

PURCHASING AGENDA ITEM

Hernando County School Board

School Board Approved Meeting : September 11, 2018

Bid No: 17-910-09 PB

Bid Title: HVAC Products, Installation, Services and Related Products and Services

Recommend approval of this agenda item under the specific category checked below.

Agenda Item Categories:

- | | | | |
|---|--|---|---|
| <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 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 Bid* | <input type="checkbox"/> Bid Extension * | <input type="checkbox"/> Emergency * |
| <input checked="" type="checkbox"/> Piggyback/Cooperative | <input type="checkbox"/> Renewal of Quote | | |

Bid Contract Period: 10/01/2018 through 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	<input type="checkbox"/> Length of Each Term	<input checked="" type="checkbox"/> Length of Each Term	<input type="checkbox"/> None
	1	6-months	1 - year	

*** Rationale/Reason**

Piggybacking US Communities on behalf of Harford County Public Schools, Maryland RFP # 15-JLP-023 for HVAC Products, Installation, Services and Related Products and Services. Internal HCSB # 17-910-09 PB has been assigned for internal tracking purposes.

Bidders Electronically Downloaded From Public Purchase Website: na Bids Received: No Bids: Late Bids: Rejected Bids: N/A - Bids Not Required

Submitted By: Joyce McIntyre **School(s):** n/a
Title/Department: Director of Finance and Purchasing

Requested By: Erik Van de Boogaard **Department(s):** District-Wide
Title/Department: Director of Facilities Operations

Recommended award by vendor(s), description of item(s)/service(s) and prices: (see attached)
 Contracted USC is a percentage discount against the list price. List price is determined by the options on the machine such as size, efficiency, voltage, options, etc.

T/C Code – 1709

**PRODUCT PRICING DISCOUNT SCHEDULE October 2, 2015
PERCENTAGE OFF LIST PRICE**

Revised 9-2-15

PRODUCT	CODE	DESCRIPTION	SIZE	Contracted USC Mult. % off List Price
TRANE				
Refrigeration				
Centrifugal	T-347	CVHE STD Delivery Cycle	170-500 Tons	0.4316
		CVHE Q Delivery Cycle(List Adj. 104)		0.4316
		CVHE S Delivery Cycle(List Adj. 1.08)		0.4316
		CVHF STD Delivery Cycle	325-2000 Tons	0.4316
		CVHF Q Delivery Cycle(List Adj. 1.04)		0.4316
		CVHF S Delivery Cycle(List Adj. 1.08)		0.4316
	T-560	CDHF STD Delivery Cycle	1500-3950 Tons	0.4252
		CDHF Q Delivery Cycle (List Adj. 1.04)		0.4316
		CDHF S Delivery Cycle (List Adj. 1.08)		0.4316
	T-0047	CVHS STD Delivery Cycle	180-390 Tons	0.4316
Rotary				
	T-153	RTHD STD Delivery Cycle	140-425 Tons	0.4017
		RTHD Packed Stock		0.4179
		RTHD Q Delivery Cycle(List Adj. 1.04)		0.4179
		ARTHD (RTHD Accessories) Packed Stock		0.4179
	T-154	RTAC STD Delivery cycle	140-500 Tons	0.4161
		RTAC Packed Stock		0.4305
		RTAC Q Delivery Cycle (List Adj. 1.04)		0.4305
		ARTAC (RTAC Accessories) Packed Stock		0.4327
	T-895	RTAE STD Delivery cycle	150-300 Tons	0.4179
		RTAE Q Delivery Cycle (List Adj. 1.04)		0.4345
	T-1254	RTAF STD Delivery Cycle.	115-215	0.4305
	T-703	RTWD STD Delivery Cycle	80-250	0.4092
		RTWD Packed Stock		0.4179
		RTWD Q Delivery Cycle (List Adj. 1.04)		0.4179
		RTUD STD Delivery Cycle	80-250	0.4179
		RTUD Packed Stock		0.4179
		RTUD Q Delivery Cycle (List Adj. 1.04)		0.4179
Scroll & Reciprocating				
	T-664	CGAM STD Delivery Cycle	20-165 Tons	0.4046
		CGAM Packed Stock		0.4179
		CGAM Quick Del. Cycle (List Adj. 1.04)		0.4179
Air Cooled Condensers				
	T-385	CAUJ R-410A STD Delivery Cycle	20-60 Tons	0.3778
		CAUJ R-410A Packed Stock (List Adj. 1.15)		0.4337
	T-386	CAUJ R-410A STD Delivery Cycle	80-120 Tons	0.3778
		CAUJ R-410A Packed Stock (List Adj. 1.15)		0.4337
	T-447	CCRB STD Delivery Cycle	20-60 Tons	0.3638
		CCRB Quick Del. Cycle (List Adj. 1.15)		0.4252
		CXRC STD Delivery Cycle		0.3638
		CXRC Quick Del. Cycle (List Adj. 1.15)		0.4252
		CXRC STD Delivery Cycle	3-15 Tons	0.3638
		CXRC Quick Del. Cycle (List Adj. 1.15)		0.4252
	T-286	CTA R-410A STD Delivery Cycle		0.3778
		CTAA R-410A Quick Del. Cycle (List Adj. 1.15)		0.4094
Other				
Monitors	T-201	RMWE Refrigerant Monitor STD Delivery		0.4887
		RMWG Refrigerant Monitor STD Delivery		0.4887
SCBA	T-208	SCBA Breathing Device STD Delivery		0.4887
Trane AFD	T-206	Trane Adjustable Frequency Drive		0.4887
CH531 Conversion	T-185	CH531 Retrofit Controls STD Delivery		0.7640
Adaptaview	T-185	AdaptiView Panel Upgrade		0.8204
	T-190	Earthwise Purge STD Delivery		0.6445
	T-114	Wye-Delta Starter STD Delivery		0.4645
		Medium Voltage Starter STD Delivery		0.4645
Engineered Conversions	T-196	Engineered Conversion Product Accessores (R'Newal)		0.6544
		Engineered Conversion Retrofit Pkg F		0.6544
		HCFC123 Engineered Conversion Pkg for CV		0.6544
		HCFC123 Engineered Conversion Pkg for CVHA		0.6544
		HCFC123 Engineered Conversion Pkg for CVHB		0.6544
		HCFC123 Engineered Conversion Pkg for PCV		0.6544
		HCFC134A Engineered Conversion Pkg for CVAC		0.6544

PRODUCT PRICING DISCOUNT SCHEDULE October 2, 2015
PERCENTAGE OFF LIST PRICE

Revised 9-2-15

PRODUCT
TRANE

Unitary
Rooftops

Packaged Cooling

CODE	DESCRIPTION	SIZE	Contracted USC Mult. % off List Price
T-161	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-10 Tons	0.3862
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3862
T-390	T_C (R-410A 3-PH) STD Delivery Cycle	3-10 Tons	0.3999
	T_C (R-410A 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-390	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3999
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-425	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.3820
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3820
T-289	T_C (R-410A, 15 SEER, 3-PH) STD Delivery Cycle		0.3778
	T_C (R-410A, 15 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3778
T-161	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.3894
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle(List Adj. 1.05)		0.3894
T-390	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.4094
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle(List Adj. 1.05)		0.4094
T-382	TCD/TCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.4147
	TCD/TCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4221
T-383	S_HF (R410A, 3PH) STD Delivery Cycle	20-75 Tons	0.4200
	S_HF (R410A, 3PH) Exp. Delivery Cycle (List Adj. 1.10)		0.4601
T-393	S_HG (R410A, 3PH) STD Delivery Cycle	90-130 Tons	0.4305
T-504	INTELLIPAK II ROOFTOP	90-150 Tons	0.4326
T-463	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.3915
	TSD/TSH (R410A, 3PH) Exp. Del. Cycle (List Adj. 1.05)		0.3915
T-517	T_C (R-410A, 13 SEER, 1-PH) STD Delivery Cycle	3-5 Tons	0.3936
	T_C (R-410A, 13 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3936
T-518	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.3936
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3936
	THC (R-410A, 17 SEER, 3-PH) STD Delivery Cycle	3-5Tons	0.3936
	THC (R-410A, 17 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3936
T-719	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3404
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3404
T-729	4TCC3 (R-410A, 13 SEER, 1-PH) STD Delivery Cycle	1.5-5 Tons	0.3936
	4TCC3 / 4TCX3 (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.3936
	4TCC3 / 4TCX3 (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3936
T-231	4TCY3 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle		0.4221
	4TCY3 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-232	4TCY3 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle		0.4221
	4TCY3 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-237	4Y CZ (1-PH) R-410A, 16 SEER Std Delivery Cycle	2-5 Tons	0.4221
	4Y CZ (1-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-238	Y CZ (3-PH) STD Delivery Cycle	3-5 Tons	0.4221
	4Y CZ (3-PH) R-410A, 16 SEER Std Delivery Cycle	2-5 Tons	0.4221
	4Y CZ (3-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-390	13YC (3-PH) R-410A, 13 SEER Std Delivery Cycle	1.5-5 Tons	0.3999
	13YC (3-PH) R-410A, 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-415	4YCX (1-PH) R-410A, 13 SEER Std Delivery Cycle	1.5-5 Tons	0.4136
	4YCX (1-PH) R-410A, 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.4136
	4YCX (3-PH) R-410A, 11 EER Std Delivery Cycle	3-5 Tons	0.4136
	4YCX (3-PH) R-410A, 11 EER Exp. Del. Cycle (List Adj. 1.05)		0.4136
	4YCY (1-PH) R-410A, 14 SEER Std Delivery Cycle	2-5 Tons	0.4136
	4YCY (1-PH) R-410A, 14 SEER Exp. Del. Cycle (List Adj. 1.05)		0.4136
	4YCY (3-PH) R-410A, 12 EER Std Delivery Cycle	3-5 Tons	0.4136
	4YCY (3-PH) R-410A, 12 EER Exp. Del. Cycle (List Adj. 1.05)		0.4136
T-425	13YC (1-PH) R-410A, 13 SEER Std Delivery Cycle	1.5-5 Tons	0.3999
	13YC (1-PH) R-410A, 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-725	4YCC3 (R-410, 13 SEER, 1-PH) STD Delivery Cycle	1.5-5 Tons	0.3675
	4YCC3 (R-410, 13 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-726	4YCC3 (R-410, 11 EER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3675
	4YCC3 (R-410, 11 EER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-513	YHC (1-PH) R-410A 15 SEER STD Delivery Cycle	3-5 Tons	0.3675
	YHC (1-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-514	YCD (3-PH) R-410A 17 SEER STD Delivery Cycle		0.3675
	YCH (3-PH) R-410A 17 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
T-514	YHC (3-PH) R-410A 15 SEER STD Delivery Cycle		0.3675
	YHC (3-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
	YSC (1-PH) R-410A 13 SEER STD Delivery Cycle		0.3675
	YSC (1-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
	YSC (3-PH) R-410A 13 SEER STD Delivery Cycle		0.3675
	YSC (3-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.3675
	YSC (3-PH) R-410A 11 EER STD Delivery Cycle	6-10 Tons	0.3675
	YSC (3-PH) R-410A 11 EER Exp. Del. Cycle (List Adj. 1.05)		0.3675

PRODUCT PRICING DISCOUNT SCHEDULE October 2, 2015
PERCENTAGE OFF LIST PRICE

Revised 9-2-15

PRODUCT	CODE	DESCRIPTION	SIZE	Contracted USC Mult. % off List Price	
TRANE	T-467	YSD/YSH (3-PH) R-410A STD Delivery Cycle	12 1/2-25 Tons	0.4263	
		YSD/YSH (3-PH) R-410A Exp Del. Cycle (List Adj.. 1.05)		0.4263	
	T-390	YCD/YCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.4147	
		YCD/YCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4221	
	T-383	S_HF (R410A, 3PH) STD Delivery Cycle	20-75 Tons	0.4200	
	T-393	S_HG (R410A, 3PH) STD Delivery Cycle	90-130 Tons	0.4305	
	T-161	13W_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4400	
		13W_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4400	
	T-351	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3400	
		13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3400	
	T-390	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3999	
		13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999	
	T-415	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4221	
		13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221	
	T-425	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4221	
		13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221	
	T-239	4WCZ (1-PH) R-410A 12 SEER STD Delivery Cycle	3-5 Tons	0.4221	
		4WCZ (1-PH) R-410A 12 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
	T-241	4WCZ (3-PH) R-410A 12 EER STD Delivery Cycle		0.4221	
		4WCZ (3-PH) R-410A 12 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4DCZ (1-PH) R-410A 16 SEER STD Delivery Cycle		0.4221	
		4DCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4DCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.4221	
		4DCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4WCY (1-PH) R-410A 14 SEER STD Delivery Cycle	2-5 Tons	0.4221	
		4WCY (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4WCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.4221	
		4WCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4DCY (1-PH) R-410A 14 SEER STD Delivery Cycle	2-5 Tons	0.4221	
		4DCY (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4DCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.4221	
		4DCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221	
		4DCY (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221	
	T-727	4WCC3 (R-410, 13 SEER, 1-PH) STD Delivery Cycle	1.5-5 Tons	0.3492	
		4WCC3 (R-410, 13 SEER, 1-PH) Exp Del. Cycle (List Adj.. 1.05)		0.3492	
	T-728	4WCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3492	
		4WCC3 (R-410, 13 SEER, 3-PH) Exp Del. Cycle (List Adj.. 1.05)		0.3492	
	T-515	WSC (R-410, 1-PH) STD Delivery Cycle	3-5 Tons	0.3441	
		WSC (R-410, 1-PH) Exp Del. Cycle (List Adj.. 1.05)		1.0225	
	T-516	WSC (R-410, 3-PH) STD Delivery Cycle	3-10 Tons	0.3441	
		WSC (R-410, 3-PH) Exp Del. Cycle (List Adj.. 1.05)		0.3441	
	T-465	WSD/WSH R-410A STD Delivery Cycle	12.5-20 Tons	0.3675	
		WSD/WSH R-410A Express Delivery Cycle(List Adj. 1.05)		0.3675	
		Valent Product		0.9495	
		TOA 100% Outside Air Unit (KCC Product)		0.9360	
	T-969	EAC Packaged Gas/Electric/Electric Rooftop-Foundation Series	15-25 Tons	0.4116	
	Accessories	T-160	Accessories		0.0000
		T-161	Heaters		0.3799
		T-161	Accessories		0.3799
		T-289	Accessories		0.3799
		T-390	Accessories		0.3904
		T-391	Accessories		0.3778
		T-413	Trenton Coils		0.3957
		T-415	Accessories		0.3778
		T-416	Accessories		0.3957
		T-418	Accessories		0.3400
		T-425	Accessories		0.4157
		T-968	Accessories		0.4379
		T-413	4TXA/TXC/TXC-CC/TFX R-410A Encased DX Coils STD Delivery		0.4284
		T-420	GAF2 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.4221
		GAF2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.4221	
		GAT2 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.4221	
		GAT2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.4221	
		TAM4 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.4221	
	TAM4 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.4221		
	GAM5 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.4221		
	GAM5 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.4221		
T-885	TAM7 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.4221		
	TAM7 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.4221		
T-427	4TTA R-410A STD Delivery	2.5-6 Tons	0.4242		
	4TTA R-401A Exp Del. Cycle (list adj. 1.05)		0.4242		

Split Systems

**PRODUCT PRICING DISCOUNT SCHEDULE October 2, 2015
PERCENTAGE OFF LIST PRICE**

Revised 9-2-15

PRODUCT	CODE	DESCRIPTION	SIZE	Contracted USC Mult. % off List Price	
TRANE	T-426	4TTB R-410A STD Delivery	1.5-5 Tons	0.4242	
		4TTB R-410A Exp. Del. Cycle (list adj. 1.05)		0.4242	
		4TTB4 R-410A STD Delivery		0.4242	
		4TTB4 R-410A Exp. Del. Cycle (list adj. 1.05)		0.4242	
		4TTR3 R-410A STD Delivery		0.4242	
		4TTR3 R-410A Exp. Del. Cycle (list adj. 1.05)		0.4242	
	T-887	4TTR5 R-410A STD Delivery	1.5-5 Tons	0.4221	
		4TTR5 R-410A Exp. Del. Cycle (list adj. 1.05)		0.4221	
	T-416	TWE R-410A STD Delivery(3 phase)	5-20 Tons	0.3904	
		TWE R-410A Exp. Del. Cycle (list Adj. 1.05)		0.3904	
	T-419	TTA R-410A STD Delivery	7.5-30 Tons	0.3999	
		TTA R-410A EXP Del. Cycle (list adj. 1.05)		0.3999	
	T-351	TXE R-410A STD Delivery Cycle	1-6 Tons	0.3400	
		TXE R-410A EXP Del. Cycle (list adj. 1.05)		0.3400	
	T-157	EVPX R-410A STD Delivery Cycle		0.3957	
	T-361	RAUJ R-410A STD Delivery Cycle	20-60 Tons	0.3841	
		RAUJ R-410A Quick Delivery Cycle		0.3841	
	T-362	RAUJ R-410A STD Delivery Cycle	80-120 Tons	0.3841	
		RAUJ R-410A Quick Delivery Cycle		0.3841	
	Split Heat Pumps				
	T-429	4TWA3 R-410A STD Delivery	2.5-5 Ton	0.4221	
		4TWA3 R-410A EXP Del. Cycle (list adj. 1.05)		0.4221	
	T-428	4TWB3 R-410A STD Delivery	1.5-5 Ton	0.4147	
		4TWB3 R-410A EXP Del. Cycle (list adj. 1.05)		0.4147	
		4TWR3 R-410A STD Delivery	1.5-5 Ton	0.4147	
		4TWR3 R-410A EXP Del. Cycle (list adj. 1.05)		0.4147	
		4TWB4 R-410A STD Delivery	1.5-5 Ton	0.4221	
		4TWB4 R-410A EXP Del. Cycle (list adj. 1.05)		0.4221	
	T-884	4TWR5 R-410A STD Delivery		0.4221	
		4TWR5 R-410A Exp. Del. Cycle (list adj. 1.05)		0.4221	
	T-411	TWA R-410A STD Delivery Cycle	7.5-30 Tons	0.3904	
		TWA R-410A EXP Del. Cycle (list adj. 1.05)		0.3904	
	T-431	Gas Furnaces		0.4221	
	T-886	Variable Speed Gas Furnaces		0.4221	
	VRF Systems	T-575	Advantage VRF™	3-36 Tons	0.4221
	T-	Water Cooled Option			
Vertical Self-Contained	T-248	SCRH/SCWH R-410A STD Delivery Cycle	3-15 Tons SCRH/7.5, 10, 12 Tons SCWH	0.3778	
		SCHI/J R-410A Self-contained STD Delivery	5-15 Ton	0.3723	
T-437	SCXG R-410A STD Delivery Cycle	20-35 Tons	0.3862		
	SCXG R-410A Q Delivery Cycle(List Adj. 1.10)		0.4432		
T-267	SCR/WF R-410A STD Deliver Cycle	20-110 Tons	0.4358		
	SCR/WF R-410A Q Delivery Cycle (List Adj. 1.10)		0.4611		
Water Source Heat Pumps	T-331	GEHE/GEVE R-410A STD Delivery Cycle	0.5-25 Tons	0.3657	
	GEHE/GEVE R-410A QSE Delivery Cycle(List Adj. 1.15)		0.4432		
	GEHE/GEVE R-410A QSQ Delivery Cycle(List Adj. 1.10)		0.4432		
	GEHE/GEVE R-410A QSS Delivery Cycle(List Adj. 1.25)		0.5065		
	GEHE/GEVE R-410A QSX Delivery Cycle(List Adj. 1.25)		0.5065		
T-326	GERE R-410A STD Delivery Cycle	0.5-25 Tons	0.3873		
T- 327	VSVE/VSHE Variable Speed WSHP STD Delivery Cycle	2, 2 1/2, 31/2 & 4 1/2 Tons	0.4748		
T-176	EXHE/EXVE R-410A STD Delivery Cycle	1.5-6 Tons	0.3694		
	EXHE/EXVE R-410A QSE Delivery Cycle(List Adj. 1.15)		0.4432		
	EXHE/EXVE R-410A QSQ Delivery Cycle(List Adj. 1.10)		0.4432		
T-331	GECE R-410A STD Delivery Cycle	.5-1.5 Tons	0.3657		
	GECE R-410A QSE Delivery Cycle(List Adj. 1.15)		0.4432		
	GECE R-410A QSQ Delivery Cycle(List Adj. 1.10)		0.4432		
T-332	EXWE R-410 STD Delivery Cycle		0.3589		
	GETE R-410A STD Delivery Cycle	.75-3 Tons	0.3271		
	GETE R-410A QSE Delivery Cycle(List Adj. 1.15)		0.4432		
T-078	Water Source Heat Pump Hose Kits		0.3693		
	Water Source Heat Pump Hose Kits QSE Delivery Cycle(List Adj. 1.15)		0.4432		
	Water Source Heat Pump Hose Kits QSQ Delivery Cycle(List Adj. 1.10)		0.4432		
	Water Source Heat Pump Hose Kits QSS Delivery Cycle(List Adj. 1.25)		0.5065		
	Water Source Heat Pump Hose Kits QSX Delivery Cycle(List Adj. 1.25)		0.5065		

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TRANE	T-107	General Controller		0.3778
	T-126	Water Loop controller		0.4010
	T-187	General Controller		0.3778
	T-327	EXVE Variable Speed WSHP STD Delivery Cycle	23-50 MBTUH	0.4748
	T-075	WSHP Accessories STD Delivery Cycle		0.4432
Air Handling				
Central Station Air Handlers				
	T-050	Performance CLCH STD Delivery Cycle	1500-60000 cfm	0.4391
		Performance CLCH QS3(Q)Delivery Cycle(List Adj. 1.20)		0.4984
		TCACS Catalytic Air Cleaning System STD Delivery Cycle		0.4959
	T-050	Outdoor Performance CLCH STD Delivery Cycle	Sizes 3 thru 120	0.4326
	T-050	Outdoor Performance CLCH QS3(C)Delivery Cycle(List Adj. 1.20)		0.4959
	T-200	Performance CLCH STD Delivery Cycle Unit Ctrls		0.4391
		Performance CLCH QS3(Q)Delivery Cycle Unit Ctrls (List Adj. 1.20)		0.5033
	T-298	LPCA STD Delivery Cycle	1500-15000 cfm	0.4643
		LPCA Super E Delivery Cycle(List Adj. 1.30)		0.4643
		LPCA E Delivery Cycle(List Adj. 1.20)		0.4643
	T-299	LPCA Controls STD Delivery		0.4252
		LPCA Controls Q Delivery Cycle(List Adj. 1.20)		0.4252
		LPCA Controls Super E Delivery Cycle(List Adj. 1.30)		0.4252
	T-0958	UCAA Air handler (Size 3-15) STD Delivery		0.4643
		UCAA Air handler (Size 3-15) - E Delivery Cycle (List Adj. 1.20)		0.4643
		UCAA Air handler (Size 3-15)-Super E Delivery Cycle (List Adj. 1.30)		0.4643
Custom Air Handlers				
	T-253	Ft. Smith STD Delivery Cycle		0.4062
	T-260	Ft. Smith Controls STD Delivery Cycle		0.4062
	T-020	Stand Alone Fans		0.3778
Makeup Air Handlers				
	T-134	AHOA STD Delivery Cycle	1500-14000 cfm	0.3778
		AHOA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
		GFAA STD Delivery Cycle		0.3778
		GFAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
		GRAA STD Delivery Cycle	100-800 MBH	0.3778
		GRAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
		GSAA STD Delivery Cycle		0.3778
		GSAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
		GXAA STD Delivery Cycle	100-800 MBH	0.3778
		GXAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	T-137	DFOA STD Delivery Cycle	275-7975 MBH	0.3656
		DFIA STD Delivery Cycle	275-9075 MBH	0.3904
Coils				
	T-081	CLCL STD Delivery Cycle		0.3702
		CLCL QSQ Delivery Cycle(List Adj. 1.10)		0.4558
		CLCL QSE Delivery Cycle(List Adj. 1.15)		0.4558
		CLCL QSS Delivery Cycle(List Adj. 1.20)		0.4558
	T-082	HTCL STD Delivery Cycle		0.3702
		HTCL QSQ Delivery Cycle(List Adj. 1.10)		0.4558
		HTCL QSE Delivery Cycle(List Adj. 1.15)		0.4558
		HTCL QSS Delivery Cycle(List Adj. 1.20)		0.4558
		HRCL STD Delivery Cycle		0.3702
		HRCL QSQ Delivery Cycle(List Adj. 1.10)		0.4558
Terminal Units				
Variable Volume Units				
	T-073	VCCF/VCWF/VCEF STD Delivery Cycle		0.3904
		VCCF/VCWF/VCEF QSQ Delivery Cycle(List Adj. 1.35)		0.5355
		VCCF/VCWF/VCEF QSE Delivery Cycle(List Adj. 1.40)		0.5355
	T-283	VCCF/VCWF/VCEF Controls STD Delivery		0.3166
		VCCF/VCWF/VCEF Controls QSQ Delivery Cycle(List Adj. 1.35)		0.4723
		VCCF/VCWF/VCEF Controls QSE Delivery Cycle(List Adj. 1.40)		0.4723
	T-073	VDDF STD Delivery Cycle		0.3904
		VDDF QSQ Delivery Cycle(List Adj. 1.35)		0.4337
		VDDF QSE Delivery Cycle(List Adj. 1.40)		0.4337
	T-283	VDDF Controls STD Delivery Cycle		0.3000
		VDDF Controls QSQ Delivery Cycle(List Adj. 1.35)		0.4723
		VDDF Controls QSE Delivery Cycle(List Adj. 1.40)		0.4723
	T-373	VSCF/VSEF/VSWF STD Delivery Cycle		0.3820
		VSCF/VSEF/VSWF QSQ Delivery Cycle(List Adj. 1.23)		0.4337
		VSCF/VSEF/VSWF QSE Delivery Cycle(List Adj. 1.29)		0.4337
	T-293	VSCF/VSEF/VSWF Controls STD Delivery		0.3615
		VSCF/VSEF/VSWF Controls QSQ Delivery Cycle(List Adj. 1.23)		0.4723
		VSCF/VSEF/VSWF Controls QSE Delivery Cycle(List Adj. 1.29)		0.4723

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TRANE	T-373	VPCF/VPEF/VPWF STD Delivery Cycle		0.3820	
		VPCF/VPEF/VPWF QSQ Delivery Cycle(List Adj. 1.23)		1.2889	
		VPCF/VPEF/VPWF QSE Delivery Cycle(List Adj. 1.29)		0.4337	
	T-293	VPCF/VPEF/VPWF Controls STD Delivery		0.3615	
		VPCF/VPEF/VPWF Controls QSQ Delivery Cycle(List Adj. 1.23)		0.4723	
		VPCF/VPEF/VPWF Controls QSE Delivery Cycle(List Adj. 1.29)		0.4723	
	T-373	LSCF/LSEF/LSWF STD Delivery Cycle		0.3820	
		LSCF/LSEF/LSWF QSQ Delivery Cycle(List Adj. 1.23)		0.4273	
		LSCF/LSEF/LSWF QSE Delivery Cycle(List Adj. 1.29)		0.4273	
	T-293	LSCF/LSEF/LSWF Controls STD Delivery		0.3615	
		LSCF/LSEF/LSWF Controls QSQ Delivery Cycle(List Adj. 1.23)		0.4391	
		LSCF/LSEF/LSWF Controls QSE Delivery Cycle(List Adj. 1.29)		0.4391	
	T-373	LPCF/LPEF/LPWF STD Delivery Cycle		0.3820	
		LPCF/LPEF/LPWF QSQ Delivery Cycle(List Adj. 1.23)		0.4337	
		LPCF/LPEF/LPWF QSE Delivery Cycle(List Adj. 1.29)		0.4337	
		LPCF/LPEF/LPWF Controls STD Delivery		0.3820	
		LPCF/LPEF/LPWF Controls QSQ Delivery Cycle(List Adj. 1.23)		0.4337	
		LPCF/LPEF/LPWF Controls QSE Delivery Cycle(List Adj. 1.29)		0.4337	
	T-473	VADA STD Delivery Cycle		0.3400	
		VADA QSE Delivery Cycle(List Adj. 1.29)		0.6194	
		VARA STD Delivery Cycle		0.6194	
		VARA QSE Delivery Cycle(List Adj. 1.29)		0.6194	
	T-183	VADA / VARA Controls STD Delivery Cycle		0.4653	
		VADA / VARA Controls QSE Delivery Cycle(List Adj. 1.29)		0.4653	
	T-294	VAV DDC Retrofit Controller STD Delivery cycle		0.3778	
	T-183	VADA / VARA Controls STD Delivery Cycle		0.4653	
		VADA / VARA Controls QSE Delivery Cycle(List Adj. 1.29)		0.4653	
	T-294	VAV DDC Retrofit Controller STD Delivery cycle		0.3778	
	Diffusers	T-273	VLSDA/VLRDA LINR STD Delivery Cycle		0.3778
			LINR QSQ Delivery Cycle(List Adj. 1.23)		0.5276
			LINR QSE Delivery Cycle(List Adj. 1.29)		0.5276
			VLSDA/VLRDA INDUCT STD Delivery Cycle		0.3778
			INDUCT QSQ Delivery Cycle(List Adj. 1.23)		0.5276
			INDUCT QSE Delivery Cycle(List Adj. 1.29)		0.5276
			VLSDA/VLRDA LITE STD Delivery Cycle		0.3778
			LITE QSQ Delivery Cycle(List Adj. 1.23)		0.5276
			LITE QSE Delivery Cycle(List Adj. 1.29)		0.5276
			VLSDA/VLRDA PERF STD Delivery Cycle		0.3778
			PERF QSQ Delivery Cycle(List Adj. 1.23)		0.5276
			PERF QSE Delivery Cycle(List Adj. 1.29)		0.5276
		VLSDA/VLRDA ADJ. FLOW STD Delivery Cycle		0.3778	
		ADJ. FLOW QSQ Delivery Cycle(List Adj. 1.23)		0.5276	
		ADJ. FLOW QSE Delivery Cycle(List Adj. 1.29)		0.5276	
Fan Coils		T-278	UniTrane STD Delivery Cycle		0.4422
		UniTrane E Delivery Cycle(List Adj. 1.20)		0.4242	
		UniTrane Super E Del. Cycle(List Adj.1.30)		0.4242	
		LOWBOY STD Delivery Cycle		0.4422	
	T-223	UniTrane Controls STD Delivery Cycle		0.4189	
		UniTrane Controls QSE Delivery Cycle(List Adj. 1.20)		0.4454	
		UniTrane Controls QSS Delivery Cycle(List Adj. 1.30)		0.4454	
	T-290	BCHD/BCVCDSTD Delivery Cycle		0.4242	
		BCHD/BCVD E Delivery Cycle(List Adj. 1.20)		0.4432	
		BCHD/BCVD Super E Delivery Cycle(List Adj. 1.30)		0.4432	
T-292	BCHD/BCVD Control STD Delivery		0.4326		
	BCHD/BCVD Control E Delivery Cycle(List Adj. 1.20)		0.4454		
	BCHD/BCVD Control Super E Delivery Cycle(List Adj. 1.30)		0.4454		
Unit Ventilators	T-042	VUVE STD Delivery Cycle		0.4200	
		VUVE Q Delivery Cycle(List Adj. 1.20)		0.4959	
	T-242	HUVC STD Delivery Cycle		0.3778	
		HUVC Q Delivery Cycle(List Adj. 1.20)		0.4959	
	T-042	ERSA STD Delivery Cycle		0.4200	
		SW_A STD Delivery Cycle		0.4200	
	T-077	SHLA STD Delivery Cycle		0.4200	
	T-242	Unit Vent. Control HUVC STD Delivery		0.4115	
	Unit Vent. Control VUVC STD Delivery		0.4115		

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PRODUCT	CODE	DESCRIPTION	SIZE	Contracted USC Mult. % off List Price
TRANE				
Cabinet Unit Heater				
	T-277	FORCEFLO STD Delivery Cycle		0.4453
		FORCEFLO E Delivery Cycle(List Adj. 1.20)		0.4432
		FORCEFLO Super E Del. Cycle(List Adj. 1.30)		0.4432
	T-223	FORCEFLO Controls STD Delivery Cycle		0.4189
		FORCEFLO Controls E Delivery Cycle(List Adj. 1.20)		0.4643
		FORCEFLO Controls Super E Del. Cycle(List Adj. 1.30)		0.4653
Unit Heaters				
	T-135	HBAC STD Delivery Cycle		0.4221
		HBAC Q Delivery Cycle(List Adj. 1.15)		0.4221
		GLPD/GLND STD Delivery Cycle		0.4221
		GLPD/GLND Q Delivery Cycle(List Adj. 1.15)		0.4221
	T-136	UHSP STD Delivery Cycle		0.4432
		UHSP Q Delivery Cycle(List Adj. 1.15)		0.4432
	T-236	UHAA STD Delivery Cycle		0.4347
		UHAA Q Delivery Cycle(List Adj. 1.15)		0.4347
		UHCA STD Delivery Cycle		0.4347
		UHCA Q Delivery Cycle(List Adj. 1.15)		0.4347
		UHWA STD Delivery Cycle		0.4347
		UHWA Q Delivery Cycle(List Adj. 1.15)		0.4347
		UHXA STD Delivery Cycle		0.4347
		UHXA Q Delivery Cycle(List Adj. 1.15)		0.4347
		UHEC STD Delivery Cycle		0.4347
		UHEC Q Delivery Cycle(List Adj. 1.15)		0.4347
Finned-Tube Radiation/Convactor				
	T-236	EWFB STD Delivery Cycle		0.4347
Building Automation Systems				
	T-100	SINGLEBO STD Delivery Cycle		0.6229
		SINGLEBO Quick Del. (List Adj. 1.05)		0.6229
	T-103	MP501 PRODUCTS		0.6229
	T-104	ROVER STD Delivery Cycle		0.6229
	T-107	ENDDVIC STD Delivery Cycle		0.6229
		ENDVIC Quick Del.(List Adj. 1.05)		0.6229
	T-115	NEWSUMIT STD Delivery Cycle		0.6229
		NEWSUMIT Quick Del.(List Adj. 1.05)		0.6229
	T-119	SPECIAL STD Delivery Cycle		0.6229
		SPECIAL Quick Del. (List Adj.1.20)		0.6229
	T-131	TRACER SUMMIT SOFTWARE		0.6229
	T-179	TRACER ES STD Delivery Cycle		0.6229
		TRACER ES Quick DEL.(List Adj. 1.05)		0.6229
	T-182	LEGACY CONTROLLERS		0.6229
	T-183	LCP STD Delivery Cycle		0.6229
		LCP Quick Del. Cycle(List Adj. 1.15)		0.6229
	T-187	GENLCONT STD Delivery Cycle		0.6229
		GENLCONT Quic Del. Cycle(List Adj. 1.05)		0.6229
	T-317	RMU STD Delivery Cycle		0.6229
	T-318	WEB SERVER		0.6229
	T-639	ZN517 PRODUCTS		0.6229
	T-640	VV551 PRODUCTS		0.6229
	T-641	MP503 Products		0.6229
	T-642	EX2		0.6229
	T-643	Enterprise Server		0.6229
	T-644	AH541 Products		0.6229
	T-645	ZN521 Products		0.6229
	T-646	Tenant Services		0.6229
	T-1009	Tracer SC		0.6229
	T-1010	Tracer UC		0.6229
		UC 400 BacNet Controller		0.6229
		UC 600 Bacnet Controller		0.6229
		Hold space for new Light System Design		
Equipment Rentals				
	TR-101	Trane Rentals (All Products)		0.4146

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TRANE				
Intelligent Services				
	TR-201	Active monitoring-off-site critical alarm management & remediation	0-60 points (yearly fee)	0.9300
	TR-202	Building Performance-initial & cont. HVAC system analysis & actionable recomm	0-60 points (yearly fee)	0.9300
	TR-203	Each additional point > 60 points	1 point adds (yearly fee)	0.9300
FELLON-MCCORD				
Hold for 2015 Discounts				
HUSSMANN				
Cataloged Products				
	H-01	LTH		0.4270
	H-02	BCH		0.4270
	H-03	NAV/NAVC		0.4270
	H-04	GSVM		0.4270
	H-05	SHM		0.4270
	H-06	MD		0.4270
	H-07	DDSS-4MC		0.4270
	H-08	ISMGG		0.4270
	H-09	ISFGG		0.4270
	H-10	SN/SM		0.4270
	H-11	HSD/SC-Y		0.4270
	H-12	HSD/SC/P		0.4270
	H-13	HBD/BC/H		0.4270
	H-14	HTC/TD-138		0.4270
	H-15	LBN		0.4270
	H-16	NIM-6		0.4270
	H-17	HGL-BS		0.4270
	H-18	HGL-TS		0.4270
	H-19	HGM-BS		0.4270
	H-20	HGM-TS		0.4270
	H-21	MAXI		0.4270
	H-22	LP		0.4270
Packaged Central Plant				
	PCP-2	TAS Packaged MCPA pumping package STD Delivery		0.9759
	PCP-3	TAS MCPR plant with screw chillers STD delivery		0.9759
	PCP-4	TAS MCPC plant with centrifugal chillers STD delivery		0.9759
Specialty Refrigeration				
	CA-101	Calmac Storage		0.9484
	M-101	Multistack Modular Chiller STD Delivery		0.9495
		Pool Pack Systems		0.9495
Cooling Towers				
	E-100	AT Cooling Tower		0.9495
	E-101	CAT Cooling Tower		0.9495
	E-102	LPT Cooling Tower		0.9495
	E-103	LSTB Cooling Tower		0.9495
	E-104	USS Cooling Tower		0.9495
	E-105	UT Cooling Tower		0.9495
	E-106	PMT Cooling Tower		0.9495
	E-107	ATWB Closed Circuit Coolers		0.9495
	E-108	ESWA Closed Circuit Coolers		0.9495
	E-109	LRWB Closed Circuit Coolers		0.9495
	E-110	LSWE Closed Circuit Coolers		0.9495
	E-111	PMWQ Closed Circuit Coolers		0.9495
	E-112	WDW Closed Circuit Coolers		0.9495
	E-113	NT Evaporators		0.9495
	E-114	SCT Evaporators		0.9495
	E-115	SST Evaporators		0.9495
	E-116	SLT Evaporators		0.9495
	E-117	TFC Evaporators		0.9495
Invertors				
	I-101	Yaskawa STD Delivery		0.9284
	T-102	Trane TR		0.5697

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PRODUCT	CODE	DESCRIPTION	SIZE	Contracted USC Mult. % off List Price
HUSSMANN				
Pumps				
	P-101	SERIES 4300		0.9495
	P-102	IVS		0.9495
	P-103	SERIES 4302/4382		0.9495
	P-104	SERIES 4360/4380		0.9495
	P-105	SERIES 4030/TD40SERIES 4280		0.9495
	P-106	SERIES 4600		0.9495
	P-107	SERIES 4700		0.9495
	P-108	SERIES 4270		0.9495
Heat Recovery				
	A-101	AnnexAir & Custom AHUs		0.9495
	CO-01	ConServ-Energy Recovery Ventilator (Heat Exchanger)		0.9500
Boilers & Water Heaters				
	Camus			
	CA-01	BLUEFLAME		0.9390
	CA-02	CERAFLAME		0.9390
	CA-03	DFx SERIES		0.9390
	CA-04	DYNAFLAME		0.9390
	CA-05	DYNAFORCE		0.9390
	CA-06	DYNAMAX		0.9390
	CA-07	MICROFLAME		0.9390
	CA-08	MICROFLAME SERIES 2		0.9390
	CA-09	MIROFLAME MODULATING		0.9390
	CA-10	MICROFLAME SERIES GRANDE		0.9390
	CA-11	SUREFLAME SERIES		0.9390
	PVI			
	PV-01	AG		0.9390
	PV-02	Maxim		0.9390
	PV-03	Platinum		0.9390
	PV-04	Power VT		0.9390
	PV-05	PowrVT Nox		0.9390
	PV-06	Turbo		0.9390
Process Cool				
	Evaporcool			
	EV-01	EZ-Frames, Smart Spray, Valves		0.9495
Dust Collector				
	United Air Specialist			
	UA-01	SFC		0.9390
	UA-01	BDC		0.9390
	UA-02	C		0.9390
	UA-03	DA,DB,DBM		0.9390
	UA-04	F		0.9390
	UA-05	MCB		0.9390
	UA-06	PCT		0.9390
	UA-07	SCA-SCB		0.9390
	UA-08	SDC		0.9390
	UA-09	SFC		0.9390
	UA-10	V		0.9390
	UA-11	VCC		0.9390
MITSUBISHI				
	A-0355	City Multi W		0.9495
	A-0356	City Multi R		0.9495
	A-1340M	City Multi Y		0.9495
	A-1480	Mr Slim M		0.9495
	A-2234	Mr Slim MXZ		0.9495
	A-2257	Mr Slim P		0.9495
TEMSPEC				
	TE-01	Unit Ventilators		0.9495

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HUSSMANN Indoor Air Quality	Dynamic	D-01	V-8		0.9284
		G-01	Stand-alone		0.9284
		G-02	In-line		0.9284
Renewable Energy	Solar	S-01	Solar Hybrid Collector		0.9100
		S-02	Solar PV Module		0.9100
		S-03	Solar Thermal Collector		0.9100
Water Treatment	eH2O	HO-101	Basin Sweeper		0.9500
		HO-201	Boiler/Chiller Make-Up Water Machine		0.9500
		HO-301	Boiler Cleaner Machine		0.9500
		HO-401	Condenser Cleaner Machine		0.9500
		HO-501	Media Filter for Cooling Towers		0.9500
		HO-601	HARD WATER Cooling Tower		0.9500
		HO-701	SOFT WATER Cooling Tower		0.9500
		HO-801	Evaporative Condenser Cooling Tower		0.9500

NOTES:

1. LIST PRICE ADJUSTMENT FACTORS ON "QUICK" CYCLE OR PACKED STOCK ARE APPLIED BEFORE THE MULTIPLIER IS USED
2. ALL QUOTES WILL HAVE PRODUCT CODE AND PRODUCT DESCRIPTION WITH MULTIPLIER AS LISTED IN THIS MATRIX
3. ALL EQUIPMENT TO BE F.O.B. JOBSITE-JOBSITE COSTS ARE INCLUDED AS "NETS"
4. ANY FREIGHT COSTS ARE TO BE INCLUDED AS "NETS"
5. ALL NON-TRANE & NON- HUSSMANN EQUIPMENT LISTED REPRESENT PREFERRED VENDORS. EQUIVALENT VENDORS USE SIMILAR DISCOUNTS
6. ALL EQUIPMENT SHALL HAVE ONE YEAR LABOR WARRANTY INCLUDED AS "NETS"