$614.00		\$2,456.00	
Fourth Year	\$756.25		\$3,025.00		\$250.00		\$1,000.00		\$1,490.00		\$5,960.00		\$639.00		\$2,556.00	
TOTAL 3RD AND 4TH YEARS			\$6,050.00				\$1,820.00				\$11,920.00				\$5,012.00	
GRAND TOTAL 4-YEARS	\$11,550.00				\$3,360.00				\$23,480.00				\$9,732.00			
TOTAL ALL 3-BUILDINGS FOR 4 YEARS	\$48,982.56				\$11,988.00				\$74,664.00				\$29,196.00			
Is your company willing to invoice monthly?	Yes				Yes				Yes				Yes			
Acknowledge all other prices remain firm:	Yes				Yes				Yes				Yes			

RFP-RH-10-002 HVAC Preventive Maintenance Agreement-SUPPLEMI			Great Lakes Service Group,			Guardian Environmental Services inc			R W Mead & Sons Inc			
	North Star Mechanical Inc		div of Great Lakes Mechanical			34400 Glendale Ave			33795 Riviera			
	50650 Corporate Drive, Ste. A		3800 Maple			Livonia MI 48150			Fraser MI 48026			
	Shelby Township MI 48315		Dearborn MI 48126			Richard A Dekeyser			John Mora			
	Anthony Chabot		John Serrano			734.513.9500			586.296.3650			
	586.939.0070		313.581.3043									
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Monthly	x4	4-visits total	Monthly	x4	4-visits total	Monthly	x4	4-visits total	Monthly	x4	4-visits total
First Year	\$2,014.77		\$8,059.08	\$837.50		\$3,350.00	\$900.00		\$3,600.00	\$870.00		\$3,480.00
Second Year	\$2,085.52		\$8,342.08	\$837.50		\$3,350.00	\$900.00		\$3,600.00	\$887.00		\$3,548.00
TOTAL 1ST AND 2ND YEARS			\$16,401.16			\$6,700.00			\$7,200.00			\$7,028.00
Third Year	\$2,158.51		\$8,634.04	\$887.50		\$3,550.00	\$950.00		\$3,800.00	\$905.00		\$3,620.00
Fourth Year	\$2,234.06		\$8,936.24	\$887.50		\$3,550.00	\$950.00		\$3,800.00	\$923.00		\$3,692.00
TOTAL 3RD AND 4TH YEARS			\$17,570.28			\$7,100.00			\$7,600.00			\$7,312.00
GRAND TOTAL 4-YEARS	\$33,971.44			\$13,800.00			\$14,800.00			\$14,340.00		
PM Contract for NEW DPS Garage, 511 East Auburn												
First Year	\$2,252.98		\$9,011.92	\$400.00		\$1,600.00	\$1,440.00		\$5,760.00	\$1,328.00		\$5,312.00
Second Year	\$2,331.83		\$9,327.32	\$400.00		\$1,600.00	\$1,440.00		\$5,760.00	\$1,355.00		\$5,420.00
TOTAL 1ST AND 2ND YEARS			\$18,339.24			\$3,200.00			\$11,520.00			\$10,732.00
Third Year	\$2,413.45		\$9,653.80	\$400.00		\$1,600.00	\$1,500.00		\$6,000.00	\$1,382.00		\$5,528.00
Fourth Year	\$2,497.92		\$9,991.68	\$400.00		\$1,600.00	\$1,500.00		\$6,000.00	\$1,410.00		\$5,640.00
TOTAL 3RD AND 4TH YEARS			\$19,645.48			\$3,200.00			\$12,000.00			\$11,168.00
GRAND TOTAL 4-YEARS	\$37,984.72			\$6,400.00			\$23,520.00			\$21,900.00		
PM Contract for OCSO Substation, 750 Barclay Circle												
First Year	\$1,549.16		\$6,196.64	\$425.00		\$1,700.00	\$900.00		\$3,600.00	\$624.00		\$2,496.00
Second Year	\$1,603.38		\$6,413.52	\$425.00		\$1,700.00	\$900.00		\$3,600.00	\$636.00		\$2,544.00
TOTAL 1ST AND 2ND YEARS			\$12,610.16			\$3,400.00			\$7,200.00			\$5,040.00
Third Year	\$1,549.16		\$6,196.64	\$450.00		\$1,800.00	\$900.00		\$3,600.00	\$649.00		\$2,596.00
Fourth Year	\$1,603.38		\$6,413.52	\$475.00		\$1,900.00	\$900.00		\$3,600.00	\$662.00		\$2,648.00
TOTAL 3RD AND 4TH YEARS			\$12,610.16			\$3,700.00			\$7,200.00			\$5,244.00
GRAND TOTAL 4-YEARS	\$25,220.32			\$7,100.00			\$14,400.00			\$10,284.00		
TOTAL ALL 3-BUILDINGS FOR 4 YEARS	\$97,176.48			\$27,300.00			\$52,720.00			\$46,524.00		
	Refer to lengthy comments.											
Is your company willing to invoice monthly?	Yes			Yes			Yes			Yes		
Acknowledge all other prices remain firm:	Yes			Yes			Yes			Yes		

RFP-RH-10-002 HVAC Preventive Maintenance Agreement-SUPPLEMI			
	Johnson Controls Inc		
	2875 High Meadow Circle		
	Auburn Hills MI 48326		
	Raymond Cloutier		
	248.276.6000		
PM Contract for RH Municipal Bldg, 1000 Rochester Hills Drive	Monthly	x4	4-visits total
First Year	\$1,402.00		\$5,608.00
Second Year	\$1,566.25		\$6,265.00
TOTAL 1ST AND 2ND YEARS			\$11,873.00
Third Year	\$1,444.00		\$5,776.00
Fourth Year	\$1,603.00		\$6,412.00
TOTAL 3RD AND 4TH YEARS			\$12,188.00
GRAND TOTAL 4-YEARS	\$24,061.00		
PM Contract for NEW DPS Garage, 511 East Auburn			
First Year	\$1,348.00		\$5,392.00
Second Year	\$1,560.00		\$6,240.00
TOTAL 1ST AND 2ND YEARS			\$11,632.00
Third Year	\$1,512.25		\$6,049.00
Fourth Year	\$1,388.50		\$5,554.00
TOTAL 3RD AND 4TH YEARS			\$11,603.00
GRAND TOTAL 4-YEARS	\$23,235.00		
PM Contract for OCSO Substation, 750 Barclay Circle			
First Year	\$171.00		\$684.00
Second Year	\$176.00		\$704.00
TOTAL 1ST AND 2ND YEARS			\$1,388.00
Third Year	\$176.00		\$704.00
Fourth Year	\$178.75		\$715.00
TOTAL 3RD AND 4TH YEARS			\$1,419.00
GRAND TOTAL 4-YEARS	\$2,807.00		
TOTAL ALL 3-BUILDINGS FOR 4 YEARS	\$50,103.00		
Is your company willing to invoice monthly?	Yes		
Acknowledge all other prices remain firm:	Yes		