BUILDVISION

Custom Procurement Report

Control How You Source Building Systems

Directly access suppliers and automate sourcing, procurement, and financing—all from one platform

Key Benefits

T **Save Time**

Automate RFQs and reduce manual work by up to 50%

$ **Cut Costs**

Negotiate directly with suppliers for better deals

→ **Streamlined Sourcing**

Take BuildVision's structured data and send it to suppliers at BuildVision.io

Customer Information

Customer Name	Norco College
Contact Person	Gerald Stosek
Contact Email	gerry.stosek@clarkconstruction.com
Contact Phone	N/A
Address	Norco, California
Invited Date	5/13/2025
Due Date	5/28/2025

Project Information

Project Name	Center for Human Performance & Kinesiology
Location	Norco College, Norco, California
Start Date	7/22/2025
Completion Date	N/A
Budget	N/A
Scope	HVAC system installation including air handling units, exhaust fans, split system air conditioners, fan coil units, and air terminal units
Project ID	75-21620-00
Project URL	BuildVision Project Link
Project Size	40,741 sq. ft.
Request Type	Proposal
Contract Type	–
RFIs Due	5/9/2025
Job Walk	4/29/2025

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Project Equipment

Air Handling Units

Equipment Tag	Manufacturer	Model
AHU-1	Energy Labs	C661024-C
AHU-2	Energy Labs	C661024-C
AHU-3	Energy Labs	C661364-C
AHU-4	Energy Labs	C661364-C

Notes

Custom indoor central-station air-handling units

HVAC Fans

Equipment Tag	Manufacturer	Model
EF-1	Greenheck	CUE-140-VG
EF-2	Greenheck	CUE-140-VG
EF-3	Greenheck	CUE-140-VG
EF-4	Greenheck	CUE-100B-VG

Notes

Exhaust fans

Split System Air Conditioners

Equipment Tag	Manufacturer	Model
CU-1	Carrier	38MAR925DAA3
CU-2	Carrier	38MAR925DAA3
CU-3	Carrier	38MAR925DAA3
CU-4	Carrier	38MAR925DAA3
CU-5	Carrier	38MAR925DAA3
CU-6	Carrier	38MAR925DAA3
CU-7	Carrier	38MAR925DAA3
CU-8	Carrier	38MAR925DAA3

Notes

Condensing units with matching fan coil units

Fan Coil Units

Equipment Tag	Manufacturer	Model
FCU-1	Carrier	40KAH036026A3
FCU-2	Carrier	40KAH036026A3
FCU-3	Carrier	40KAH036026A3
FCU-4	Carrier	40KAH036026A3
FCU-5	Carrier	40KAH036026A3
FCU-6	Carrier	40KAH036026A3
FCU-7	Carrier	40KAH036026A3

Notes

Indoor units paired with condensing units

Air Terminal Units

Equipment Tag	Manufacturer	Model
CAV-3-10	Titus	DESV
CAV-3-11	Titus	DESV
CAV-3-4	Titus	DESV
CAV-3-9	Titus	DESV
CAV-4-12	Titus	DESV
VAV-3-1	Titus	DESV
VAV-3-12A	Titus	DESV
VAV-3-12B	Titus	DESV
VAV-3-13A	Titus	DESV
VAV-3-13B	Titus	DESV
VAV-3-14	Titus	DESV
VAV-3-15	Titus	DESV
VAV-3-2	Titus	DESV
VAV-3-3	Titus	DESV
VAV-3-5	Titus	DESV
VAV-3-6	Titus	DESV
VAV-3-7	Titus	DESV
VAV-3-8	Titus	DESV

Notes

DESV model variable-air-volume and constant-air-volume terminal units

Suppliers

Air Handling Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Energy	Labs C661024-C and C661364-C	N/A	Basis of Design	**Yes**
Trane	Performance Climate Changer	Trane	SUGGESTED ALTERNATIVE: Trane's Performance Climate Changer series offers comparable custom AHUs with similar configuration options. Features include modular design for installation flexibility and high-efficiency components.	No
Carrier	39CC Custom AHU	Carrier Corporation	SUGGESTED ALTERNATIVE: Carrier's custom AHU line provides similar performance characteristics with robust construction. Units can be configured to match the Energy Labs specifications with comparable air handling capabilities.	No
York	Solution Custom AHU	Johnson Controls	SUGGESTED ALTERNATIVE: York Solution custom AHUs offer comparable performance with potential cost savings. Their modular design allows for configuration to match the specified performance requirements.	No

HVAC Fans

Manufacturer	Model	Representative	Compatibility Notes	BoD
Greenheck	CUE-140-VG and CUE-100B-VG	N/A	Basis of Design	**Yes**

Loren Cook	ACE/ACW Series	Loren Cook Company	SUGGESTED ALTERNATIVE: Loren Cook's centrifugal exhaust fans provide comparable performance to the specified Greenheck models with potential cost savings. Direct drive options available for improved reliability.	No
Twin City Fan	BCRD Series	Twin City Fan Companies	SUGGESTED ALTERNATIVE: Twin City's BCRD series offers direct drive centrifugal roof exhausters that are compatible with VFD control and provide similar performance characteristics to the specified fans.	No
Penn Ventilation	Domex Series	Penn Ventilation	SUGGESTED ALTERNATIVE: Penn's Domex series provides good value with comparable performance specifications. Units are compatible with the project requirements and offer potential cost savings.	No

Split System Air Conditioners

Manufacturer	Model	Representative	Compatibility Notes	BoD
Carrier	38MAR925DAA3/4	N/A	Basis of Design	**Yes**
Daikin	FTXS Series/RXS Series	Norman S. Wright Climatec Mechanical Equipment	High-efficiency operation with comparable capacity and features.	Listed
Mitsubishi Electric	PUZ/PLA Series	FUSE HVAC	High-efficiency, low-noise operation with robust control options.	Listed
LG	Multi V S Series	Norman S. Wright Climatec Mechanical Equipment	Variable refrigerant flow technology with energy-efficient operation.	Listed

Trane	XR14	Trane	SUGGESTED ALTERNATIVE: Trane's XR14 split systems offer comparable performance to the specified Carrier models with a similar efficiency rating and reliability track record.	No

Air Terminal Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Titus	DESV	N/A	Basis of Design	**Yes**
Krueger	LMHS	Denco	Similar single-duct, pressure independent VAV terminal unit with comparable performance to the Titus DESV.	Listed
Price Industries	SDV	Toro Aire	Comparable single-duct VAV terminal unit with similar control options and performance characteristics.	Listed
Nailor	3000 Series	Nailor Industries	SUGGESTED ALTERNATIVE: Nailor's 3000 Series VAV terminals provide reliable performance with similar features to the specified Titus units. Compatible with the project's control requirements and potential cost savings.	No
Metalaire	ETDV/STDV Series	Metal Industries Inc.	SUGGESTED ALTERNATIVE: Metalaire terminals offer good value with comparable performance to the specified units. They include digital control interfaces and can be configured with hot water reheat similar to the basis of design.	No

BuildVision Recommendations

1. Bundle Equipment Orders for Volume Discounts

Rationale: The project requires multiple identical units across several equipment categories (4 identical AHUs, 8 identical condensing units, 7 identical fan coil units, 4 similar exhaust fans, and 36 DESV terminal units). Purchasing these items in consolidated orders rather than separately can unlock significant volume discounts from manufacturers.
Estimated Impact: Potential 8-12% cost reduction on equipment purchases through volume pricing. For this project, considering the quantity of identical equipment, this could represent savings of approximately $30,000-$50,000 on equipment costs.
Implementation: 1. Aggregate all similar equipment into single purchase orders
2. Negotiate with manufacturers or distributors for tiered pricing based on total quantity
3. Coordinate delivery schedules to align with installation timeline
4. Consider early procurement with staged delivery to secure pricing while maintaining cash flow
Priority: High

2. Evaluate Alternate Manufacturers for Terminal Units

Rationale: The project specifies 36 Titus DESV terminal units. The identified alternate manufacturers (Krueger LMHS and Price SDV) provide similar functionality with potential cost advantages. Particularly, Krueger LMHS units are noted as offering potential 2-3% cost savings while maintaining comparable performance to the specified units.
Estimated Impact: Potential 2-3% cost savings on terminal units. Given the large quantity (36 units), this represents meaningful savings while maintaining performance requirements. Direct cost reduction with minimal impact on performance or project schedule.
Implementation: 1. Request detailed quotations from Krueger (via Denco Rep) and Price (via Toro Aire)
2. Perform side-by-side comparison of specifications, warranty, and support services
3. Submit formal substitution request with performance documentation
4. Ensure control compatibility with building automation system requirements
Priority: Medium

3. Consider Early Procurement of Long-Lead Items

Rationale: Custom air handling units from Energy Labs (AHU-1 through AHU-4) typically have extended manufacturing lead times. Early procurement of these custom units can prevent schedule delays and potentially lock in current pricing before potential increases.
Estimated Impact: Schedule risk mitigation by ensuring equipment availability aligns with construction timeline. Potential cost savings by locking in current pricing. Reduced project delay risk which could translate to 2-4 weeks saved on the critical path schedule.
Implementation: 1. Identify required submittal information for custom AHUs
2. Fast-track the submittal and approval process for these specific items
3. Negotiate favorable payment terms with staged deposits
4. Coordinate secure storage if units arrive before installation areas are ready
5. Include extended warranty provisions to account for early procurement
Priority: High

4. Explore Package Deals Across Equipment Types

Rationale: Rather than purchasing from multiple manufacturers, consider suppliers who can provide multiple equipment types as package deals. For example, sourcing both terminal units and exhaust fans from a single supplier could provide negotiating leverage for better pricing.
Estimated Impact: Potential 5-7% savings through package pricing. Additional benefits include simplified procurement, consistent warranty terms, and reduced administrative costs. Single-source responsibility can also simplify warranty claims and service.
Implementation: 1. Identify suppliers who can provide multiple equipment categories
2. Request package pricing for consolidated equipment orders
3. Evaluate total cost of ownership including shipping, warranty, and support
4. Negotiate improved payment terms based on larger order value
Priority: Medium

5. Evaluate Split System Alternatives for Cost Optimization

Rationale: The project specifies eight identical Carrier split systems. The identified alternatives (Daikin, Mitsubishi, and LG) offer varying price points and efficiency ratings. While Daikin and Mitsubishi are noted as premium options, LG is described as comparable in price to Carrier with potential volume discounts available for multi-system deployment.
Estimated Impact: Potential for equivalent performance with improved volume pricing through the LG alternative. Opportunity to secure volume discounts not explicitly mentioned for the specified Carrier units. Possible additional energy efficiency benefits with premium alternatives if budget allows.
Implementation: 1. Request detailed quotations from LG (via Norman S. Wright Climatec)
2. Compare lifecycle costs including energy efficiency and maintenance requirements
3. Evaluate compatibility with building control systems
4. Request specific volume discount structure for the quantity required
5. Consider standardizing on a single manufacturer for all split systems for maximum leverage
Priority: Medium

6. Leverage Open-Book Pricing with Key Suppliers

Rationale: For major equipment purchases, establishing open-book pricing arrangements with suppliers can provide transparency into markup structures and create opportunities for cost optimization. This approach is particularly valuable for the custom air handling units where pricing can be less standardized.
Estimated Impact: Typically results in 3-5% cost savings by eliminating hidden margins and creating a collaborative approach to value engineering. Improved pricing transparency leads to better budget control and reduced risk of unexpected cost increases.
Implementation: 1. Identify key equipment suppliers for major components
2. Propose open-book pricing model with defined markup structure
3. Establish shared cost-saving incentives
4. Implement regular pricing reviews to capture market fluctuations
5. Document agreement formally with clear guidelines for both parties
Priority: Medium

7. Coordinate Equipment Delivery Schedule with Installation Timeline

Rationale: Optimizing delivery schedules to align closely with installation sequences can reduce on-site storage requirements, minimize risk of damage, and improve cash flow. This is particularly important for the large quantity of terminal units that will be installed across multiple areas.
Estimated Impact: Reduced storage costs and minimized risk of equipment damage. Improved cash flow by avoiding early payment for equipment that won't be installed immediately. Potential 1-2% savings in overall project costs through reduced handling, protection, and storage expenses.
Implementation: 1. Develop detailed equipment installation schedule
2. Coordinate with suppliers for phased deliveries aligned with installation sequence
3. Negotiate delivery terms that specify time windows rather than fixed dates
4. Establish tracking system for all ordered equipment
5. Designate secure staging areas for equipment that requires temporary storage
Priority: Medium

8. Establish Direct Relationships with Manufacturers for Key Equipment

Rationale: For the custom air handling units and other significant equipment, establishing direct relationships with manufacturers rather than solely working through distributors can improve pricing, technical support, and response times. Energy Labs custom AHUs represent a substantial portion of the equipment budget.
Estimated Impact: Potential 4-6% cost reduction by minimizing intermediate markups. Improved technical support and faster response on submittal reviews and technical questions. Enhanced warranty support and potential extended terms.
Implementation: 1. Identify manufacturers of key equipment items
2. Arrange direct discussions with manufacturer representatives
3. Explore factory-direct purchasing options where available
4. Negotiate improved warranty and technical support provisions
5. Maintain distributor relationships for logistics and local support
Priority: High

Conclusion

Key Findings

- The project requires a mix of custom and standard HVAC equipment with specific manufacturers identified for each component, necessitating multi-vendor coordination
- Long-lead items include custom indoor central-station air-handling units from Energy Labs that may require early procurement to meet the project timeline
- Alternative manufacturer options exist for air terminal units and split systems that could offer cost savings or performance improvements
- The extensive quantity of terminal units (35+ VAV/CAV boxes) represents a significant portion of the equipment package with standardization opportunities

- California location may impose additional regulatory and compliance requirements affecting equipment specifications and procurement

Highest Priority Actions

- Secure pricing and lead times for the custom Energy Labs air handling units immediately, as these will likely have the longest procurement cycle
- Evaluate alternate manufacturers (Krueger, Price Industries for terminal units; Daikin, Mitsubishi, LG for split systems) for potential cost savings while maintaining performance requirements
- Develop a phased delivery schedule aligned with construction sequence to avoid storage issues while ensuring equipment is available when needed
- Implement quality control measures specific to the large quantity of terminal units to ensure consistent performance across all installations

Summary

The Norco College Center for Human Performance & Kinesiology project involves comprehensive HVAC system installation including air handling units, exhaust fans, split system air conditioners, fan coil units, and air terminal units. The procurement strategy encompasses multiple equipment types from specific manufacturers like Energy Labs, Greenheck, Carrier, and Titus. With a project start date of 7/22/2025 and a proposal due date of 5/28/2025, strategic procurement planning is essential to ensure timely equipment delivery and installation for this 40,741 sq. ft. facility.

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