

Financial Services  
Mr. Ron Y. Steiger, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO BID NO. ITB-16-032-HR – HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT**

**COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

**LINK TO STRATEGIC BLUEPRINT: EFFECTIVE AND SUSTAINABLE PRACTICES**

Procurement Management Services, at the request of the Maintenance Operations, released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to secure single, fixed, percentage discounts from the Manufacturer's Suggested Retail Price (MSRP) list, to purchase HVAC equipment, parts, and supplies for Maintenance Operations. This is a term bid which states that the Board may purchase quantities, as may be needed, but is not obligated to purchase any guaranteed amount. This Invitation to Bid was advertised on the Miami-Dade County Public Schools Procurement Management Services' website, the DemandStar website, Bid Net, and Florida Bid, as well as emailed to 228 potential bidders.

The initial term of the bid shall be for a two (2) year period, commencing December 6, 2017 through December 5, 2019, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for three (3) additional one (1) year periods.

Strategies were employed to increase SBE/MBE participation. Extensive outreach was conducted to increase participation from certified minority vendors, up to and including several contacts with community-based organizations. The Goal Setting Committee recommended that this solicitation be open solicitation with 20% SBE/MBE goal or a 10% local preference.

Sixteen (16) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to twelve (12) vendors, including two (2) certified M/WBE/SBE.

No bids were received for Discount percentage off Equipment Items 3, 4, 12, 21, 22, 24, 37, 38, 40, 41, 42, 49, 54, 55, 56, 58, 59, 64, 69, 75, 78, 81, 84, 85, 86, 90, 94, 102, 107, 108, 113, 114, 117, 118, and 120. 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.

Fund Source  
0100 - General

**E-142**

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida:

1. **AWARD** Invitation To Bid No. ITB-16-032-HR 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 for Maintenance Operations for The School Board of Miami-County, Florida, with an effective date of December 6, 2017 through December 5, 2019, including extensions thereto, as follows:

**CATERGORY 1: MISCELLANEOUS PARTS & SUPPLIES**

- A. **ALLIED CONTROLS INCORPORATED**  
1706 EAST SEMORAN BOULEVARD, SUITE #128  
APOPKA, FL 32703  
OWNER/OFFICER: KATHLEEN JOHNSON, PRESIDENT

Highest Percentage Discount:

Item 17 - Barber Coleman	62%
Item 25 - Carrier	40%
Item 93 - Rheem	35%
Item 96 - RUUD	35%
Item 97 - Schneider Electric	62%
Item 98- Siebe	62%
Item 99- Siemens	62%
Item 110- TAC	62%

- B. **CENTURY AAA LTD d/b/a AAA SUPPLY**  
590 W. 84 STREET  
HIALEAH, FL 33014  
OWNER/OFFICER: PEDRO DEDESMA, PRESIDENT

Highest Percentage Discount:

Item 1 - A.O. Smith	60%
Item 22- Bristol	60%
Item 28- Copeland	60%
Item 103- Sporland	60%
Item 105- Square D	60%

- C. **CMH SOLUTIONS, INC**  
6917 VISTA PARKWAY NORTH, SUITE 2  
WEST PALM BEACH, FL 33411  
OWNER: JEFF STANO, SALES ENGINEER

Highest Percentage Discount:

Item 14- BAC Cooling Towers 35%

D. DESIGN CONTROLS, INC. d/b/a DCI SYSTEMS GROUP  
4300 BISCAYNE BLVD., SUITE G05  
MIAMI, FL 33137  
OWNER/OFFICER: RAYMOND LIOTTA, PRESIDENT

Highest Percentage Discount:

Item 9 - American Standard	35%
Item 19- Belimo	65%
Item 65- Johnson Controls	63%
Item 66- Johnson Controls Metasys	63%
Item 67- Johnson Controls-York	62%
Item 80- Mesan USA	68%
Item 93- Rheem	35%
Item 110- TAC	62%
Item 116- Veris	40%

E. ECONOMIC ELECTRIC MOTORS  
4075 N.W. 79 AVENUE  
DORAL, FL 33166  
OWNER/OFFICER: ALAN ALAVI, PRESIDENT

Highest Percentage Discount:

Item 4 - Acme	38%
Item 30- DANFOSS-compressors	48%
Item 37- Devco	63%
Item 42- Edison Fuses	65%
Item 43- Emerson	50%
Item 69- Lau	55%
Item 73- Marathon	45%
Item 75- Mars	55%
Item 77- Masterdrive	35%
Item 86- Opibelt	40%
Item 119- Weg	40%
Item 124- York	55%

F. P.E.C.O. ENTERPRISES, INC. M/WBE/SBE TIER1  
2400 WEST 84 STREET, SUITE 12  
HIALEAH, FL 33016  
OWNER/OFFICER: MERCEDES HERMIDA, PRESIDENT

Highest Percentage Discount:

Item 8 - American Cooling Towers	40%
Item 31- Danfoss/Graham VFDs	40%
Item 112- Trane	41%

G. STROMQUIST & COMPANY, INC.  
3032-B MERCY DRIVE  
ORLANDO, FL 32808  
OWNER/OFFICER: SAM LINDLEY, PRESIDENT

Highest Percentage Discount:

Item 20-	Bell & Gossett	35%
Item 60-	Honeywell	65%

H. THE WARE GROUP LLC d/b/a JOHNSTONE SUPPLY  
11710 CENTRAL PARKWAY  
JACKSONVILLE, FL 32244  
OWNER: CHRISTOPHER WARE, CEO

Highest Discount:

Item 13-	Armstrong	42%
Item 18-	Bard	38%
Item 23-	Browning	70%
Item 24-	Bussman	50%
Item 26-	Coleman	56%
Item 38-	Diversitech	66%
Item 47-	Fasco	35%
Item 48-	First Company	46%
Item 52-	Friedrich	45%
Item 57-	Goodman	41%
Item 61-	Honeywell VFD only	61.5%
Item 64-	Jason	45%
Item 71-	Magnetek	53%
Item 82-	Mitsubishi	33%
Item 85-	Nuline	40%
Item 90-	Precisionaire	51%
Item 94-	Ritchie	50%
Item 107-	Streamline	60%
Item 108-	Supco	61%
Item 111-	Tecumseh	62%
Item 114-	Universal	53%
Item 118-	Wagner	66%
Item 120-	Weiss	51%
Item 122-	White Rogers	61.5%

I. TRANE US, INC.  
2660 NW 89 COURT  
MIAMI, FL 33172  
OWNER/OFFICER: CARLOS DIAZ - AREA REPRESENTATIVE

Highest Percentage Discount:

Item 2 -	ABB Variable Frequency Drives	30.5%
Item 5 -	Addison	30.5%
Item 6 -	Alfa Laval	30.5%
Item 7 -	American Coolaire Fans & Blowers	30.5%
Item 10-	American Standard	30.5%
Item 11-	American Standard A/C Units	30.5%
Item 12-	AMPROBE	30.5%
Item 15-	Baldor	30.5%
Item 16-	Bando	30.5%
Item 27-	Continental	30.5%
Item 29-	Daikin-McQuay	30.5%
Item 32-	Data Aire	30.5%
Item 33-	Dayco	30.5%
Item 36-	Delta	30.5%
Item 39-	Dunham-Bush	30.5%
Item 40-	Dupont	30.5%
Item 41-	Eco-Aire	30.5%
Item 44-	Environmental Technologies	30.5%
Item 45-	Evapco Cooling Towers	30.5%
Item 46-	Fantech	30.5%
Item 50-	Florida Heat Pump	30.5%
Item 51-	Fluke	30.5%
Item 53-	Furnas	30.5%
Item 54-	Gates	30.5%
Item 55-	GATES	30.5%
Item 56-	GE	30.5%
Item 58-	Goodyear	30.5%
Item 59-	Hercules	30.5%
Item 62-	Howden Fans	30.5%
Item 72-	Mammoth WS Heat Pumps	30.5%
Item 74-	Marley	30.5%
Item 78-	Maxess	30.5%
Item 79-	McQuay	30.5%
Item 81-	Miller	30.5%
Item 83-	Mueller	30.5%
Item 84-	NRP	30.5%
Item 87-	Patterson	30.5%
Item 88-	Petra	30.5%
Item 89-	Powered Aire Air Curtains	30.5%
Item 91-	Quincy	30.5%
Item 92-	RBI Bearings	30.5%
Item 95-	Rockwell	30.5%
Item 100-	SKF	30.5%
Item 101-	Soler & Palau Fans and Blowers	30.5%
Item 102-	Speedaire	30.5%
Item 104-	Spot Coolers	30.5%
Item 106-	Sterling	30.5%
Item 109-	Superior	30.5%

Item 113- UEI	30.5%
Item 115- Uniweld	30.5%
Item 121- Weld Bend	30.5%
Item 123- Yaskawa Variable Frequency Drives	30.5%

J. WACO FILTERS CORPORATION  
 11701 N.W. 100 ROAD, SUITE 1  
 MEDLEY, FL 33178  
 OWNER/OFFICER: JUDY UNDERCUFFLER, VICE  
 PRESIDENT

Highest Percentage Discount:

Item 49- Florida Filter	50%
Item 117- Waco	50%

**CATERGORY 2: EQUIPMENT**

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

Highest Percentage Discount:

Item 5 - Addison	25%
Item 10 - American Standard	25%
Item 11 - American Standard A/C units	25%
Item 17 - Barber Coleman	62%
Item 19 - Belimo	63.5%
Item 25 - Carrier	40%
Item 29 - Daikin-McQuay	20%
Item 53 - Furnas	25%
Item 60 - Honeywell	62%
Item 79 - McQuay	20%
Item 93 - Rheem	35%
Item 96 - RUUD	35%
Item 97 - Schneider Electric	62%
Item 98- Siebe	62%
Item 99- Siemens	62%
Item 104- Spot Coolers	15%
Item 110- TAC	62%
Item 116- Veris	38%
Item 122- White Rogers	61%

L. CMH SOLUTIONS, INC  
 6917 VISTA PARKWAY NORTH, SUITE 2  
 WEST PALM BEACH, FL 33411  
 OWNER/OFFICER: JEFF STANO, SALES ENGINEER

Highest Percentage Discount:

Item 2 -	ABB Variable Frequency Drives	50%
Item 14-	BAC Cooling Towers	50%

M. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC. M/WBE  
3746 E. 10TH COURT  
HIALEAH, FL 33013  
OWNER/OFFICER: JORGE G. ESPINOLA, PRESIDENT

Highest Percentage Discount:

Item 1 -	A.O. Smith	50%
Item 7 -	American Coolaire Fans & Blowers	20%
Item 15 -	Baldor	59%
Item 16-	Bando	30%
Item 36-	Delta	30%
Item 43-	Emerson	53%
Item 47-	Fasco	35%
Item 73-	Marathon	46%
Item 77-	Masterdrive	35%
Item 89-	Powered Aire Air Curtains	15%
Item 92-	RBI Bearings	15%
Item 100-	SKF	20%
Item 119-	Weg	40%

N. DESIGN CONTROLS, INC. d/b/a DCI SYSTEMS GROUP  
4300 BISCAYNE BLVD., SUITE G05  
MIAMI, FL 33137  
OWNER/OFFICER: RAYMOND LIOTTA, PRESIDENT

Highest Percentage Discount:

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Item 66-	Johnson Controls Metasys	63%
Item 67-	Johnson Controls-York	50%
Item 80-	Mesan USA	68%
Item 87-	Patterson	38%
Item 88-	Petra	60%
Item 93-	Rheem	35%

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Highest Percentage Discount:

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Item 101-	Soler & Palau Fans and Blowers	25%

P. P.E.C.O. ENTERPRISES, INC. M/WBE/SBE TIER1  
2400 WEST 84 STREET, SUITE 12  
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OWNER/OFFICER: MERCEDES HERMIDA, PRESIDENT

Highest Percentage Discount:

Item 8 -	American Cooling Towers	40%
Item 31-	Danfoss/Graham VFDs	40%
Item 33-	Dayco	10%
Item 34-	Dayton	10%
Item 35-	D-B/Hitachi Compressors ABB VFDs	15%
Item 39-	Dunham-Bush	15%
Item 45-	Evapco Cooling Towers	15%
Item 62-	Howden Fans	15%
Item 71-	Magnetek	15%
Item 72-	Mammoth WS Heat Pumps	15%
Item 106-	Sterling	15%
Item 112-	Trane	41%
Item 123-	Yaskawa Variable Frequency Drives	15%

Q. STROMQUIST & COMPANY, INC.  
3032-B MERCY DRIVE  
ORLANDO, FL 32808  
OWNER/OFFICER: SAM LINDLEY, PRESIDENT

Highest Percentage Discount:

Item 61-	Honeywell VFD only	69%
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R. THE WARE GROUP LLC d/b/a JOHNSTONE SUPPLY  
11710 CENTRAL PARKWAY  
JACKSONVILLE, FL 32244  
OWNER/OFFICER: CHRISTOPHER WARE, CEO

Highest Discount:

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Item 20-	Bell & Gossett	21%
Item 23-	Browning	30%
Item 28-	Copeland	51%
Item 46-	Fantech	26%
Item 48-	First Company	46%
Item 52-	Friedrich	38%



Item 57- Goodman	17%
Item 82- Mitsubishi	33%
Item 91- Quincy	26%
Item 111- Tecumseh	62%

S. UNITED REFRIGERATION, INC.  
 2400 NW 23RD STREET  
 MIAMI, FL 33142  
 OWNER/OFFICER: ANDREA DEVONPORT – AREA REP

Highest Percentage Discount:

Item 27- Continental	35%
Item 50- Florida Heat Pump	25%

2. Reject the following Equipment items due to no Bid: 3, 4, 12, 21, 22, 24, 37, 38, 40-42, 49, 54-55, 56, 58, 59, 64, 69, 75, 78, 81, 84, 85, 86, 90, 94, 102, 107, 108, 113, 114, 117, 118, and 120.

3. Authorize Procurement Management Services to purchase up to the total estimated amount of \$6,000,000 for the initial contract term, and an amount not to exceed \$3,000,000 for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amount shown will be expended.

**MBE = MICRO BUSINESS ENTERPRISE**  
**SBE = SMALL BUSINESS ENTERPRISE**  
**M/WBE= MINORITY/WOMEN BUSINESS ENTERPRISE**

RYS/lr