

# CITY of NOVI CITY COUNCIL

**Agenda Item M**  
**January 26, 2009**

**SUBJECT:** Approval to award heating, ventilation, and air conditioning (HVAC), Maintenance and Professional Services Contract to Tech Mechanical Inc., the low bidder, based on estimated annual inspection fees and hourly charges, estimated to be \$59,000 annually.

**SUBMITTING DEPARTMENT:** Parks, Recreation, & Forestry *R. Auler*

**CITY MANAGER APPROVAL:** *[Signature]*

<b>EXPENDITURE REQUIRED</b>	<b>Approximately \$59,000</b>
<b>AMOUNT BUDGETED</b>	<b>Approximately \$67,900</b>
<b>APPROPRIATION REQUIRED</b>	<b>None</b>
<b>LINE ITEM NUMBER</b>	<b>Appropriate line item within the following departments: Civic Center Police Headquarters Department of Public Works Fire Department</b>

**BACKGROUND INFORMATION:**

This contract is for heating, ventilation, and air conditioning (HVAC) services for municipal facilities, including the Novi Civic Center, Police Headquarters, Department of Public Works, and Fire Stations 1-4. Initial contract duration is for one year with two renewal options in one year increments based on satisfactory performance. The vendor is to provide inspections, necessary repairs, parts, and facilitate cost recovery options through energy management suggestions. Tech Mechanical Inc. is a new service provider for our municipality and estimated to save \$10,000 annually in inspections and hourly maintenance fees.

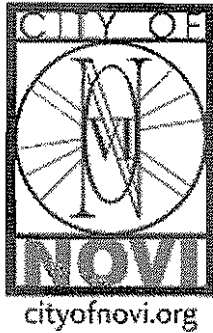
During the course of the evaluation period company representatives were contacted, references checked, and licensing investigated. Tech Mechanical Inc. understands the project scope and is prepared to begin service with-in thirty days of award.

**RECOMMENDED ACTION:** Approval to award heating, ventilation, and air conditioning (HVAC), Maintenance and Professional Services Contract to Tech Mechanical Inc., the low bidder, based on estimated annual inspection fees and hourly charges, estimated to be \$59,000 annually.

	<b>1</b>	<b>2</b>	<b>Y</b>	<b>N</b>
<b>Mayor Landry</b>				
<b>Mayor Pro Tem Gatt</b>				
<b>Council Member Burke</b>				
<b>Council Member Crawford</b>				

	<b>1</b>	<b>2</b>	<b>Y</b>	<b>N</b>
<b>Council Member Margolis</b>				
<b>Council Member Mutch</b>				
<b>Council Member Staudt</b>				

# MEMORANDUM



**TO:** RANDY AULER, DIRECTOR OF PARKS, RECREATION & FORESTRY  
**FROM:** MATT WIKTOROWSKI, SUPERINTENDENT OF PARKS  
**SUBJECT:** HVAC MAINTENANCE AND PROFESSIONAL SERVICES CONTRACT  
**DATE:** 1/15/2009

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Attached is the bid tabulation for the above referenced project. The City of Novi publicly advertised for bids for a contract duration of one (1) year with two (2) renewal options in one (1) year increments. Fifteen submittals were received on November 25, 2008. The bids were reviewed and seven firms were considered non responsive for not providing the requested documentation (personnel qualifications, licenses, and years of experience).

The base bid for the contract includes Police Headquarters, The Novi Civic Center & City Hall, Department of Public Works, and Fire Stations 1-4. Alternates for the Ice Arena, Library, and Meadowbrook Commons were not considered beneficial for recommendation by property administrators at this time.

Tech Mechanical Inc. of Pontiac, MI is the lowest bidder, and has provided favorable references. It is estimated that the total annual cost for maintenance and professional services will be 59,000 in 2009. Staff is recommending the contract is awarded to the lowest bidder, Tech Mechanical Inc.

**HVAC Maintenance Contract Bid Tab**  
**Tuesday, November 25, 2008 3:00 P.M.**

LOCATIONS 1-7:	Tech Mech	Tech Mech Total	Heights	Heights Total	Supreme	Supreme Total	John E. Green	John E. Green Total	Det. Temp.	Det. Temp. Total	Dunbar Mech	Dunbar Total	Johnson Cont.	Johnson Cont. Total	Controlled Temp	Cont. Temp Total	Arctic Air	Arctic Total	Witt Mech.	Witt Total	PACE	PACE Total	R.W. Mead	R.W. Mead Total	Guardian Env.	Guardian Env. Total	North Star	North Star Total	Great Lakes	Great Lakes Total	
Civic Center (per month)	12	495	544	6528	1,055	12,660	1,020	12,240	1,070	12,840	1,053	12,636	809	9,708	1,160.11	13,921	1,792	21,504	1,546	18,552	1,257.69	15,092.28	2,594	31,128	5,225	62,700	8,165	97,980	11,200	134,400	
PD (per month)	12	322	272	3264	542	6,504	532	6,384	560	6,720	496	5,952	341	4,092	607.18	7,286	892	10,704	773	9,276	693.64	8,323.68	934	11,208	1,306	15,672	1,922.50	23,070	2,800	33,600	
DPW (per month)	12	175	272	3264	250	3,000	340	4,080	330	3,960	641	7,692	377	4,524	357.82	4,294	224	2,688	773	9,276	673.83	6,085.96	2,500	30,000	653	7,836	3,232.50	38,790	6,500	78,000	
Fire #1 (per quarter)	4	201	272	1088	250	1,000	280	1,120	280	1,120	505	2,020	482	1,928	303.60	1,214	224	896	386.50	1,546	1,307.94	5,231.76	1,820	7,280	1,306	5,224	697.50	2,790	1,356	5,424	
Fire #2 (per quarter)	4	241	170	680	250	1,000	150	600	170	680	468	1,872	389	1,556	210	840	224	896	386.50	1,546	956.00	3,824.00	269	1,076	327	1,308	485	1,940	948	3,792	
Fire #3 (per quarter)	4	95	170	680	250	1,000	150	600	170	680	344	1,376	192	768	210	840	224	896	252.25	1,009	893.54	3,574.16	259	1,036	327	1,308	400	1,600	948	3,792	
Fire #4 (per quarter)	4	349	170	680	250	1,000	425	1,700	440	1,760	383	1,532	646	2,584	476.89	1,908	224	896	386.50	1,546	1,496.96	5,987.84	795	3,180	327	1,308	1,310	5,240	2,800	11,200	
<b>TOTAL PER YEAR</b>				<b>16,184</b>		<b>26,164</b>		<b>26,724 ***</b>		<b>27,760</b>		<b>33,080</b>		<b>25,160</b>		<b>30,303</b>		<b>38,480</b>		<b>42,751</b>		<b>50,119.68</b>		<b>84,908</b>		<b>95,356</b>		<b>171,410</b>		<b>270,208</b>	
Alternate #1 - Library (per quarter)	4	655	204	816	600	2,400	380	1,520	400	1,600	586	2,344	792	3,168	433.63	1,735	1,792	7,168	594	2,376	872.89	3,491.56	720	2,880	653	2,612	1,140	4,560	1,480	5,920	
Alternate #2 - Ice Arena (per quarter)	4	515	204	816	1,280	5,120	340	1,360	560	2,240	1,650	6,600			1,392	5,568	1,344	5,376	773	3,092	1,454.90	5,819.60	900	3,600	2,612	10,448	1,310	5,240	2,300	9,200	
Alternate #3 - Meadowbrook (non res areas)	2	1,682	1088	2176	1,920	3,840	912	1,824	1,120	2,240	1,766	3,532			1,760	3,520	1,792	3,584	773	1,546	2,143.58	4,287.16	1,980	3,960	2,612	5,224	2,177	4,354	948	1,896	
Alternate #4 - Meadowbrook (resident areas) per unit	181	67	52.50	9,502.50	44.20	8,000	40	7,240	80	14,480	46	8,295			27.45	4,968.45	80	14,480	32.96	5,965.76	55.33	10,014.73	67	12,127	37	6,697	46.15	8,353.15	216.97	39,271.57	
Alternate #4 - 6 entranceway heaters	1	255	140	140	No Charge	No Charge	255	255	240	240	347	347			440	440	320	320	386.50	386.50	280.98	280.98	270	270	245	245	255	255	684	684	
<b>RATES: FIRST YEAR</b>																															
Hourly (normal)		85	82	78	76	87	80	91	87	102	89.50	97	85	90	88	70															
Hourly (premium)		127.50	112	108	112	120	120	136	125	153	134.25	131	121	114	132	127.50															
Hourly (Sun & Hol)		127.50	142	125	135.75	148	160	182	160	180	179	168	163	156	132	170															
Truck Charge		45	20	25	N/A	see note	55/hr max \$50	48.50	36	80	45	60	40	--	60	30															
Material Discount %		20%	cost+15%	15%	25%	15%	10%	10%	15%	10%	10%	10%	15% off list	10%	15%	10															
<b>RATES: SECOND YEAR</b>																															
Hourly (normal)		87	82	78	78	89	82	93	88	105	91.50	101	89	93	91	-															
Hourly (premium)		130.50	112	108	115	123	123	140	126	157.50	137.25	136	126	118	136.50	-															
Hourly (Sun & Hol)		130.50	142	125	138	151	164	186	160	185	183	174	171	160	136.50	-															
Truck Charge		45	30	25	N/A	see note	55/hr max \$50	48.50	36	88	45	62	40	--	60	-															
Material Discount %		20%	cost+15%	15%	25%	15%	10%	10%	15%	10%	10%	10%	15% off list	10%	15%	-															
<b>RATES: THIRD YEAR</b>																															
Hourly (normal)		88	84	78	80	92	84	94	89	108	93.50	105	92	96	94	75															
Hourly (premium)		132.50	115	108	118	126	126	141	127	162	140.25	142	131	122	141	127.50															
Hourly (Sun & Hol)		132.50	145	125	144	155	168	188	160	190	187	182	177	165	141	170															
Truck Charge		45	30	25	N/A	see note	55/hr max \$50	48.50	36	96	45	65	40	--	60	30															
Material Discount %		20%	cost+15%	15%	25%	15%	10%	10%	15%	10%	10%	10%	15% off list	10%	15%	10															
Other:							***\$25 admin fee for each invoice																								
Acknowledged 3 addendums?		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	
Years experience (minimum 10 years)		88	25	5+	99	30 & 61	18	70+	38	45	21	20	32	24	20+	65															
Personnel qualifications included?		yes*	no	yes**	no	current contractor	yes	no	no	no	yes	no	yes	yes	yes	yes															
Licenses included?		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes															
References included?		yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes															

\* contractor doesn't specify if employees mentioned are the ones to be assigned to our account

\*\* contractor doesn't specify who will be handling our account

indicated non-responsive/not qualified

CITY OF NOVI  
HVAC SERVICES BID  
TOTAL YEARLY CHARGES (INSPECTIONS and HOURLY CHARGES) BASED ON HOUR BILLED FROM JULY 07-JUNE 08

ANNUAL INSPECTION CHARGES

Locations	# of times billed per yr.	Tech Mech	Tech Mech Total	Heights *	Heights Total	Supreme	Supreme Total	John E. Green	John E. Green Total	Det. Temp.	Det. Temp Total	Dunbar Mech	Dunbar Total	Johnson Cont.	Johnson Cont Total	Controlled Temp	Cont. Temp Total	Arctic Air	Arctic Total	Witt Mech	Witt Total	PACE	PACE Total	R.W. Mead	R.W. Mead Total	Guardian Env.	Guardian Env Total	North Star	North Star Total	Great Lakes	Great Lakes Total
Civic Center (per month)	12	495	5,940	544	6,528	1,055	12,660	1,020	12,240	1,070	12,840	1,053	12,636	809	9,708	1,160.11	13,921	1,792	21,504	1,546	18,552	1,257.69	15,092.28	2,594	31,128	5,225	62,700	8,165	97,960	11,200	134,400
PD (per month)	12	322	3,864	272	3,264	542	6,504	532	6,384	560	6,720	496	5,952	341	4,092	607.18	7,286	892	10,704	773	9,276	693.64	8,323.68	934	11,208	1,306	15,672	1,922.50	23,070	2,800	33,600
DPW (per month)	12	175	2,100	272	3,264	250	3,000	340	4,080	330	3,960	641	7,692	377	4,524	357.82	4,294	224	2,688	773	9,276	673.83	8,085.96	2,500	30,000	653	7,836	3,232.50	38,790	6,500	78,000
Fire #1 (per quarter)	4	201	804	272	1,088	250	1,000	280	1,120	280	1,120	505	2,020	482	1,928	303.60	1,214	224	896	386.50	1,546	1,307.94	5,231.76	1,820	7,280	1,306	5,224	697.50	2,790	1,356	5,424
Fire #2 (per quarter)	4	241	964	170	680	250	1,000	150	600	170	680	468	1,872	389	1,556	210	840	224	896	386.50	1,546	956.00	3,824.00	269	1,076	327	1,308	485	1,940	948	3,792
Fire #3 (per quarter)	4	95	380	170	680	250	1,000	150	600	170	680	344	1,376	192	768	210	840	224	896	252.25	1,009	893.54	3,574.16	259	1,036	327	1,308	400	1,600	948	3,792
Fire #4 (per quarter)	4	349	1,396	170	680	250	1,000	425	1,700	440	1,760	383	1,532	646	2,584	476.89	1,908	224	896	386.50	1,546	1,496.96	5,987.84	795	3,180	327	1,308	1,310	5,240	2,800	11,200
TOTAL PER YEAR			16,448		16,184		26,164		26,724		27,760		33,080		25,160		30,303		38,480		42,761		50,119.68		84,908		95,356		171,410		270,208
Year 2											28,454																				
Year 3											29,165																				

ESTIMATED HOURLY CHARGES (BASED ON BILLED HOURS FROM JULY 07-JUNE 08)

Year 1	Hrs Billed (07-08)	Tech Mech	Tech Mech Total	Heights *	Heights Total	Supreme	Supreme Total	John E. Green	John E. Green Total	Det. Temp.	Det. Temp Total	Dunbar Mech	Dunbar Total	Johnson Cont.	Johnson Cont Total	Controlled Temp	Cont. Temp Total	Arctic Air	Arctic Total	Witt Mech	Witt Total	PACE	PACE Total	R.W. Mead	R.W. Mead Total	Guardian Env.	Guardian Env Total	North Star	North Star Total	Great Lakes	Great Lakes Total
Regular Hours	480.5	85	40,842.50	82	39,401	78	37,479	76	36,518	87	41,803.50	80	38,440	91	43,725.50	87	41,803.50	102	49,011	89.50	43,004.75	97	46,608.50	85	40,842.50	90	43,245	88	42,284	70	33,635
OT	2.5	127.50	318.75	112	280	108	270	112	280	120	300	120	300	136	340	125	312.50	153	382.50	134.25	335.63	131	327.50	121	302.50	114	285	132	330	127.50	318.75
Truck Charge	66	45	2,970	20	1,320	25	1,650	N/A	0	emergency or 2nd truck	35	\$5/hr max \$50	???	48.50	3,201	36	2,376	80	5,280	45	2,970	60	3,960	40	2,640	--	0	60	3,960	30	1,980
Total hours estimated			44,131.25		41,001		39,399		36,798		42,138.50		38,740		47,266.50		44,492		54,673.50		46,310.38		50,896		43,785		43,530		46,574		35,933.75

Year 2	Hrs Billed (07-08)	Tech Mech	Tech Mech Total	Heights *	Heights Total	Supreme	Supreme Total	John E. Green	John E. Green Total	Det. Temp.	Det. Temp Total	Dunbar Mech	Dunbar Total	Johnson Cont.	Johnson Cont Total	Controlled Temp	Cont. Temp Total	Arctic Air	Arctic Total	Witt Mech	Witt Total	PACE	PACE Total	R.W. Mead	R.W. Mead Total	Guardian Env.	Guardian Env Total	North Star	North Star Total	Great Lakes	Great Lakes Total
Regular Hours	480.5	87	41,803.50	82	39,401	78	37,479	78	37,479	89	42,764.50	82	39,401	93	44,686.50	88	42,284.00	105	50,463	91.50	43,965.75	101	48,530.50	89	42,764.50	93	44,687	91	43,726	70	33,635
OT	2.5	130.50	326.25	112	280	108	270	115	288	123	308	123	308	140	350	126	315.00	158	393.75	137.25	343.13	136	340.00	126	315.00	118	295	136.5	341	127.50	318.75
Truck Charge	66	45	2,970	30	1,980	25	1,650	N/A	0	emergency or 2nd truck	35	\$5/hr max \$50	???	48.50	3,201	36	2,376	88	5,808	45	2,970	62	4,092	40	2,640		0	60	3,960	30	1,980
Total hours estimated			45,099.75		41,661		39,399		37,767		43,107.00		39,709		48,237.60		44,975		56,654.25		47,278.88		52,963		45,720		44,982		48,027		35,933.75

Year 3	Hrs Billed (07-08)	Tech Mech	Tech Mech Total	Heights *	Heights Total	Supreme	Supreme Total	John E. Green	John E. Green Total	Det. Temp.	Det. Temp Total	Dunbar Mech	Dunbar Total	Johnson Cont.	Johnson Cont Total	Controlled Temp	Cont. Temp Total	Arctic Air	Arctic Total	Witt Mech	Witt Total	PACE	PACE Total	R.W. Mead	R.W. Mead Total	Guardian Env.	Guardian Env Total	North Star	North Star Total	Great Lakes	Great Lakes Total
Regular Hours	480.5	88	42,284.00	84	40,362	78	37,479	80	38,440	92	44,205.00	84	40,362	94	45,167.00	89	42,764.50	108	51,884	93.50	44,926.75	105	50,452.50	92	44,208.00	96	46,128	94	45,167	75	36,038
OT	2.5	132.50	331.25	115	288	108	270	118	295	126	315	126	315	141	353	127	317.50	162	405.00	140.25	350.63	142	355.00	131	327.50	122	305	141	353	127.50	318.75
Truck Charge	66	45	2,970	30	1,980	25	1,650	N/A	0	emergency or 2nd truck	35	\$5/hr max \$50	???	48.50	3,201	36	2,376	96	6,336	45	2,970	65	4,290	40	2,640		0	60	3,960	30	1,980
Total hours estimated			45,585.25		42,630		39,399		38,735		44,556.00		40,677		48,720.50		45,458		58,635.00		48,247.38		55,098		47,174		46,433		49,480		38,336.25

OTHER:	Hrs Billed (07-08)	Tech Mech	Tech Mech Total	Heights *	Heights Total	Supreme	Supreme Total	John E. Green	John E. Green Total	Det. Temp.	Det. Temp Total	Dunbar Mech	Dunbar Total	Johnson Cont.	Johnson Cont Total	Controlled Temp	Cont. Temp Total	Arctic Air	Arctic Total	Witt Mech	Witt Total	PACE	PACE Total	R.W. Mead	R.W. Mead Total	Guardian Env.	Guardian Env Total	North Star	North Star Total	Great Lakes	Great Lakes Total
Invoice fee (132 Invoices in 07-08)	132							25	3,300																						

TOTAL ANNUAL COST (INSPECTIONS + ESTIMATED HOURLY CHARGES)

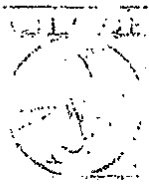
Year 1 - Total Inspect + Est. Hourly chgs	Tech Mech Total	Heights Total	Supreme Total	John E. Green Total	Det. Temp Total	Dunbar Total	Johnson Cont Total	Controlled Temp Total	Cont. Temp Total	Arctic Total	Witt Total	PACE Total	R.W. Mead Total	Guardian Env Total	North Star Total	Great Lakes Total
Year 1 - Total Inspect + Est. Hourly chgs	59,579.25	57,185	65,563	66,822	69,898.50	71,820	72,426.50	74,796.28	93,163.50	89,061.38	101,015.68	128,693	138,886	217,984	306,141.75	
Year 2 - Total Inspect + Est. Hourly chgs	60,547.75	57,845.00	65,563.00	67,790.50	71,561.00	72,788.50	73,397.50	75,278.28	95,134.25	90,029.88	103,082.18	130,627.50	140,337.50	219,436.75	306,141.75	
Year 3 - Total Inspect + Est. Hourly chgs	61,033.25	58,813.50	65,563.00	68,759.00	73,721.35	73,757.00	73,880.50	75,761.28	97,115.00	90,998.38	105,217.18	132,081.50	141,789.00	220,889.50	308,544.25	

Years experience (minimum 10 years)	88	25	5+	99	30 & 61	18	70+	38	45	21	20	32	24	20+	65
References included?	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes	yes
Personnel qualifications included?	yes*	no	yes**	no	current contractor	yes	no	no	no	yes	yes	no	yes	yes	yes
Licenses included?	yes	yes	yes	yes	yes	yes	no	yes	yes	yes	no	no	yes	yes	yes

\* contractor doesn't specify if employees mentioned are the ones to be assigned to our account

\*\* contractor doesn't specify who will be handling our account

indicated non-responsive/not qualified



CITY OF NOVI, MICHIGAN  
 PURCHASING DEPARTMENT  
 45175 W. TEN MILE RD.  
 NOVI, MI 48375  
 (248) 347-0446

NOV  
 CITY OF NOVI

HVAC MAINTENANCE/ PROFESSIONAL SERVICES CONTRACT  
 SIGNATURE FORM

Bid submitted by:

Name (printed) Ed Louderback Title: Sales Engineer

Company (Legal Registration) TECH MECHANICAL, INC.

Address 1490 EAST Highwood

City Pontiac State MI Zip 48340

Telephone 248-322-5600 Fax 248-322-9985

E-mail Ed.L@TECHMECHANICAL.COM

Signature [Signature] Date 11/21/08

For information on responding to this ITB/RFP, contact Sue Morianti, Purchasing Manager, at [smorianti@cityofnovi.org](mailto:smorianti@cityofnovi.org)

Submittal of Bids: Bids must be delivered prior to the due date and time specified to the City of Novi, Office of the City Clerk, 45175 W. Ten Mile Rd., Novi, Michigan 48375. Bids must be submitted by person or mail. Faxed quotations will not be accepted.

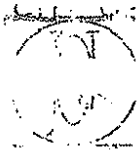
THE BID ENVELOPE MUST BE IDENTIFIED WITH THE FULL BID NAME AND DUE DATE.

THIS PAGE MUST BE INCLUDED WITH YOUR PROPOSAL/BID. FAILURE TO SUBMIT PRICING ON THE PROPOSAL FORM PROVIDED BY THE CITY OF NOVI MAY CAUSE THE BID TO BE CONSIDERED NON-RESPONSIVE AND INELIGIBLE FOR AWARD.

NOTICE TO BIDDERS:

The City of Novi officially distributes bid documents through the Michigan Intergovernmental Trade Network (MITN). Copies of bid documents obtained from any other source are not considered official copies. The City of Novi cannot guarantee the accuracy of any information not obtained from the MITN website and is not responsible for any errors contained by any information received from alternate sources. Only those vendors who obtain bid documents from the MITN system are guaranteed access to receive addendum information, if such information is issued.

If you obtained this document from a source other than the source indicated, it is recommended that you register on the MITN site, [www.covbids.com](http://www.covbids.com), and obtain an official copy.



CITY OF NOVI  
 PROPOSAL FORM  
 (REVISED 11/18/08)

HVAC MAINTENANCE / PROFESSIONAL SERVICES CONTRACT

We the undersigned as bidder, propose to furnish to the City of Novi, according to the conditions and instructions attached hereto and made a part thereof according to the attached terms and conditions.

We acknowledge the following addendums (please list): #2, 2-4 - #3

BASE BID - Inspection/Maintenance

- 1. Civic Center (twice per month) \$ 495.00 per month
- 2. Police Headquarters (once per month) \$ 322.00 per month
- 3. DPW Facility (once per month) \$ 175.00 per month
- 4. Fire Station #1 (once per quarter) \$ 201.00 per quarter
- 5. Fire Station #2 (once per quarter) \$ 241.00 per quarter
- 6. Fire Station #3 (once per quarter) \$ 95.00 per quarter
- 7. Fire Station #4 (once per quarter) \$ 349.00 per quarter

*Exclusions: Filters, belts, additional start-up labor, and winter chiller preventative maintenance work.*

ALTERNATE #1: Novi Public Library

Library (once per quarter) \$ 665.00 per quarter

*Exclusions: Filters, belts, additional start-up labor, and winter chiller preventative maintenance work.*

ALTERNATE #2: Novi Ice Arena

Ice Arena (once per quarter) \$ 575.00 per quarter

Exclusions: Filters, belts, additional start-up labor, and winter chiller preventative maintenance work.

ALTERNATE #3: Meadowbrook Commons (non-residential areas)

Meadowbrook Commons (twice per year) \$ 1,682.00 per inspection

Exclusions: Filters, belts, additional start-up labor, and winter chiller preventative maintenance work.

ALTERNATE #4:

Meadowbrook Commons Residential Heating/Cooling Units (clean & inspect once per year)

\$ 67.00 per unit x 181 units = \$ 12,127.00 total per year

Exclusions: Filters, filter installation, belts, additional start-up labor.

Six (6) Entranceway Heaters (once per year) \$ 255.00 per year

Exclusions: Filters, belts, additional start-up labor.

ADDITIONAL SERVICES:

Rate Chart	1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year
Hourly Rate (Normal Hours M-F 8:00 am-4:30 pm)	85	87	88
Hourly Rate (Premium Time M-F after 6, first 8 on Sat.)	127.50	130.50	132.50
Hourly Rate (Sundays & Holidays)	127.50	130.50	132.50
Truck Charge	45	45	45
Material Discount	20%	20%	20%

Terms & Conditions:

The City of Novi retains the right to obtain competitive pricing for component parts with a cost in excess of \$1,000.

Years of HVAC experience similar in scope to required services: 26 years

Personnel qualifications/credentials included?  Yes  No

Copies of required Licenses included?

Yes

No

References:

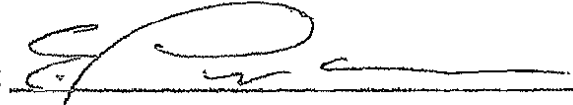
1. Company GARDEN CITY  
Address 6000 Middle Belt RD  
City, State Zip Garden City, MI 48135  
Contact MR. JACK BARNES  
Telephone 734-525-8800 Fax N/A
  
2. Company VALEO Climate Control  
Address 4100 North Atlantic Blvd.  
City, State Zip Auburn Hills, MI 48236  
Contact MR. Jim Pettinato  
Telephone 248-209-8621 Fax N/A
  
3. Company INVA/Fa ROOF Systems  
Address 1370 Pacific Drive  
City, State Zip Auburn Hills, MI 48236  
Contact MR. JOHN ROBERSON  
Telephone 248-249-3625 Fax N/A
  
4. Company TAKATA Holdings Inc  
Address 2500 Takata Drive  
City, State Zip Auburn Hills, MI 48236  
Contact MR. Ted MacKewick  
Telephone 248-373-8040 Fax N/A
  
5. Company Tranquy Automotive Systems  
Address 2585 West Maple Rd  
City, State Zip Troy, MI 48064  
Contact MR. GLENN VAN VLIET  
Telephone 248-743-5700 Fax N/A



Comments: SEE  
VIDEO TAPES IN  
PACKAGES.

Company Name: TECH MECHANICAL, INC.

Agent's Name: Ed Louderback  
(Please type)

Agent's Signature: 

Date: 11/24/08