

Proposal Project:**HVAC Service, Repairs, Parts & Supplies**

Proposal Number 0710-23

Date: October 19, 2007

	Primary Vendor	Secondary Vendor					
	Dyna TenService	Entech Sales & Service	Filter Systems	IEC Control Shop, Inc	Johnstone Supply	Mechtrend Solutions, LLC	Tex-Air Filters
HVAC Parts, Supplies & Equipment							
Percentage discount amount – parts & supplies (in-store)	0%	Cost + 30%	50%	55%	55%	no bid	50%
Percentage discount amount – parts & supplies (catalog)	0%	Cost+ 30%	50%	55%	55%	no bid	50%
Percentage discount amount – equipment (in-store)	0%	Cost+ 30%	No bid	50%	55%	no bid	no bid
Percentage discount amount – equipment (catalog)	0%	Cost+ 30%	No bid	50%	55%	no bid	no bid
Percentage markup on Refrigerant	30%	Cost+ 30%	No bid	55%	Call	no bid	no bid
HVAC Service & Repairs – Controls							
Minimum service call charge:	no bid	\$157.00	no bid	no bid	no bid	\$135.00	no bid
Trip charge (mileage):	no bid	\$75.00	no bid	no bid	no bid	\$45.00	no bid
Technician per hour rate:	no bid	\$78.50	no bid	no bid	no bid	\$90.00	no bid
Helper per hour rate:	no bid	N/A	no bid	no bid	no bid	\$68.00	no bid
Overtime per hour rate:	no bid	\$117.75	no bid	no bid	no bid	\$135.00	no bid
Holiday per hour rate:	no bid	\$157.00	no bid	no bid	no bid	\$135.00	no bid
Other basic service call charges:	no bid	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	no bid	4-24 hours	no bid	no bid	no bid	4 hr for emergency or next day	no bid
Materials/supplies percentage markup: (based on wholesale price)	no bid	32.50%	no bid	no bid	no bid	28%	no bid
HVAC Service & Repairs/ Variable Speed Drives							
Minimum service call charge:	Time spent per 1/4 hour	\$140.00	no bid	no bid	no bid	\$113.00	no bid
Trip charge (mileage):	N/A	\$75.00	no bid	no bid	no bid	\$45.00	no bid
Technician per hour rate:	\$65.00	\$70.00	no bid	no bid	no bid	\$68.00	no bid
Helper per hour rate:	\$65.00	N/A	no bid	no bid	no bid	\$55.00	no bid
Overtime per hour rate:	\$97.50	\$105.00	no bid	no bid	no bid	\$102.00	no bid
Holiday per hour rate:	\$97.50	\$140.00	no bid	no bid	no bid	\$102.00	no bid
Other basic service call charges:	N/A	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	less than 4 hours	4-24 hours	no bid	no bid	no bid	4 hr for emergency or next day	no bid
Materials/supplies percentage markup: (based on wholesale price)	less than \$1000= 30% greater than \$1000=25%	30%	no bid	no bid	no bid	28%	no bid

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	Dyna TenService	Entech Sales & Service	Filter Systems	IEC Control Shop,Inc	Johnstone Supply	Mechtrend Solutions, LLC	Tex-Air Filters
HVAC Service & Repairs – Pumps							
Minimum service call charge:	Time spent per 1/4 hour	\$140.00	no bid	no bid	no bid	\$113.00	no bid
Trip charge (mileage):	N/A	\$75.00	no bid	no bid	no bid	\$45.00	no bid
Technician per hour rate:	\$65.00	\$70.00	no bid	no bid	no bid	\$68.00	no bid
Helper per hour rate:	\$65.00	N/A	no bid	no bid	no bid	\$55.00	no bid
Overtime per hour rate:	\$97.50	\$105.00	no bid	no bid	no bid	\$102.00	no bid
Holiday per hour rate:	\$97.50	\$140.00	no bid	no bid	no bid	\$102.00	no bid
Other basic service call charges:	N/A	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	less than 4 hours	4-24 hours	no bid	no bid	no bid	4 hr for emergency or next day	no bid
Materials/supplies percentage markup:	less than \$1000= 30%	30%	no bid	no bid	no bid	28%	no bid
(based on wholesale price)							
HVAC Service & Repairs – Dectron Units							
Minimum service call charge:	Time spent per 1/4 hour	\$140.00	no bid	no bid	no bid	no bid	no bid
Trip charge (mileage):	N/A	\$75.00	no bid	no bid	no bid	no bid	no bid
Technician per hour rate:	\$65.00	\$70.00	no bid	no bid	no bid	no bid	no bid
Helper per hour rate:	\$65.00	N/A	no bid	no bid	no bid	no bid	no bid
Overtime per hour rate:	\$97.50	\$105.00	no bid	no bid	no bid	no bid	no bid
Holiday per hour rate:	\$97.50	\$140.00	no bid	no bid	no bid	no bid	no bid
Other basic service call charges:	N/A	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	less than 4 hours	4-24 hours	no bid	no bid	no bid	no bid	no bid
Materials/supplies percentage markup:	less than \$1000= 30%	30%	no bid	no bid	no bid	no bid	no bid
(based on wholesale price)							

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	Dyna TenService	Entech Sales & Service	Filter Systems	IEC Control Shop,Inc	Johnstone Supply	Mechtrend Solutions, LLC	Tex-Air Filters
HVAC Service & Repairs – Boilers							
Minimum service call charge:	Time spent per 1/4 hour	\$140.00	no bid	no bid	no bid	\$113.00	no bid
Trip charge (mileage):	N/A	\$75.00	no bid	no bid	no bid	\$45.00	no bid
Technician per hour rate:	\$65.00	\$70.00	no bid	no bid	no bid	\$68.00	no bid
Helper per hour rate:	\$65.00	N/A	no bid	no bid	no bid	\$55.00	no bid
Overtime per hour rate:	\$97.50	\$105.00	no bid	no bid	no bid	\$102.00	no bid
Holiday per hour rate:	\$97.50	\$140.00	no bid	no bid	no bid	\$102.00	no bid
Other basic service call charges:	N/A	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	less than 4 hours	4-24 hours	no bid	no bid	no bid	4 hr for emergency or next day	no bid
Materials/supplies percentage markup:	less than \$1000= 30%	30%	no bid	no bid	no bid	28%	no bid
(based on wholesale price)							
HVAC Service & Repairs – Cooling Towers							
Minimum service call charge:	Time spent per 1/4 hour	\$140.00	no bid	no bid	no bid	\$113.00	no bid
Trip charge (mileage):	N/A	\$75.00	no bid	no bid	no bid	\$45.00	no bid
Technician per hour rate:	\$65.00	\$70.00	no bid	no bid	no bid	\$68.00	no bid
Helper per hour rate:	\$65.00	N/A	no bid	no bid	no bid	\$55.00	no bid
Overtime per hour rate:	\$97.50	\$105.00	no bid	no bid	no bid	\$102.00	no bid
Holiday per hour rate:	\$97.50	\$140.00	no bid	no bid	no bid	\$102.00	no bid
Other basic service call charges:	N/A	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	less than 4 hours	4-24 hours	no bid	no bid	no bid	4 hr for emergency or next day	no bid
Materials/supplies percentage markup:	less than \$1000= 30%	30%	no bid	no bid	no bid	28%	no bid
(based on wholesale price)							

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	Dyna TenService	Entech Sales & Service	Filter Systems	IEC Control Shop,Inc	Johnstone Supply	Mechtrend Solutions, LLC	Tex-Air Filters
HVAC Service & Repairs – Chillers							
Minimum service call charge:	Time spent per 1/4 hour	\$140.00	no bid	no bid	no bid	\$113.00	no bid
Trip charge (mileage):	N/A	\$75.00	no bid	no bid	no bid	\$45.00	no bid
Technician per hour rate:	\$65.00	\$70.00	no bid	no bid	no bid	\$68.00	no bid
Helper per hour rate:	\$65.00	N/A	no bid	no bid	no bid	\$55.00	no bid
Overtime per hour rate:	\$97.50	\$105.00	no bid	no bid	no bid	\$102.00	no bid
Holiday per hour rate:	\$97.50	\$140.00	no bid	no bid	no bid	\$102.00	no bid
Other basic service call charges:	N/A	N/A	no bid	no bid	no bid	no bid	no bid
Response time:	less than 4 hours	4-24 hours	no bid	no bid	no bid	4 hr for emergency or next day	no bid
Materials/supplies percentage markup:	less than \$1000= 30%	30%	no bid	no bid	no bid	28%	no bid
(based on wholesale price)							

Entech Sales & Service proposing pneumatic & digital Metasys,
Inet 2000, Summitt, and Reliable Control
All vendors awarded under HVAC Parts, Supplies & Equipment

Mechtrend proposing Pneumatic & Digital Metasys
Dyna Ten is the primary vendor in all categories

Entech when listed is first secondary vendor contacted and
Mechtrend Solutions is the second secondary vendor contacted