

Financial Services  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:                   AWARD BID NO. 064-NN04 – HVAC PARTS AND SUPPLIES,  
MANUFACTURER DISCOUNT**

**COMMITTEE:               FACILITIES AND CONSTRUCTION REFORM**

**LINK TO STRATEGIC  
FRAMEWORK:               FINANCIAL EFFICIENCY/STABILITY**

The purpose of this bid is to secure single, fixed, percentage discounts from the Manufacturer's Suggested Retail Price (MSRP) list, to purchase HVAC equipment, parts and supplies, and air-conditioning control parts, for Maintenance Operations. This is a term bid which states the Board may purchase quantities, as may be required, but, is not obligated to purchase any guaranteed amount. Ten (10) vendors responded to this advertised solicitation. This is an award to primary and alternate vendors.

The term of the bid shall be for two (2) years from date of award and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the awardees, be extended for three (3) additional one (1) year periods and, if needed, ninety (90) days beyond the expiration date of the current contract period.

No bids were received for Items 2, 5, 6, 15, 17, 21, 22, 28, 35, 37, 38, 41, 42, 44, 51, 53, 55, 56, 57, 58, 60, 64, 69, 72, 73, 74, 77, 79, 82, 83 and 84. The recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Purchasing Policy 6320, Purchase Approval and Competitive Bidding Process Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditures.

This bid was benchmarked against The School Board of Broward County, Florida, and the District's prices were found to be 8.25% lower on comparable items.

Strategies were successfully employed to increase M/WBE participation, resulting in three (3) minority-owned businesses being awarded on this bid.

Fund Source  
0300 – Capital

**RECOMMENDED:** That the School Board of Miami-Dade County, Florida, **AWARD** Bid No. 064-NN04 – HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT, to secure single, fixed, percentage discounts from the Manufacturer's Suggested Retail Price (MSRP) list, to purchase HVAC equipment, parts and supplies, and air-conditioning control parts, for Maintenance Operations, during the term of the bid, effective July 17, 2013, through July 16, 2015, including extensions thereto, as follows:

**PRIMARY**

1. **ALLIED CONTROLS INCORPORATED**  
1706 EAST SEMORAN BOULEVARD, SUITE #128  
APOPKA, FL 32703  
OWNER: KATHLEEN JOHNSON, PRESIDENT M/WBE

Highest Discount: Items 10, 16, 62, 80, and 87 through 90.

Item 10 - Bard @ 10% discount.  
Item 16 - Carrier @ 25% discount.  
Item 62 - Rheem @ 62% discount.  
Item 80 - Veris @ 38% discount.  
Item 87 - Invensys @ 50% discount.  
Item 88 - KMC @ 48% discount.  
Item 89 - TAC @ 50% discount.  
Item 90 - Addison @ 25% discount.

2. **CENTURY/AAA, LTD., D.B.A. AAA SUPPLY**  
590 W. 84 STREET  
HIALEAH, FL 33014  
OWNER: PEDRO DEDESMA, PRESIDENT

Highest Discount: Items 1, 14, 18, 20, 27, 33, 36, 40, 43, 59, 70, 71, 75, 85 and 86.

Item 1 - A.O. Smith @ 60% discount.  
Item 14 - Browning @ 60% discount.  
Item 18 - Continental @ 10% discount.  
Item 20 - Danfoss/Graham VFDs @ 60% discount.  
Item 27 - Dunham/Bush @ 60% discount.  
Item 33 - First Company @ 43% discount.

Item 36 - Friedrich @ 36% discount.  
Item 40 - Goodman @ 25% discount.  
Item 43 - Honeywell @ 65% discount.  
Item 59 - Precisionaire @ 40% discount.  
Item 70 - Sporland @ 60% discount.  
Item 71 - Square D @ 60% discount.  
Item 75 - Tecumseh @ 60% discount.  
Item 85 - White Rogers @ 65% discount.  
Item 86 - York @ 60% discount.

3. CON-AIR INDUSTRIES, INC.  
4157 SEABOARD ROAD  
ORLANDO, FL 32808  
OWNER: CHARLES ADKINSON, PRESIDENT

Highest Discount: Item 29.

Item 29 - Eco-Aire @ 60% discount.

4. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC.  
P.O. BOX 3340  
HIALEAH, FL 33013  
OWNER: JORGE G. ESPINOLA, PRESIDENT M/WBE

Highest Discount: Items 4, 7, 8, 12, 24, 54, 61 and 91.

Item 4 - American Coolaire Fans & Blowers @ 15% discount.  
Item 7 - Baldor @ 20% discount.  
Item 8 - Bando @ 30% discount.  
Item 12 - Bell & Gossett @ 15% discount.  
Item 24 - Delta @ 30% discount.  
Item 54 - Mitsubishi @ 15% discount.  
Item 61 - RBI Bearings @ 10% discount.  
Item 91 - Soler & Palau Fans and Blowers @ 15% discount.

5. DESIGN CONTROLS, INC., D.B.A. DCI SYSTEMS GROUP  
4300 BISCAYNE BLVD., SUITE G05  
MIAMI, FL 33137  
OWNER: RAYMOND LIOTTA, PRESIDENT

Highest Discount: Items 92 through 95.

Item 92 - Johnson Controls Metasys @ 10% discount.  
Item 93 - Patterson @ 10% discount.  
Item 94 - Petra @ 10% discount.  
Item 95 - Environmental Technologies @ 10% discount.

6. ECONOMIC ELECTRIC MOTORS  
4075 N.W. 79 AVENUE  
MIAMI, FL 33166  
OWNER: ALAN ALAVI, PRESIDENT

Highest Discount: Items 3, 13, 25, 26, 30, 32, 39, 46, 47, 48, 50, 63, 78, and 96 through 101.

Item 3 - Acme @ 45% discount.  
Item 13 - Bristol @ 30% discount.  
Item 25 - Devco @ 65% discount.  
Item 26 - Diversitech @ 65% discount.  
Item 30 - Emerson @ 45% discount.  
Item 32 - Fasco @ 50% discount.  
Item 39 - GE @ 20% discount.  
Item 46 - Lau @ 30% discount.  
Item 47 - Magnetek @ 50% discount.  
Item 48 - Marathon @ 35% discount.  
Item 50 - Mars @ 50% discount.  
Item 63 - Ritchie @ 5% discount.  
Item 78 - Universal @ 50% discount.  
Item 96 - Weg @ 55% discount.  
Item 97 - Optibelt @ 45% discount.  
Item 98 - Masterdrive @ 45% discount.  
Item 99 - Supco @ 15% discount.  
Item 100 - Fantech @ 25% discount.  
Item 101 - Edison Fuses @ 30% discount.

7. P.E.C.O. ENTERPRISES, INC.  
2400 WEST 84 STREET, SUITE 12  
HIALEAH, FL 33016  
OWNER: MERCEDES HERMIDA, PRESIDENT M/WBE

Highest Discount: Items 23, 31, 48, 51, 102 through 109, and 111.

Item 23 - D-B/Hitachi Compressors ABB VFDs @ 15% discount.

Item 31 - Evapco Cooling Towers @ 15% discount.

Item 49 - Marley @ 15% discount.

Item 52 - McQuay @ 15% discount.

Item 102 - Alfa Laval @ 15% discount.

Item 103 - Daikin-McQuay @ 15% discount.

Item 104 - BAC Cooling Towers @ 15% discount.

Item 105 - ABB Variable Frequency Drives @ 15% discount.

Item 106 - Spot Coolers @ 15% discount.

Item 107 - Yaskawa Variable Frequency Drives @ 15% discount.

Item 108 - Mammoth WS Heat Pumps @ 15% discount.

Item 109 - American Cooling Towers @ 50% discount.

Item 111 - Howden Fans @ 15% discount.

8. STROMQUIST & CO., INC.  
5125 ADANSON STREET, SUITE 200  
ORLANDO, FL 32804  
OWNER: SAM LINDLEY, PRESIDENT

Highest Discount: Items 9, 11, 45, 65, 66, 67 and 110.

Item 9 - Barber Coleman @ 60% discount.

Item 11 - Belimo @ 63% discount.

Item 45 - Johnson Controls @ 60% discount.

Item 65 - Schneider Electric @ 60% discount.

Item 66 - Siebe @ 60% discount.

Item 67 - Siemens @ 60% discount.

Item 110 - Honeywell VFD Only @ 69% discount.

9. TRANE, US, INC.  
2884 CORPORATE WAY  
MIRAMAR, FL 33025  
OWNER: FERNANDO D. LAGOMASINO  
DISTRICT MANAGER

Highest Discount: Item 76.

Item 76 - Trane @ 40% discount.

10. WACO FILTERS CORPORATION  
11701 N.W. 100 ROAD, SUITE 1  
MEDLEY, FL 33178  
OWNER: JEFFREY A. ROSE, PRESIDENT

Highest Discount: Items 34 and 81.

Item 34 - Florida Filter @ 50% discount.

Item 81 - Waco @ 50% discount.

#### **ALTERNATE**

11. ALLIED CONTROLS INCORPORATED  
1706 EAST SEMORAN BOULEVARD, SUITE #128  
APOPKA, FL 32703  
OWNER: KATHLEEN JOHNSON, PRESIDENT      MWBE

Second Highest Discount: Items 9, 11, 45, 65, 66, 67 and 76.

Item 9 - Barber Coleman @ 58% discount.

Item 11 - Belimo @ 55% discount.

Item 45 - Johnson Controls @ 58% discount.

Item 65 - Schneider Electric @ 58% discount.

Item 66 - Siebe @ 58% discount.

Item 67 - Siemens @ 56% discount.

Item 76 - Trane @ 33% discount.

12. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC.  
P.O. BOX 3340  
HIALEAH, FL 33013  
OWNER: JORGE G. ESPINOLA, PRESIDENT M/WBE

Second Highest Discount: Items 30, 32, 47 and 48.

Item 30 - Emerson @ 30% discount.  
Item 32 - Fasco @ 25% discount.  
Item 47 - Magnetek @ 20% discount.  
Item 48 - Marathon @ 20% discount.

13. ECONOMIC ELECTRIC MOTORS  
4075 N.W. 79 AVENUE  
MIAMI, FL 33166  
OWNER: ALAN ALAVI, PRESIDENT

Second Highest Discount: Items 1, 20, 62 and 86.

Item 1 - A.O. Smith @ 50% discount.  
Item 20 - Danfoss/Graham VFDs @ 30% discount.  
Item 62 - Rheem @ 0% discount.  
Item 86 - York @ 35% discount.

14. P.E.C.O. ENTERPRISES, INC.  
2400 WEST 84 STREET, SUITE 12  
HIALEAH, FL 33016  
OWNER: MERCEDES HERMIDA, PRESIDENT M/WBE

Second Highest Discount: Items 27 and 33.

Item 27 - Dunham/Bush @ 15% discount.  
Item 33 - First Company @ 15% discount.

15. STROMQUIST & CO., INC.  
5125 ADANSON STREET, SUITE 200  
ORLANDO, FL 32804  
OWNER: SAM LINDLEY, PRESIDENT

Second Highest Discount: Items 43 and 85.

Item 43 - Honeywell @ 60% discount.  
Item 85 - White Rogers @ 60% discount.

16. WACO FILTERS CORPORATION  
11701 N.W. 100 ROAD, SUITE 1  
MEDLEY, FL 33178  
OWNER: JEFFREY A. ROSE, PRESIDENT

Second Highest Discount: Items 8 and 59.

Item 8 - Bando @ 20% discount.

Item 59 - Precisionaire @ 40% discount.

17. REJECT Items 2, 5, 6, 15, 17, 21, 22, 28, 35, 37, 38, 41, 42, 44, 51, 53, 55, 56, 57, 58, 60, 64, 69, 72, 73, 74, 77, 79, 82, 83 and 84.

18. Authorize Procurement Management Services to purchase up to the total estimated amount of \$5,000,000, for the initial contract term, and an amount not to exceed \$2,500,000, for each additional one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

RHH/ae