

**BID 16C3**  
**HVAC SERVICE CONTRACT**

**FACT SHEET**

A. **Overview:** This recommendation is to establish a contract for the servicing of chillers and cooling towers. Work to be accomplished under this contract includes general maintenance and repair. Bids were opened on September 8, 2015.

1. **Bid participation:**

88 companies notified  
10 companies submitted bid  
1 company submitted a "no bid" response

2. **Bids were received from:**

American Combustion Industries, Inc. (Glenn Dale, MD)  
Boland Trane Services, Inc. (Gaithersburg, MD)  
Carrier Corporation (Ashburn, VA)  
Daikin Applied Americas, Inc. (Bowie, MD)  
Denver-Elek, Inc. (Essex, MD)  
J.F. Fischer, Inc. (Baltimore, MD)  
\*M&M Welding & Fabricators, Inc. (Gaithersburg, MD)  
**Mechanical Services Industries, LLC (Frederick, MD)**  
Mick's Plumbing & Heating, Inc. (Thurmont, MD)  
**South Mountain Mechanical Contractors, Inc. (Myersville, MD)**

\*Indicates Minority Business Enterprise

3. **Other Facts:**

- This contract will be effective from the date of award through September 30, 2017, with two additional two-year renewal options available.
- This is an open requirements contract, with no guarantee of any work. The contract will be used to supplement the Frederick County Public Schools (FCPS) Maintenance Department work force.
- Work will be accomplished in any FCPS school/building. New schools to open during the life of this contract are expected to be serviced under this agreement.
- To ensure that all of the different manufacturer's equipment throughout the system can be serviced and/or repaired by a "factory" authorized company, a dual award is being recommended.
- Approximately \$110,426 was spent during FY15.
- The contract will be administered by Randall Connatser, Project Manager IV, Maintenance and Operations Department.

4. **Source of Funding:** FY16 Approved Operating Budget.

---

B. **Recommendation:** Staff recommends that Bid 16C3, HVAC Service Contract, be awarded to Mechanical Services Industries of Frederick, MD and South Mountain Mechanical Contractors, Inc. of Myersville, MD per the attached Bid Tabulation.

---

C. **Action taken by the Board (Purchasing use only):**

<u>AB</u> Approved	_____ Denied	_____ Deferred	_____ Other	KM/ab
10/14/15 _____ Date	_____ Date	_____ Date	_____ Date	BOE Meeting: 10.14.15

BID 16C3, HVAC SERVICE CONTRACT  
BID TABULATION

	<u>American Combustion</u>	<u>Boland Trane</u>	<u>Carrier Corporation</u>	<u>Daikin Applied</u>	<u>Denver-Elek</u>	<u>J.F. Fischer</u>	<u>M&amp;M Welding</u>	<u>Mechanical Services</u>	<u>Mick's Plumbing</u>	<u>South Mountain</u>
<b>I. Labor</b>										
<b><u>Regular Hours (7:00 am - 4:00 pm)</u></b>										
Lead Technician	\$ 129.00	\$ 145.00	\$ 115.00	\$ 154.00	\$ 85.00	\$ 87.00	\$ 96.00	\$ 82.00	\$ 85.00	\$ 83.50
Other Staff (No helpers -- Journeyman or higher)	\$ 129.00	\$ 145.00	\$ 115.00	\$ 134.00	\$ 85.00	\$ 87.00	\$ 92.00	\$ 82.00	\$ 65.00	\$ 83.50
Electronics Tech to troubleshoot controls	\$ 139.00	\$ 145.00	\$ 115.00	\$ 154.00	\$ 85.00	\$ 87.00	\$ 150.00	\$ 82.00	\$ 85.00	\$ 83.50
Eddy-Current-Test	sub	\$ 145.00	\$1.05 per tube (See Bid)	\$ 125.00	\$ 450.00	\$ 87.00	\$ 100.00	\$ 85.00	\$ 85.00	\$ 83.50
Companies normal work hours	7:00 am - 4:00 pm	7:30 am - 5:00 pm	7:00 am - 4:00 pm	7:00 am - 4:00 pm	7:00 am - 3:30 pm	7:00 am - 5:00 pm	6:00 am - 2:30 pm	7:00 am - 4:00 pm	7:30 am - 3:30 pm	7:00 am - 3:30 pm
<b><u>Overtime Hours (After 4:00 pm)</u></b>										
Lead Technician	\$ 193.50	\$ 217.50	\$ 172.50	\$ 231.00	\$ 112.00	\$ 117.25	\$ 134.00	\$ 115.00	\$ 127.50	\$ 125.25
Other Staff (No helpers -- Journeyman or higher)	\$ 193.50	\$ 217.50	\$ 172.50	\$ 201.00	\$ 112.00	\$ 117.25	\$ 129.00	\$ 115.00	\$ 97.50	\$ 125.25
Electronics Tech to troubleshoot controls	\$ 208.50	\$ 217.50	\$ 172.50	\$ 231.00	\$ 112.00	\$ 117.25	\$ 210.00	\$ 115.00	\$ 127.50	\$ 125.25
Eddy-Current-Test	sub	\$ 217.50	\$1.05 per tube (See Bid)	\$ 187.50	\$ 675.00	\$ 117.25	\$ 150.00	\$ 85.00	\$ 127.50	\$ 125.25
<b>II. Materials</b>										
R11 Refrigerant: Mark Up	20%	15%	15%	15%	0%	15%	20%	20%	0%	20%
R12 Refrigerant: Mark Up	20%	15%	15%	15%	0%	15%	20%	20%	10%	20%
R22 Refrigerant: Mark Up	20%	15%	15%	15%	12%	15%	20%	20%	10%	20%
R113 Refrigerant: Mark Up	20%	15%	15%	15%	0%	15%	20%	20%	0%	20%
R134 Refrigerant: Mark Up	20%	15%	15%	15%	12%	15%	20%	20%	10%	20%
R410 Refrigerant: Mark Up	20%	15%	15%	15%	12%	15%	20%	20%	10%	20%
Other supplies/parts: Individual cost + mark up	30%	15%	15%	25%	12%	15%	20%	20%	10%	20%