

Marc Rodriguez
Association Services of Florida
RFP#: 912355
RFP Title: HVAC Systems Update/Replace
Three Horizons South

ABOUT THIS REPORT

Please review the following Proposal Report in its entirety. Once reviewed, please log into your free, online manager account and report your community's position on the matter within 15 days of close. Reporting the status or outcome of an RFP will instantly give all vendors, who worked diligently in providing a free estimate, the proper notification of where they stand.

PROMOTING FAIRNESS

These quotes have just gone through a digitized version of a **sealed bidding** process. This means that all vendors have submitted their quotes without any outside parties being able to view, share, or modify any proposals ahead of the bidding close date. The prices and information that are received in the **Proposal Report**, produced at the close of the bidding process, are guaranteed to be the original, unedited quote from every contractor. This process conforms to the strictest sealed bidding laws in the nation.

CLEANING UP THE MESS

This proposal report utilizes a patent-pending process to **centralize** all related bids for a more **consistent** format. The end result is less paperwork to manage and less time spent on making an informed decision.

PROTECTING THE COMMUNITY

Each and every vendor who submitted a quote for this RFP has met, or exceeded your predetermined **minimum requirements** for liability insurance, worker's compensation, & licensing. Supporting documents (insurance policies, licenses, etc.) are provided in the proposal packet as part of this sealed bidding process. 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 reduce the likelihood of hiring a "fly by night" contractor that may leave a project unfinished, completed poorly, and/or without warranty.

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. By having multiple bids through a competitive, sealed bidding process, you have a better chance of a lower cost.

STAYING ORGANIZED

Any information received through this software system will be saved for future reference and use. This includes pictures, proposals, scopes of work, and any other documents related to a proposal request. All can be retrieved by simply logging into your free online manager account.

PROPOSAL REPORT FOR:

Three Horizons South
 1465 NE 125th Street
 North Miami, FL 33161

Summary Details For RFP No.912355:

Reference Name: HVAC Systems Update/Replace
 Industry Solicited: HVAC - Heating, Ventilation, Air Conditioning
 RFP Close Date & Time: 06-12-2012 16:00
 Location where work is to be performed: Common areas
 Other
 Projected Contract Term: Single Service: System Renovation

Proposal Overview Details:

Proposals Submitted: **4**
 Alt.Proposals Submitted: **0**
 High Bid: **\$83,965.00**
 Low Bid: **\$72,179.00**
 Average Bid: **\$78,990.21**

VENDOR 1	VENDOR 2	VENDOR 3	VENDOR 4
			
Airmatic Controls, Inc.	Sunshine State Air Conditioning, Inc	East Coast Services Inc	Snell Air Conditioning
Vendor Apple Rating: 	Vendor Apple Rating: 	Vendor Apple Rating: 	Vendor Apple Rating: 
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	1449 Banks Rd, Margate, Florida 33063
In-House Vendor? No	In-House Vendor? No	In-House Vendor? No	In-House Vendor? No
Company Phone: (954) 370-7282	Company Phone: (305) 474-8484	Company Phone: (954) 941-7822	Company Phone: (954) 726-8883
Extension: 0	Extension: 0	Extension: 0	Extension: 0
Alt.Phone: (954) 370-7282	Alt.Phone: () -	Alt.Phone: (954) 275-7553	Alt.Phone: (954) 726-8883
Alt.Extension: 0	Alt.Extension: 0	Alt.Extension: 0	Alt.Extension: 0
Year Business Established: 1995	Year Business Established: 1993	Year Business Established: 1981	Year Business Established: 1971
Contact: Robert Harris	Contact: Mauricio Correa	Contact: Yenovk Jacmacjian	Contact: John Snell
E-mail: bharris@airmaticac.com	E-mail: mcorrea@stateac.com	E-mail: eastcoastser@aol.com	E-mail: john@snellac.com
Mobile Phone: () -	Mobile Phone: () -	Mobile Phone: (954) 275-7553	Mobile Phone: (954) 448-2575
TOTAL AMOUNT PROPOSED	TOTAL AMOUNT PROPOSED	TOTAL AMOUNT PROPOSED	TOTAL AMOUNT PROPOSED
\$83,965.00 *	\$76,510.00 *	\$83,306.00 *	\$72,179.83 *
Alternate Proposal Provided?	Alternate Proposal Provided?	Alternate Proposal Provided?	Alternate Proposal Provided?
No	No	No	No
Alt.Price: N/A	Alt.Price: N/A	Alt.Price: N/A	Alt.Price: N/A

*Designates exception for 1 or more line items. Please see vendor notes for details.

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.

Attachment for Line Item 1:None**Airmatic Controls, Inc.:****LINE ITEM PRICE: \$ 79,990.00****NOTES:**

York

EXCEPTION(S): Screen wall or relocating of equipment, heat load calculations, electrical upgrades, life safety work.

Sunshine State Air Conditioning, Inc:**LINE ITEM PRICE: \$ 71,615.00****NOTES:**

Please see attached proposal.

EXCEPTION(S): Please see attached proposal.

ATTACHMENT(S): CAMAssistant_10020_3Horizons_South_Proposal.pdf

East Coast Services Inc:**LINE ITEM PRICE: \$ 79,978.00****NOTES:**

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 DRAIN LINE. CERTIFIED TEST AND BALANCE. HEAT LOAD CALCULATIONS REQUIRED BY CITY. WARRANTY: ONE YEAR ON ALL PARTS AND LABOR

EXCEPTION(S): EXCLUDED: PERMIT FEE, ANY EXISTING CODE VIOLATION, ELECTRICAL UP GRADES, ANY REPAIRS ON EXISTING DUCT WORK

Snell Air Conditioning:**LINE ITEM PRICE: \$ 0.00****NOTES:**

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

EXCEPTION(S): Exclusions: permit fees, high and low voltage, painting and patching, certified test and balance. There may also be a city requirement for traffic control while crane is in use and/or requirement to X-ray the street after the crane use. This expense not included, and necessity will be dictated by respective agencies.

ATTACHMENT(S): 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 piping and electrical
3. Pressurize, leak check and evacuate system
4. Start 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.

Attachment for Line Item 2:None

Airmatic Controls, Inc.:	LINE ITEM PRICE: \$ 3,975.00
NOTES: Rheem, Replace stand with metal, wood not allowed EXCEPTION(S): Return air duct, smoke detectors or life safety, heat load calculations.	
Sunshine State Air Conditioning, Inc:	LINE ITEM PRICE: \$ 4,895.00
NOTES: Please see attached proposal. EXCEPTION(S): Please see attached proposal. ATTACHMENT(S): CAMAssistant_10020_3Horizons_South_Proposal.pdf	
East Coast Services Inc:	LINE ITEM PRICE: \$ 3,328.00
NOTES: 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 EXISTING STAND AND SECURE WITH HURRICANE BRACKETS. INSTALL AHU WITH SS2 FLOAT SWITCH HOOKED TO EXISTING COPPER, ELECTRIC, DUCT WORK AND DRAIN 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. EXCEPTION(S): EXCLUDED: PERMIT FEE, ANY EXISTING CODE VIOLATION, ELECTRICAL UP GRADES. ANY REPAIRS ON EXISTING DUCT WORK	
Snell Air Conditioning:	LINE ITEM PRICE: \$ 0.00
NOTES: 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 EXCEPTION(S): Exclusions: permit fees, high and low voltage, painting and patching, certified test and balance,	

Airmatic Controls, Inc.:	\$ 0.00
---------------------------------	----------------

Sunshine State Air Conditioning, Inc:	\$ 0.00
--	----------------

East Coast Services Inc:	\$ 0.00
---------------------------------	----------------

Snell Air Conditioning:	\$ 72,179.83
--------------------------------	---------------------

SPECIAL REQUIREMENTS -- Vendors meet the following requirements:

Airmatic Controls, Inc.:

GENERAL NOTES:

No extra charge

GENERAL EXCEPTION(S):

None

Sunshine State Air Conditioning, Inc:

GENERAL NOTES:

NONE

GENERAL EXCEPTION(S):

None

East Coast Services Inc:

GENERAL NOTES:

NONE

GENERAL EXCEPTION(S):

None

Snell Air Conditioning:

GENERAL NOTES:

NONE

GENERAL EXCEPTION(S):

None

Licensed

Insured

Worker's Comp

General Liability

Minimum Liability Insurance Amount Required: **\$1,000,000.00**

Property Association MUST Be Listed As An "Additional Insured"

Management Company MUST Be Listed As An "Additional Insured"

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: [AirmaticGL-WC_Exp9-5-13.pdf](#), [AirmaticGL-WC_Exp9-5-13.pdf](#)

Workers Comp Insurance: [AirmaticGL-WC_Exp9-5-13.pdf](#)

W-9: [AirmaticW9.pdf](#)

WARRANTY-INFO: No Files

Warranty: 5 year compressors, 1 year labor

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: [COL_-_CAMAssistant.pdf](#)

Workers Comp Insurance: [COL_-_CAMAssistant.pdf](#)

W-9: [CAMAssistant_W9.pdf](#)

WARRANTY-INFO: No Files

Warranty: See attached proposal.

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_Exp8-3-13.pdf](#)

Workers Comp Insurance: [WC2012.pdf](#)

W-9: [ECS_W9.pdf](#)

WARRANTY-INFO: No Files

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.

Snell Air Conditioning:

Occupational License: [If_Awarded_and_if_Required_by_Jurisdiction.pdf](#), [OccLic.pdf](#)

Professional License: [CAC058045_Exp8-31-12.pdf](#)

General Liability Insurance: [Snell_GL_Exp8-10-13.pdf](#)

Workers Comp Insurance: [Snell_WC_Exp1-1-14.pdf](#)

W-9: [W9.pdf](#)

WARRANTY-INFO: No Files

Warranty: Manufacturers Warranties