



## PROPOSAL REPORT

Association Services of Florida

Thalita Arias

Three Horizons South

RFP#: 912355

HVAC Systems Update/Replace

### ABOUT THIS REPORT

This comprehensive report includes all of the participating vendors and their responses, based on the identical scope of work provided to each company. The first page of the report includes an easy-to-read comparison of the more essential items related to each vendor, including contact information, compliance status, and proposal pricing. The second page includes a breakdown of each vendor's price, line-item by line-item. Preceding the second page are complete responses to the scope of work provided, including the vendor's recommended solution, warranties, and attached documents (if applicable)..

### PROTECTING THE COMMUNITY

Each and every vendor who submitted a quote for this request has met, or exceeded, the predetermined minimum requirements for insurance and licensing (if applicable). Supporting documents (insurance policies, licenses, etc.) are provided in the digital version of the entire proposal report. In addition, every vendor within this report has an "apple rating" that is based on the quality of their work and customer service with other communities. This should help increase the likelihood of hiring the best contractor at the best possible price.

### UNDERSTANDING A VENDOR'S PRICE

Vendor pricing can vary greatly, even when compared "apples-to-apples". Some of the many reasons for varying quotes include acquisition fees, insurances, employee benefits, sales commissions, warranties, capital equipment, quality of workforce and materials, experience of estimators, and profit margin. Multiple bids through a competitive bidding process is an important part of the solution to finding the right vendor for the job.

### STAYING ORGANIZED

Any information related to this report has been digitally recorded for future reference or use. All related materials will be available for review in case a re-bid, punch-out list, warranty request, or dispute regarding the final product or service with a hired vendor is required.







**THIS IS NOT A SEALED BID. ALL PRICES WERE VISIBLE UPON BID SUBMISSION FROM VENDORS.**

## HVAC Systems Update/Replace Three Horizons South | RFP #912355

Industry Solicited: **HVAC - Heating, Ventilation, Air Conditioning**  
 Service Location: **Common areas, Other**

Closed On: **06-12-2012**  
 Proposals Submitted: **4**  
 Alt. Proposals Submitted: **0**

High Bid: **\$83,965.00**  
 Low Bid : **\$72,179.00**  
 Average Bid : **\$78,990.21**

DESCRIPTION	VENDOR 1	VENDOR 2	VENDOR 3
			
<b>Company Name:</b>	Airmatic Controls, Inc.	Sunshine State Air Conditioning, Inc	East Coast Services Inc
<b>Vendor Apple Rating:</b> (Based on customer surveys & vendor follow through)	 4 Out of 5	 4 Out of 5	 4 Out of 5
<b>Vendor Address:</b>	10220 W State Road 84, Davie, Florida 33324	4960 NW 165 Street, Suite B11, Miami, Florida 33014	1105 SO DIXIE HWY EAST, POMPANO BEACH, Florida 33060
<b>Contact Name:</b>	Robert Harris	Mauricio Correa	Yenovk Jacmacjian
<b>Office Number:</b>	(954) 370-7282	(305) 474-8484	(954) 941-7822
<b>Alt. Number:</b>	(954) 370-7282	N/A	(954) 275-7553
<b>Mobile Number:</b>	N/A	N/A	(954) 275-7553
<b>Email Address:</b>	bharris@airmaticac.com	mcorrea@stateac.com	eastcoastser@aol.com
<b>Business Established:</b>	1995	1993	1981
<b>General Liability:</b>	<b>\$7,000,000</b>	<b>\$2,000,000</b>	<b>\$3,000,000</b>
<b>Workers Comp. Policy?</b>	<b>Yes</b>	<b>Yes</b>	<b>Yes</b>
<b>Meets Compliance Standards?</b>			
<b>In-House Vendor?</b> (Vendor affiliated with management company)	No	No	No
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$83,965.00</b>	<b>\$76,510.00</b>	<b>\$83,306.00</b>
<b>Alternate Proposal?</b>	<b>No</b>	<b>No</b>	<b>No</b>

## HVAC Systems Update/Replace Three Horizons South | RFP #912355




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DESCRIPTION	VENDOR 4
	
<b>Company Name:</b>	Snell Air Conditioning
<b>Vendor Apple Rating:</b> (Based on customer surveys & vendor follow through)	 4 Out of 5
<b>Vendor Address:</b>	1449 Banks Rd, Margate, Florida 33063
<b>Contact Name:</b>	John Snell
<b>Office Number:</b>	(954) 726-8883
<b>Alt.Number:</b>	(954) 726-8883
<b>Mobile Number:</b>	(954) 448-2575
<b>Email Address:</b>	john@snellac.com
<b>Business Established:</b>	1971
<b>General Liability:</b>	\$4,000,000
<b>Workers Comp. Policy?</b>	Yes
<b>Meets Compliance Standards?</b>	
<b>In-House Vendor?</b> (Vendor affiliated with management company)	No
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$72,179.83</b>
<b>Alternate Proposal?</b>	No

### ITEMIZED PRICING BREAKDOWN

DESCRIPTION	VENDOR1	VENDOR2	VENDOR3
			
<b>Company Name:</b>	Airmatic Controls, Inc.	Sunshine State Air Conditioning, Inc	East Coast Services Inc
<b>Line Item #1 Pricing:</b> HVAC Rooftop System Update/Replace	<b>\$79,990.00</b>	<b>\$71,615.00</b>	<b>\$79,978.00</b>
<b>Line Item #2 Pricing:</b> Lobby Split System Update/Replace 2 Ton	<b>\$3,975.00</b>	<b>\$4,895.00</b>	<b>\$3,328.00</b>
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$83,965.00</b>	<b>\$76,510.00</b>	<b>\$83,306.00</b>

### ITEMIZED PRICING BREAKDOWN

DESCRIPTION	VENDOR4
	
<b>Company Name:</b>	Snell Air Conditioning
<b>Line Item #1 Pricing:</b> HVAC Rooftop System Update/Replace	<b>\$0.00</b>
<b>Line Item #2 Pricing:</b> Lobby Split System Update/Replace 2 Ton	<b>\$0.00</b>
<b>TOTAL AMOUNT PROPOSED:</b>	<b>\$72,179.83</b>

## LINE ITEM #1: HVAC Rooftop System Update/Replace.

Replace Failing 40 Ton rooftop Package Unit:

- 1) Complete Installation, including but not limited to crane, permits, electric, condensate drains, duct connections, start up.
- 2) Any non-included refurbishment of the curb or roof deemed necessary shall be itemized under Exceptions for this item. If you consider these items mandatory, place the total for the curb work under "Pricing for All Other Items" below. If NOT a prerequisite for the work done, please provide an ALTERNATE proposals for the total. You will get this option to copy this Proposal upon submission of your Primary Proposal.

Work must include:

1. Include coating evaporator and condenser coils
2. Re-connect to existing ductwork an electrical
3. Mounting and secure unit
4. Start up and check unit
5. Warranty expectation is minimum for parts and labor for 1 year and compressors for 5 years

Note that this job will be awarded on the best combination of:

- Cost of appropriate solution
- Certification for FPL Rebates available

Roof Top is approx. 9 stories.

Note: If you have two viable alternatives, please utilize the "Alternate Proposal" for your alternate recommendation.

**File(s) Provided to Vendors: None**

<b>Airmatic Controls, Inc.:</b>	<b>LINE ITEM PRICE: \$ 79,990.00</b>
<b>NOTES:</b> York	
<b>EXCEPTION(S):</b> NONE	
<b>Sunshine State Air Conditioning, Inc:</b>	<b>LINE ITEM PRICE: \$ 71,615.00</b>
<b>NOTES:</b> Please see attached proposal.	
<b>EXCEPTION(S):</b> NONE	
<b>ATTACHMENT(S):</b> CAMAssistant_10020_3Horizons_South_Proposal.pdf	
<b>East Coast Services Inc:</b>	<b>LINE ITEM PRICE: \$ 79,978.00</b>
<b>NOTES:</b> EQUIPMENT MATERIAL LABOR CRANE - REMOVE EXISTING ROOF TOP OAU UNIT AND INSTALL YORK 40 TON 100% OAU , R-410a REFRIGERANT, 208/230 3 PHASE UNIT M#Z34. INSTALL UNIT ON EXISTING CURB HOOKED TO EXISTING DUCT WORK, ELECTRIC AND DRIAN LINE. CERTIFIED TEST AND BALANCE. HEAT LOAD CALCULATIONS REQUIRED BY CITY. WARRANTY: ONE YEAR ON ALL PARTS AND LABOR	
<b>EXCEPTION(S):</b> NONE	
<b>Snell Air Conditioning:</b>	<b>LINE ITEM PRICE: \$ 0.00</b>
<b>NOTES:</b> TOTAL PRICE FOR ALL WORK APPEARS BELOW: PLEASE SEE ATTACHED PROPOSAL FOR DETAILED PRICING BREAKDOWN. RHEEM RTU Z34CC02A5IANDH 1 \$57,770.00 CRANE 1 \$4,637.50 400 amp 3 phase fuses disconnect 1 \$2,517.50 Mounting material for curb 1 \$331.25 Float Switch 2 \$26.50 MISC metal for duct 1 \$662.50 PVC Drain 1 \$66.25 Misc for 40 ton 1 \$198.75 LABOR for 40 ton 72 \$2,610.00 Inspection 12 \$420.00 Start up and Test 16 \$560.00	
<b>EXCEPTION(S):</b> NONE	
<b>ATTACHMENT(S):</b> Three_Horizons_6_4_2012.pdf	

## LINE ITEM #2: Lobby Split System Update/Replace 2 Ton.

Replace Ground Floor Lobby 2 Ton Split AC System:

1. Install new 2 Ton complete system R410 refrigerant
2. Re-connect existing pipping and electrical
3. Pressurize, leak check and evacuate system
4. Star up and check unit operation
5. Warranty expectation is minimum on parts and labor of 1 year and 5 year on compressor
6. Provide control/thermostat as needed to support new unit.

Complete Installation, including but not limited to: required permits, electric, condensate drains, duct connections, start up and disposal of old system.

Note that this job will be awarded on the best combination of:

- Cost of appropriate solution
- Certification for FPL Rebates available

Note: If you have two viable alternatives, please utilize the "Alternate Proposal" for your alternate recommendation.

**File(s) Provided to Vendors: None**

<b>Airmatic Controls, Inc.:</b>	<b>LINE ITEM PRICE: \$ 3,975.00</b>
<b>NOTES:</b> Rheem, Replace stand with metal, wood not allowed	
<b>EXCEPTION(S): NONE</b>	
<b>Sunshine State Air Conditioning, Inc:</b>	<b>LINE ITEM PRICE: \$ 4,895.00</b>
<b>NOTES:</b> Please see attached proposal.	
<b>EXCEPTION(S): NONE</b>	
<b>ATTACHMENT(S):</b> CAMAssistant_10020_3Horizons_South_Proposal.pdf	
<b>East Coast Services Inc:</b>	<b>LINE ITEM PRICE: \$ 3,328.00</b>
<b>NOTES:</b> EQUIPMENT MATERIAL LABOR CRANE - REMOVE EXISTING 2 TON SPLIT SYSTEM. INSTALL RHEEM 2 TON, 14 SEER, 401A REFRIGERANT CONDENSOR M#13AJM24AO1 WITH AHU M#RBHP17J06SHI WITH 5 KW HEAT. INSTALL CONDENSER ON EXISITNG STAND AND SECURE WITH HURRICANE BRACKETS. INSTALL AHU WITH SS2 FLOAT SWITCH HOOKED TO EXISITING COPPER, ELECTRIC, DUCT WORK AND DRIAN LINE. REPLACE ELECTRICAL WHIP FOR CONDENSOR. START UP AND CHECK OPERATION. SUPPLY HEAT LOAD CALCULATION FOR PERMIT. WARRANTY: ONE YEAR ON ALL PARTS AND LABOR, FIVE YEARS ON THE COMPRESSOR PART ONLY.	
<b>EXCEPTION(S): NONE</b>	
<b>Snell Air Conditioning:</b>	<b>LINE ITEM PRICE: \$ 0.00</b>
<b>NOTES:</b> TOTAL PRICE FOR ALL WORK APPEARS BELOW: PLEASE SEE ATTACHED PROPOSAL FOR DETAILED PRICING BREAKDOWN. 2 ton split system 1 \$1,803.33 MISC for 2 ton 1 \$66.25 Labor for 2 ton 16 \$510.00	
<b>EXCEPTION(S): NONE</b>	

## GENERAL NOTES & WARRANTY:

### Airmatic Controls, Inc.:

**GENERAL NOTES:**

No extra chargeATTACHMENT(S):

**WARRANTY:**

5 year compressors, 1 year labor

ATTACHMENT(S): No Files

### Sunshine State Air Conditioning, Inc:

**GENERAL NOTES:**

NONEATTACHMENT(S): [rfp](#)

**WARRANTY:**

See attached proposal.

ATTACHMENT(S): No Files

### East Coast Services Inc:

**GENERAL NOTES:**

NONEATTACHMENT(S):

**WARRANTY:**

40 TON OAU: ONE YEAR ON ALL PARTS AND LABOR, 2 TON SPLIT: ONE YEAR ON ALL PARTS AND LABOR, FIVE YEARS ON THE COMPRESSOR PART ONLY.

ATTACHMENT(S): No Files

### Snell Air Conditioning:

**GENERAL NOTES:**

NONEATTACHMENT(S): [rfp](#)

**WARRANTY:**

Manufacturers Warranties

ATTACHMENT(S): No Files



**SPECIAL REQUIREMENTS -- Vendors meet the following requirements:**

**Airmatic Controls, Inc.:**

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)  
Professional License: [Licensing\\_Portal\\_-\\_License\\_Search.pdf](#), [Licensing\\_Portal\\_-\\_License\\_Search.pdf](#)  
General Liability Insurance: [AirmaticCOI\\_Exp9-5-14.pdf](#)  
Workers Comp Insurance: [AirmaticCOI\\_Exp9-5-14.pdf](#)  
W-9: [AirmaticW9.pdf](#)

**Sunshine State Air Conditioning, Inc:**

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)  
Professional License: [CAC1816239\\_Exp8-31-14.pdf](#)  
General Liability Insurance: [SunshineStAC\\_COI\\_Exp3-31-15.pdf](#)  
Workers Comp Insurance: [SunshineStAC\\_COI\\_Exp3-31-15.pdf](#)  
W-9: [CAMassistant\\_W9.pdf](#)

**East Coast Services Inc:**

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)  
Professional License: [CAC058353\\_Exp8-31-14.pdf](#)  
General Liability Insurance: [ECS\\_GL\\_COI\\_Exp8-3-14.pdf](#)  
Workers Comp Insurance: [WC2012.pdf](#)  
W-9: [ECS\\_W9.pdf](#)

**Snell Air Conditioning:**

Occupational License: [If\\_Awarded\\_and\\_if\\_Required\\_by\\_Jurisdiction.pdf](#)  
Professional License: [CAC058045\\_Exp8-31-12.pdf](#)  
General Liability Insurance: [Snell\\_GL\\_Exp8-10-13.pdf](#)  
Workers Comp Insurance: [Snell\\_WC\\_Cancelled5-26-14.pdf](#)  
W-9: [W9.pdf](#)