

<b>HVAC PREVENTATIVE MAINTENANCE SVS CITY OF ROCHESTER HILLS RFP-RH-24-007</b>					
	Allied Building Service Company of Detroit, Inc. 1801 Howard St. Detroit, MI 48216	K&S Ventures Inc 2925 Waterview Dr. Rochester Hills, MI 48309	Lyon Mechanical 30100 South Hill Rd. New Hudson, MI 48165	Rolls Mechanical 1490 Torrey Rd. Fenton, MI 48430	W.J. O'Neil Company 35457 Industrial Rd. Livonia, MI 48150
Authorized Representative:	Ted Sadler	Blake Blomberg	Carlo Serafini	Austin Acker	Nick Dahlstrom
Authorized Rep Email:	<a href="mailto:tsadler@teamallied.com">tsadler@teamallied.com</a>	<a href="mailto:blakeb@ksv.us">blakeb@ksv.us</a>	<a href="mailto:Css@lyonmech.com">Css@lyonmech.com</a>	<a href="mailto:austina@ljrolls.com">austina@ljrolls.com</a>	<a href="mailto:Ndahlstrom@wjo.com">Ndahlstrom@wjo.com</a>
Firm Established:	1971	1989	1974	1994	1983
Years in Business:	53	53	35	30	40
Type of Organization:	Corporation	Corporation	Corporation	Individual	Corporation
How many years has your company performed HVAC maintenance work?	53 years	35 years	50	30	40
What % of your company's business is maintenance work?	75%	50%	40%	25%	65%
Does your company have a uniform and detailed method by which preventative maintenance tasks are define, scheduled, recorded, updated and processed?	Yes	Yes	Yes	Yes	Yes
Does your Company use a computer-generated preventative maintenance	No	Yes	Yes	Yes	Yes
If yes, is this program based on manufacturers recommended maintenance procedures and historical data of similar	Yes	Yes	Yes	Yes	Yes
Are sample computer generated preventative maintenance task sheets included in your proposal response?	No	Yes	Yes	No	Yes
Will your Company provide a specific HVAC Mechanic to the City?	Yes	Yes	Yes	Yes	Yes
List the licenses held by the HVAC mechanic assigned to the City:	Keith Hunt - License 7107757 - 30 + years Mark Engle Sr - 30 + years Jack Totty - 30 + years Sean Poyl - 5 + years John Dozbush - 5 + years	State of Michigan Mecahnical Contractor - Unlimited HVAC,Hydronic Heating & Cooling Process Piping, HVAC Equipment, Ductwork, Heating Service, Refrigeration & A/C Service, Boiler Installer License (2B)	Michigan mechanical contractor, journeyman, plumber, hvac & refrigerant license, boiler license.	We have several options of qualified technicians that can be assigned. Any assigned techs will have EPA Certification and years additional experience.	636 Union Technician, EFA Certified, etc
What training has the HVAC mechanic received?	Certified training for installation and repairs of all standard HVAC Mechanical and air handler units - some for the boiler installs and repairs as well.	Factory McQuay Chillers, Aerco Boilers, OSHA - 30 Safety, CSD-1 Boiler Inspections Aerial Lift Training, First Aid, Daikin VRF	Full trade and college accreditation.	Varies by tech.	Local 636 Pipe Fitter - Apprenticeship training program. ARC Flash training, fall protection training,
Will a Service/Account Manager be assigned to the City?	Yes	Yes	Yes	Yes	Yes
How many years of experience does the Service/Account Manager have in HVAC maintenance and repair?	25+	27 years	30 years	8 years	12 years
How many years of experience does the Service/Account Manager have in managing service maintenance accounts?	25+	24 years	25 years	2 years	4 years

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Will the Service/Account Manager be available on-site when requested by the City?	Yes	Yes	Yes	Yes	Yes
Did the vendor list two (2) documented contracts similar to that of this specification with documented continuous full-service for	Yes	Yes	Yes	Yes	Yes
Did the vendor list three (3) customers with whom the Service Company, for at least one year, has preventive maintenance service contracts similar to that of this specification?	Yes	Yes	Yes	Yes	Yes
Provided response time during normal business hours (Monday – Friday; 7:00 am – 5:00 pm)?	1 hour	1 hour	2 hours	2 hours	4 hours
Provided response time after hours (Monday – Friday; 5:00 pm – 7:00 am, Sat, Sun & Holidays)?	1 hour	1 hour	2 hours	4 hours	2 hours
Procedure for After-hours and Emergency Calls:	313-550-5942 after hours 24/7 Customer service specialist will answer and prepare work order, launch for the dispatcher to notify and move techs towards location. Customer specialist will keep client updated. Allied people answer the phone and Allied people show up to do the work.	A technician is on-call 24/7 Monday-Sunday. If there is an after hours call, the caller will communicate with our on-call service provider. From there, our technician will be notified of the after hours call and will be dispatched to the call. Employee should be onsite within 30-60 minutes.	Call comes in to dispatch, send text and call to technician on call.	Call (810)629-7752, provide needed information, dispatch team will reach out and send technician out as needed.	24 hour service line (734) 266-3338. This answering service will contact our WJO rep on-call and we'll contact the customer rep to confirm the issue and provide ETA. 2 hour response time provided.
Provide the two (2) local area phone numbers, answered by a person or persons under direct	313-550-5942 after hours/ seven days a week 313-230-0800 normal business hours M-F	Blake Blomberg - 248-804-7687 Doug Cieslinski - 810-356-8158	Carlo Serafini - 734-216-2551 Kelly Oprisiu - 248-467-6797	Office (810)-629-7752, Ben Kromer (517)-375-9550, Austin Acker(810)-360-7330	Nick Dahlstrom (313) 530-6523 Account Executive Bob McQueen (313) 218-3553 Service

HVAC PREVENTATIVE MAINTENANCE SERVICES CITY OF ROCHESTER HILLS RFP-RH-24-007																	
			Allied Building Service Company of Detroit, Inc. 1801 Howard St. Detroit, MI 48216			K&S Ventures Inc 2925 Waterview Dr. Rochester Hills, MI 48309			Lyon Mechanical 30100 South Hill Rd. New Hudson, MI 48165			Rolls Mechanical 1490 Torrey Rd. Fenton, MI 48430			W.J. O'Neil Company 35457 Industrial Rd. Livonia, MI 48150		
<b>Pricing Proposal:</b>																	
<b>Preventative Maintenance Inpections Base Proposal:</b>																	
Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)		
Year 1																	
Locations	Price Per Visit	Visits	Extended Cost	Price Per Visit*	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost		
City Hall	\$ 2,480.00	2	\$ 4,960.00	\$ 2,155.00	2	\$ 4,310.00	\$ 6,840.00	2	\$ 13,680.00	\$ 12,500.00	2	\$ 25,000.00	\$ 2,389.00	2	\$ 4,778.00		
DPS Garage	\$ 3,170.00	2	\$ 6,340.00	\$ 2,995.00	2	\$ 5,990.00	\$ 2,947.00	2	\$ 5,894.00	\$ 4,500.00	2	\$ 9,000.00	\$ 3,330.00	2	\$ 6,260.00		
Fire Station 1	\$ 990.00	2	\$ 1,980.00	\$ 925.00	2	\$ 1,850.00	\$ 2,565.00	2	\$ 5,130.00	\$ 2,000.00	2	\$ 4,000.00	\$ 1,126.00	2	\$ 2,252.00		
Fire Station 2	\$ 800.00	2	\$ 1,600.00	\$ 1,565.00	2	\$ 3,130.00	\$ 785.50	2	\$ 1,571.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,126.00	2	\$ 2,252.00		
Fire Station 3	\$ 800.00	2	\$ 1,600.00	\$ 1,565.00	2	\$ 3,130.00	\$ 743.00	2	\$ 1,486.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,126.00	2	\$ 2,252.00		
Fire Station 4	\$ 800.00	2	\$ 1,600.00	\$ 925.00	2	\$ 1,850.00	\$ 1,005.50	2	\$ 2,011.00	\$ 1,500.00	2	\$ 3,000.00	\$ 1,094.00	2	\$ 2,188.00		
Fire Station 5	\$ 800.00	2	\$ 1,600.00	\$ 1,565.00	2	\$ 3,130.00	\$ 804.50	2	\$ 1,609.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,126.00	2	\$ 2,252.00		
OSCO	\$ 1,280.00	2	\$ 2,560.00	\$ 1,225.00	2	\$ 2,450.00	\$ 2,156.00	2	\$ 4,312.00	\$ 6,500.00	2	\$ 13,000.00	\$ 1,814.00	2	\$ 3,628.00		
			\$ 22,240.00			\$ 25,840.00			\$ 35,693.00			\$ 64,500.00			\$ 25,862.00		
Year 2																	
Locations	Price Per Visit	Visits	Extended Cost	Price Per Visit*	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost		
City Hall	\$ 2,600.00	2	\$ 5,200.00	\$ 2,155.00	2	\$ 4,310.00	\$ 6,840.00	2	\$ 13,680.00	\$ 12,500.00	2	\$ 25,000.00	\$ 2,461.00	2	\$ 4,922.00		
DPS Garage	\$ 3,300.00	2	\$ 6,600.00	\$ 2,995.00	2	\$ 5,990.00	\$ 2,947.00	2	\$ 5,894.00	\$ 4,500.00	2	\$ 9,000.00	\$ 3,224.00	2	\$ 6,448.00		
Fire Station 1	\$ 1,030.00	2	\$ 2,060.00	\$ 925.00	2	\$ 1,850.00	\$ 2,565.00	2	\$ 5,130.00	\$ 2,000.00	2	\$ 4,000.00	\$ 1,160.00	2	\$ 2,320.00		
Fire Station 2	\$ 840.00	2	\$ 1,680.00	\$ 1,565.00	2	\$ 3,130.00	\$ 785.50	2	\$ 1,571.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,160.00	2	\$ 2,320.00		
Fire Station 3	\$ 840.00	2	\$ 1,680.00	\$ 1,565.00	2	\$ 3,130.00	\$ 743.00	2	\$ 1,486.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,160.00	2	\$ 2,320.00		
Fire Station 4	\$ 840.00	2	\$ 1,680.00	\$ 925.00	2	\$ 1,850.00	\$ 1,005.50	2	\$ 2,011.00	\$ 1,500.00	2	\$ 3,000.00	\$ 1,127.00	2	\$ 2,254.00		
Fire Station 5	\$ 840.00	2	\$ 1,680.00	\$ 1,565.00	2	\$ 3,130.00	\$ 804.50	2	\$ 1,609.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,160.00	2	\$ 2,320.00		
OSCO	\$ 1,335.00	2	\$ 2,670.00	\$ 1,225.00	2	\$ 2,450.00	\$ 2,156.00	2	\$ 4,322.00	\$ 6,500.00	2	\$ 13,000.00	\$ 1,869.00	2	\$ 3,738.00		
			\$ 23,250.00			\$ 25,840.00			\$ 35,703.00			\$ 64,500.00			\$ 26,642.00		
<b>Total Base Term (Year 1 + Year 2)</b>			<b>\$ 45,490.00</b>			<b>\$ 51,680.00</b>			<b>\$ 71,396.00</b>			<b>\$ 129,000.00</b>			<b>\$52,504.00</b>		
<b>Preventative Maintenance Inpections Renewal Year (Year 3)</b>																	
Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)			Preventative Maintenance Inspection Semi-Annually (2 visits per year)		
Year 3																	
Locations	Price Per Visit	Visits	Extended Cost	Price Per Visit*	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost	Price Per Visit	Visits	Extended Cost		
City Hall	\$ 2,730.00	2	\$ 5,460.00	\$ 2,155.00	2	\$ 4,310.00	\$ 6,840.00	2	\$ 13,680.00	\$ 12,500.00	2	\$ 25,000.00	\$ 2,535.00	2	\$ 5,070.00		
DPS Garage	\$ 3,500.00	2	\$ 7,000.00	\$ 2,995.00	2	\$ 5,910.00	\$ 2,947.00	2	\$ 5,894.00	\$ 4,500.00	2	\$ 9,000.00	\$ 3,321.00	2	\$ 6,642.00		
Fire Station 1	\$ 1,100.00	2	\$ 2,200.00	\$ 925.00	2	\$ 1,850.00	\$ 2,565.00	2	\$ 5,130.00	\$ 2,000.00	2	\$ 4,000.00	\$ 1,195.00	2	\$ 2,390.00		
Fire Station 2	\$ 900.00	2	\$ 1,800.00	\$ 1,565.00	2	\$ 3,130.00	\$ 785.50	2	\$ 1,571.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,195.00	2	\$ 2,390.00		
Fire Station 3	\$ 900.00	2	\$ 1,800.00	\$ 1,565.00	2	\$ 3,130.00	\$ 743.00	2	\$ 1,486.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,195.00	2	\$ 2,390.00		
Fire Station 4	\$ 900.00	2	\$ 1,800.00	\$ 925.00	2	\$ 1,850.00	\$ 1,005.50	2	\$ 2,011.00	\$ 1,500.00	2	\$ 3,000.00	\$ 1,161.00	2	\$ 2,322.00		
Fire Station 5	\$ 900.00	2	\$ 1,800.00	\$ 1,565.00	2	\$ 3,130.00	\$ 804.50	2	\$ 1,609.00	\$ 1,750.00	2	\$ 3,500.00	\$ 1,195.00	2	\$ 2,390.00		
OSCO	\$ 1,410.00	2	\$ 2,820.00	\$ 1,225.00	2	\$ 2,450.00	\$ 2,156.00	2	\$ 4,312.00	\$ 6,500.00	2	\$ 13,000.00	\$ 1,925.00	2	\$ 6,642.00		
<b>Total Year 3 (Optional Renewal Year)</b>			<b>\$ 24,680.00</b>			<b>\$ 25,760.00</b>			<b>\$ 35,693.00</b>			<b>\$ 64,500.00</b>			<b>\$ 30,236.00</b>		

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<i>Hourly rates for On-Call Services that will perform work under the specs or outside the scope of services</i>																													
<b>Base Contract - First Year</b>																													
Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays
HVAC Tech.	\$99.00	\$148.50	\$148.50	\$148.50	\$198.00	HVAC Tech.	\$85.00	\$127.50	\$170.00	\$255.00	\$255.00	Journeyman	\$124.00	\$186.00	\$186.00	\$248.00	\$248.00	Tech	\$90.00	\$135.00	\$135.00	\$135.00	\$180.00	HVAC Journeyman	\$120.00	\$165.00	\$165.00	\$165.00	\$200.00
						BMS/Controls Tech	\$125.00	\$187.50	\$250.00	\$375.00	\$375.00	Apprentice	\$99.00	\$125.00	\$150.00	\$150.00	\$175.00	Apprentice	\$65.00	\$97.50	\$97.50	\$97.50	\$130.00	Controls Tech	\$130.00	\$175.00	\$175.00	\$175.00	\$205.00
<b>Base Contract - Second Year</b>																													
Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays
HVAC Tech.	\$104.00	\$156.00	\$156.00	\$156.00	\$208.00	HVAC Tech.	\$85.00	\$127.50	\$170.00	\$255.00	\$255.00	Journeyman	\$124.00	\$186.00	\$186.00	\$248.00	\$248.00	Tech	\$90.00	\$135.00	\$135.00	\$135.00	\$180.00	HVAC Journeyman	\$120.00	\$165.00	\$165.00	\$165.00	\$200.00
						BMS/Controls Tech	\$125.00	\$187.50	\$250.00	\$375.00	\$375.00	Apprentice	\$99.00	\$125.00	\$150.00	\$150.00	\$175.00	Apprentice	\$65.00	\$97.50	\$97.50	\$97.50	\$130.00	Controls Tech	\$130.00	\$175.00	\$175.00	\$175.00	\$205.00
<b>Renewal Option - Third Year</b>																													
Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays	Classification	Hourly Rate (7:30 am - 6 pm) M-F	Hourly Rate (after 6 pm) M-F	Hourly Rate Sat	Hourly Rate Sun	Hourly Rate Holidays
HVAC Tech.	\$106.00	\$159.00	\$159.00	\$159.00	\$212.00	HVAC Tech.	\$85.00	\$127.50	\$170.00	\$255.00	\$255.00	Journeyman	\$124.00	\$186.00	\$186.00	\$248.00	\$248.00	Tech	\$90.00	\$135.00	\$135.00	\$135.00	\$180.00	HVAC Journeyman	\$120.00	\$165.00	\$165.00	\$165.00	\$200.00
						BMS/Controls Tech	\$125.00	\$187.50	\$250.00	\$375.00	\$375.00	Apprentice	\$99.00	\$125.00	\$150.00	\$150.00	\$175.00	Apprentice	\$65.00	\$97.50	\$97.50	\$97.50	\$130.00	Controls Tech	\$130.00	\$175.00	\$175.00	\$175.00	\$205.00
Any exceptions to the above pricing tables?	Tech time starts when he arrives on location site and ends when job and associated ipad/paperwork is complete.					NA						None						None						NA					
Explain the company's policy in charging overtime costs for services:	Overtime starts after working 8 hours M-F and all day Saturday and Sunday. Holidays are double time and calls are Port to Port from tech's location.					Overtime is considered any time before 7 am or after 5 pm, Monday - Friday and all Saturdays, Sundays and Holidays.						Anything after 5 pm and weekends, holidays.						Any "afterhours" service will be billed at the above rates						Customer would be charged hourly for the time our technician was on site. Any recommended repairs must be approved by customer before repairs can be made.					
<b>Boiler Water Treatment</b>																													
Cost for Boiler Water Treatment	\$650.00					\$2,760.00						\$3,000.00						\$4,000.00						\$2,675.00					
Does your company inventory replacement parts and components for its service contracts at its local office?	No					Yes						Yes						No						Yes					
If no, how do they acquire replacement parts/components?	Allied partners with a water treatment company for service and materials (HOH)					NA												Local vendors - truck stock.											
How will the city be charged for materials?	Any chemicals needed will be provided at cost + 15-30% markup.					The owner will have the option to purchase from K&S Ventures Inc. at wholesale cost plus markup of 20%.						10% markup on parts						Cost + Markup						We'll provide customer with either verbal or formal quote with expected material cost. Customer will need to provide approval before ordering any materials.					
If mark-up, is the percentage over wholesale cost?	Invoice cost					Yes						Yes						No											
What is mark-up percentage?	15-30%					20%						10%						20%						15%					
If discount, is the discount % less list cost?	NA					NA																							
What is the discount percentage?	NA					0%																							
Acknowledge that the percentage shall remain firm throughout the entire contract term (yes/no)?	Yes					Yes						Yes												Yes					

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<b>Other Charges</b>					
Are there any other costs or charges that have not been addressed?	Yes	No	Yes	No	No
If yes, identify, explain how charged and include costs:	If personal lift or scissor lift is needed, Allied will provide at cost + markup.		For service or after hours \$75 trip fee		
Would the Service Company be using sub-contractors for any work that may be performed under the specifications or that the Owner may request?	Yes	No	No	Yes	Yes
Provide examples of sub-contractors that may be utilized by the Service Company:	Water treatment company	NA	Electrical or sewer or drain vaccum trucks / controls subcontractor.	Chardon Water Treatment \$125/ hr.	Chemical Treatment Company - Cost provided
Did the vendor provide a sample "Service Agreement" used by the Service Company for contracts of this nature?	No	Yes	Yes	Yes	No
Did the vendor Provide a resume of the Company enumerating on the firm's capability to accomplish the work outlined in these specifications, the approach or methodology of the service and the company's understanding of the relationship between the HVAC equipment and a computerized energy management system?	No	Yes	No	Yes	Yes
Can they meet the city's insurance requirements?	Yes	Yes	Yes	Yes	Yes
Did they provide a completed W-9?	Yes	Yes	No	Yes	No
Address of facility and distance (in miles) from CORH:	1801 Howard St Detroit MI 48216 - 29 miles from CORH	2925 Waterview Dr Rochester Hills, MI 48309- 4.2 miles from CORH	30100 South Hill Rd. New Hudson, MI - 36 miles from CORH	1490 Torrey Rd. Fenton, MI - 40 miles from CORH	35457 Industrial Rd. Livonia, MI - 35 miles from CORH
List any exceptions/substitutions/deviations/etc:	While this is our main office HQ, many techs dispatch right from their homes located all around metro Detroit.	K & S Ventures Inc. currently holds the PM contract with the City of Rochester Hills K & S Ventures Inc. acknowledges addendum #1 & #2	None	None	The primary and secondary technician established for this account lives less than 5 miles from customer location.