

PURCHASING AGENDA ITEM

APPROVED

Hernando County School District

School Board Approval Meeting:

September 10, 2019

Bid No. 16-910-30 PB RN (TCPN: R150505)

**Bid Title: HVAC Equipment, Installation,
Service & Related Products**

Recommend approval of this agenda item under the specific category below:

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input checked="" type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input type="checkbox"/> Revisions/Amendments to Bid | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input checked="" type="checkbox"/> Piggyback Cooperative | | | |

Bid Contract Period:

10/01/2019 – 09/30/2020

N/A – One Time Purchase

Contract Type:

Estimated
Dollar Amount

Firm, Fixed
Dollar Amount

Firm, Fixed
Unit Prices

Firm, Fixed Hourly Rates
Fees and/or Percentages

Renewal Options:

No. of Terms
Remaining

Length of
Each Term (month)

Length of
Each Term (year)

None

Rationale/Reason: Make purchases from National IPA Contract #R150505 for HVAC Equipment, Installation, Service and Related Products awarded to Daikin Applied Americas, Inc. DBA Daikin Applied through Region 4 Education Service Center. Bid #16-910-30 PB has been assigned for internal tracking purposes.

Bidders Electronically
Downloaded From Public
Purchase Website: n/a

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

N/A – Bids Not
Required: Piggyback

Submitted By:

Joyce McIntyre
Director of Finance & Purchasing

School(s): District Wide

Requested By:

Sean Arnold
Executive Director of Support Operations

Department(s): Maintenance & Facilities

Recommended award by vendor(s), description of item(s)/service(s) and prices: (See attached)

T/C CODE: 1630

See PDF Tabulation for complete list of Daikin Pricing.

TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
HVAC Refrigeration								
Arctic Chill	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Broad - Absorption Chillers	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Daikin Applied A/C Screw Chillers	67.0%	0.3300	67.0%	0.3300	63.0%	0.3700	61.0%	0.3900
Daikin Applied A/C Scroll Chillers	66.0%	0.3400	66.0%	0.3400	63.0%	0.3700	61.0%	0.3900
Daikin Applied A/C Scroll Condensing Units	64.0%	0.3600	64.0%	0.3600	62.0%	0.3800	N/A	N/A
Daikin Applied Fluid Coolers	62.0%	0.3800	62.0%	0.3800	N/A	N/A	N/A	N/A
Daikin Applied RTU Scroll Condensing Units	64.0%	0.3600	64.0%	0.3600	N/A	N/A	60.0%	0.4000
Daikin Applied Self-Contained Systems	62.0%	0.3800	62.0%	0.3800	N/A	N/A	N/A	N/A
Daikin Applied W/C Centrifugal Chillers	64.0%	0.3600	64.0%	0.3600	62.0%	0.3800	N/A	N/A
Daikin Applied W/C Screw Chillers	60.0%	0.4000	60.0%	0.4000	N/A	N/A	N/A	N/A
Daikin Applied W/C Scroll Chillers	64.0%	0.3600	64.0%	0.3600	N/A	N/A	N/A	N/A
Epsilon	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
FAFCO	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Legacy	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Motivair	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Multistack	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Tandem Chillers	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Techochill (Techogen)	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Thermax	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
United Coolair	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Yazaki	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Indoor Air Quality Products and Devices								
American Air Filter	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Bioclimatic Air Systems	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Dynamic Air Quality Solutions	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Global Plasma Solutions	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Plasma Air	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Sterile-Aire	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Venmar CES	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Unitary								
Addison	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Amana	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Cold Point	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Daikin Applied Applied Rooftop Systems	64.0%	0.3600	64.0%	0.3600	N/A	N/A	N/A	N/A
Daikin Applied Commercial RTUs	60.0%	0.4000	60.0%	0.4000	N/A	N/A	N/A	N/A
Daikin Applied Light Commercial RTUs	60.0%	0.4000	60.0%	0.4000	N/A	N/A	N/A	N/A
Daikin Applied Water Source Heat Pumps	55.5%	0.4450	70.0%	0.3000	52.0%	0.4800	52.0%	0.4800
Daikin NA - Rooftops	59.6%	0.4038	59.6%	0.4038	59.6%	0.4038	59.6%	0.4038
Daikin NA - Rooftops Heat Pumps	59.6%	0.4038	59.6%	0.4038	N/A	N/A	N/A	N/A
Daikin NA - SkyAir Light Commercial - Mini Splits	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A



TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Daikin NA - Split Systems - AC	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - AHU	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Heat Pumps	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Multi Zone - Mini Splits	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - AC	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - AHU	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - Gas Furnace	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - Heat Pumps	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Single Zone - Mini Splits - Heat Pumps	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - VRV - Heat Recovery	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Daikin NA - VRV - S	35.5%	0.6450	35.5%	0.6450	N/A	N/A	N/A	N/A
Dectron	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Islandaire	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Lennox International	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Valent (Unison)	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Air Handling								
Alliance Air Products	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Annexair	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Applied Air	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
BasX	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
CES (Temtrol, Governair, Venmar, Ventrol, HuntAir, Mammoth)	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
ClimateCraft	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Daikin Applied Central Station AHUs	66.0%	0.3400	69.0%	0.3100	N/A	N/A	57.5%	0.4250
Daikin Applied Coils	62.0%	0.3800	62.0%	0.3800	N/A	N/A	57.5%	0.4250
Daikin Applied Commercial Rooftop AHUs	60.0%	0.4000	60.0%	0.4000	N/A	N/A	57.5%	0.4250
Energy Labs	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Haakon	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Industrial Commercial Equipment	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Ingenia	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Innovent	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Marcraft	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Munters	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Nortek (Huntair, Temtrol, Mammoth, Venmar, Ventrol, Governair)	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
PoolPak	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Price Mechanical	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Semco	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
TMI Climate Solutions	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Twin City Fan	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
United Coolair	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Valent	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Air Terminal Devices and Heating								



TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Applied Environmental Air (AE-Air)	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Dadanco	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Daikin Applied Fan Coils	62.0%	0.3800	62.0%	0.3800	N/A	N/A	57.5%	0.4250
Daikin Applied Unit Heaters	61.0%	0.3900	61.0%	0.3900	N/A	N/A	N/A	N/A
Daikin Applied Unit Ventilators	57.5%	0.4250	57.5%	0.4250	N/A	N/A	45.0%	0.5500
Daikin Applied VAV	60.0%	0.4000	62.0%	0.3800	N/A	N/A	60.0%	0.4000
Daikin NA - VRV Fan Coils	35.5%	0.6450	41.5%	0.5850	N/A	N/A	N/A	N/A
Environmental Technologies, Inc (ETI)	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
First Company	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Greenheck	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Krueger	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
MetalAire	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Nailor	61.5%	0.3846	61.5%	0.3846	N/A	N/A	61.5%	0.3846
Penn Barry	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Price	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Price Industries	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Ruskin - Dampers	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Sterling	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Titus	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Williams	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Zehnder/Rittling	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
DDC Controls								
Aircuity	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Allerton Controls	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Daikin Applied Intelligent Equipment	61.0%	0.3900	63.0%	0.3700	N/A	N/A	N/A	N/A
Daikin Applied MicroTech Integrated Systems	61.0%	0.3900	63.0%	0.3700	N/A	N/A	N/A	N/A
Daikin NA VRF Controls	35.5%	0.6450	41.5%	0.5850	N/A	N/A	N/A	N/A
Functional Devices	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Honeywell	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Johnson Controls	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
KMC Building Automation	61.0%	0.3900	63.0%	0.3700	N/A	N/A	N/A	N/A
Niagara AX	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
nLight	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Phoenix Controls	61.0%	0.3900	63.0%	0.3700	N/A	N/A	N/A	N/A
Snyder Electric	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Strobic Air	61.0%	0.3900	63.0%	0.3700	N/A	N/A	N/A	N/A
Trane	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Tridium	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Veris	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Cooling Towers								
Baltimore Aircoil Company (BAC)	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A



TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Composite Cooling Solutions (CCS)	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Evapco	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reysma	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
SPX Brands (Marley, Recold, & Ceramic)	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
The Cooling Tower Company	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Pumps								
Goulds	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Grundfos	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Patterson	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Taco	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Invertors								
ABB	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	N/A	N/A
Danfoss	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Yasakawa	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Boilers & Water Heaters								
Bryan Boilers	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Buderus	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Daikin Applied Templifiers	50.0%	0.5000	50.0%	0.5000	N/A	N/A	N/A	N/A
Fulton	61.5%	0.3846	61.5%	0.3846	N/A	N/A	N/A	N/A
Mestek - RBI & ATH	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
PVI	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Riverside Hydronics	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
HVAC Specialty Products								
AAON	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Addison	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Advantix Systems	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Alfa Laval - Heat Exchanges	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Apreco	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Arizon-Johnson Air Rotation	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Broad	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Carel	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Dadanco - Chilled Beams	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Daikin Applied Modular Central Plant	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Data Aire	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Danfoss AB-QM	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
DriSteam	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Dynamic	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Energy Labs	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Epsilon	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
FAFCO	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
FlowCon	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846



TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
GEA - Heat Exchangers	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Global Plasma Solutions	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Greenheck	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Griswold - Chemical-Less Water Treatment	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Halton	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Heat Pipe Technologies	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Heat Recovery Equipment	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Munters	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
NC Filtration	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Puroflux - Separators	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reddi	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reflok	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
RenewAire	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reysma	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Seresco	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Tecta America Roofing	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Thermotech	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Triatek	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Trox	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
UV Resources	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Venmar (CES)	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Westaire	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Xetex - Heat Recovery	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Equipment Parts & Supplies								
AAON	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
ABB	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Addison	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Addison	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Ashcroft	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Baldor	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Baltimore Aircoil Company (BAC)	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Belimo	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Bristol	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Browning	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Bryan Boilers	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Carrier	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Century	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
CES (Temtrol, Governair, Venmar, Ventrol, HuntAir, Mammoth)	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Chamberlin	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
ClimateCraft	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Combustion Resource Corporation	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846



TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Copeland	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Dadanco	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Daikin Applied	15.0%	0.8500	15.0%	0.8500	15.0%	0.8500	10.0%	0.9000
Daikin North America	15.0%	0.8500	15.0%	0.8500	15.0%	0.8500	10.0%	0.9000
Danfoss	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Danfoss	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Dectron	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Eaton	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Emerson	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Environmental Technologies, Inc.	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Everest	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Fasco	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Flow Design	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Griswold	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Haakon	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Heatcraft	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Honeywell	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
JCI-York	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Kinetics	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Lennox International	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Loctite	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Marathon	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Mestech - RBI & ATH	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Nortec	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Parker	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Parker	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reddi	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reillo	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Reillo	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Schneider Electric	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Sealmaster	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Sporlan	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Stulz	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Systems and Changeair	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
TCF	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
TCTC, GEA, ETI, Danfoss	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Tecumseh	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Temtrol	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Trane	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Unisource	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
UVR	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846



TCPN Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Williams and Davis	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Zonex	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846	61.5%	0.3846
Equipment Rentals								
Daikin Applied	10.0%	0.9000	10.0%	0.9000	10.0%	0.9000	10.0%	0.9000
Miscellaneous Material								
Miscellaneous Material Base on Cost + Mark-up	33.3%							

Note:

% Off represents the discount off list price. (Example: List price = \$100,000. % Off = 25%. Net Price = \$100,000 x (1 - 25%) = \$75,000.00)

Multiplier represents the fraction of list price. (Example: List price = \$100,000. Multiplier = 0.7500. Net Price = \$100,000 x 0.7500 = \$75,000.00)

Quantity Discounts are quantity dependent by manufacturer/supplier.



TCPN Labor Rates (\$/hr)

Region	Southeast
Labor Classification	Tampa
Per Diem Rate (per day per person Continental U.S.)	\$ 230.77
Architectural	\$ 415.38
Asbestos Worker	N/A
Boilermaker	\$ 153.85
Bricklayers; Masons	\$ 115.38
Carpenter/Case worker	\$ 110.77
Carpet Layers/Floor Installer	\$ 95.38
Delivery personnel	\$ 76.92
Drafting	\$ 344.62
Drywall Installers; Ceiling Installers	\$ 115.38
Electricians	\$ 138.46
Elevator Mechanics	\$ 184.62
Engineering Design	\$ 415.38
Energy Engineer	\$ 423.08
Glaziers	\$ 107.69
Heavy Equipment Operators	\$ 100.00
Helper	\$ 84.62
HVAC Commercial A/C Technician	\$ 133.00
HVAC Light Commercial	\$ 100.00
HVAC Helper	\$ 90.00
HVAC Field Supervisor	\$ 165.00
HVAC Refrigeration technician	\$ 212.31
HVAC Duct installer	\$ 126.15
HVAC Filter technician	\$ 84.62
HVAC Building Automation Technician	\$ 215.38
Infrared Technician	\$ 206.15
Insulators	\$ 150.77
Ironworkers	\$ 150.77
Laborers	\$ 84.62
Lathers	\$ 106.15
Light Equipment Operators	\$ 100.00
Metal Building Assembler	\$ 123.08
Millwrights	\$ 284.62
Operating Engineer	\$ 112.31
Painters/Wall Covering Installers	\$ 92.31
Pipefitters	\$ 123.08
Plasterers	\$ 107.69
Plumbers	\$ 130.77
Project Manager	\$ 161.54
Project Administrator	\$ 123.08
Project Engineering	\$ 346.15
Refrigeration Technician	\$ 212.31
Refrigeration Supervisor	\$ 223.08
Roofers	\$ 92.31
Sheet Metal Workers	\$ 130.77
Sprinkler Fitters	\$ 130.77
Terrazzo Workers	\$ 100.00
Test & Balance Technician	\$ 161.54
Tile Setters	\$ 104.62
Water proofers/Caulkers	\$ 104.62
Water Treatment Technician	\$ 123.08
Per Diem Rate (per day per person Alaska)	N/A
Per Diem Rate (per day per person Hawaii)	N/A