

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

**SUBJECT: AWARD INVITATION TO BID NO. ITB-21-055-PM – HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT AND HVAC AND CONTROLS: REPLACE, SUPPLY AND/OR INSTALL**

**COMMITTEE: FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

**LINK TO STRATEGIC PLAN: EFFECTIVE AND SUSTAINABLE OPERATIONAL PRACTICES**

Procurement Management Services, at the request of Facilities Operations - Maintenance, released the above-referenced solicitation which is divided into two sections. The purpose of the first section of this Invitation to Bid (ITB) is to establish a contract to secure single, fixed percentage discounts from the Manufacturer's Suggested Retail Price (MSRP) list, to purchase HVAC equipment, parts and supplies, air conditioning control parts, at Miami-Dade County Public Schools. The purpose of the second section of this ITB is to establish a contract with preapproved vendors to furnish all labor, supervision, equipment and materials necessary to replace and/or repair HVAC equipment, controls and related components at Miami-Dade County Public Schools' facilities. This is a term bid which states that the Board may purchase services, as may be needed, but is not obligated to purchase any guaranteed. This ITB was advertised on the Procurement Management Services website and DemandStar. This contract impacts all District students and District employees, which breaks down to an annual amount of \$41.00 per student/employee based on the annual contract amount of \$15,000,000. The solicitation was shared with the District's Office of Economic Opportunity (OEO) for additional community outreach.

The initial term of the bid shall be for a period of three (3) years, commencing June 21, 2023, through June 20, 2026, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year periods.

Pursuant to School Board Policy 6320.02, the Goal Setting Committee recommended that the first section of this ITB be open with a 10% catalog discount preference for M-DCPS certified African American, Asian American, and Non-Minority Women firms and a 5% catalog discount preference for African American, Asian American and Non-Minority Women firms certified by another government agency outside the MSA. Additionally, the Goal Setting Committee required mandatory participation by M-DCPS certified African American, Asian American, or Non-Minority Women prime firms or subcontractors for the second section of this ITB.

**E-143**

A total of twenty-three (23) vendors responded to this advertised bid. Some responded to only one sections, others responded to both. Based on the criteria listed in the solicitation, the first section of the contract will be awarded to fifteen (15) vendors. The second section of this ITB required mandatory participation by a M-DCPS certified African American, Asian American or Non-Minority Women prime firm or subcontractor to be deemed responsive. Of the 14 responses received for this section, only one (1) vendor met the mandatory goal. As a result, the second section of this ITB is being recommended for rejection and re-release with a revised goal to increase vendor participation.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the firm(s).

In Fiscal Year 2021-2022, the District spent \$14,358,417 on HVAC parts and supplies, and installation.

Fund Source

ESSER  
CAPITAL  
GENERAL

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

- 1. AWARD INVITATION TO BID NO. ITB-21-055-PM – HVAC PARTS, MANUFACTURER DISCOUNT AND HVAC AND CONTROLS: REPLACE SUPPLY AND/OR INSTALL,** to establish a contract to secure single, fixed percentage discounts from the manufacturer’s suggested retail price (MSRP) list, to purchase HVAC equipment, parts and supplies, air conditioning control parts and establish a contract with preapproved vendors to furnish all labor, supervision, equipment and materials necessary to replace and/or repair HVAC equipment, controls and related components of interior and exterior work involving all types of equipment for Miami-Dade County Public Schools, during the term of the bid, with an effective date of June 21, 2023, through June 20, 2026, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for two (2) additional one (1) year extension periods thereto, as follows:

**CATEGORY 1 – MISCELLANEOUS PARTS AND SUPPLIES**

A. BLIZZARD AIR CONDITIONING LLC SBE  
12201 SW 128<sup>TH</sup> COURT, UNIT 107  
MIAMI, FL 33186  
OWNER/OFFICER: ROBERTO VILLAVERDE

Highest Percentage Discount:

Item 2: ABB Variable Frequency Drives 15%  
Item 148: Weg

15%

B. BONDED FILTER CO. LLC  
1 VANTAGE WAY, SUITE D-120  
NASHVILLE, TN 37228  
OWNER/OFFICER: CHRIS HUGHES

Highest Percentage Discount:

Item 70: Glasfloss 50%

C. CARRIER ENTERPRISE, LLC  
5010 CAMPUSWOOD DRIVE, SUITE 100  
EAST SYRACUSE, NY 13057  
OWNER/OFFICER: BRIAN O'MAHONY

Highest Percentage Discount:

Item 32: Carrier 52%

D. CLIMAX INC. DBA MECHANICAL AIR CONCEPTS SBE/MWBE  
10401 NW 28<sup>TH</sup> STREET, B101  
DORAL, FL 33172  
OWNER/OFFICER: VICTOR L. GOMEZ  
HISPANIC AMERICAN

Highest Percentage Discount:

Item 18: Automated Logic Controls 40%

Item 31: Carnes HVAC Products 30%

E. DAIKIN APPLIED AMERICAS INC. DBA DAIKIN APPLIED  
13600 INDUSTRIAL PARK BOULEVARD  
MINNEAPOLIS, MN 55441  
OWNER/OFFICER: JEFFREY J. DREES

Highest Percentage Discount:

Item 99: McQuay 30%

F. DESIGN CONTROLS, INC. DBA DCI SYSTEMS GROUP, INC.  
730 EAST PROSPECT ROAD  
OAKLAND PARK, FL 33334  
OWNER/OFFICER: LARRY WALSH

High Percentage Discount:

Item 3: Above Air 12%

Item 4: Above Air Technologies 12%

Item 5: ACI 45%

Item 8: Airedale-by Modine 35%

Item 14:	American Standard	35%
Item 15:	American Standard A/C Units	35%
Item 22:	Barber Coleman	62%
Item 24:	Belimo	70%
Item 38:	Daikin	35%
Item 39:	Daikin Applied	35%
Item 40:	Daikin-McQuay	35%
Item 42:	Danfoss/Graham VFDs	21%
Item 43:	Data Aire	20%
Item 50:	Dunham-Bush	20%
Item 55:	Environmental Technologies	20%
Item 56:	ETI-JCI	20%
Item 80:	Invensys	65%
Item 83:	Johnson Controls	63%
Item 84:	Johnson Controls Metasys	63%
Item 85:	Johnson Controls - York	62%
Item 89:	Magic Aire	38%
Item 96:	Marvair	42%
Item 100:	Mesan USA	25%
Item 110:	Patterson	20%
Item 111:	Petra	20%
Item 119:	Rheem	36%
Item 125:	Siemens	58%
Item 126:	SKF	58%
Item 145:	Veris	40%
Item 155:	York	62%
Item 156:	Plasma Air	25%
Item 157:	Luxaire	20%

G. H.G. REFRIGERATION SUPPLY, INC.  
3575 NW 60<sup>TH</sup> STREET  
MIAMI, FL 33142  
OWNER/OFFICER: LEON RODITI  
HISPANIC AMERICAN

MWBE

Highest Percentage Discount:

Item 6:	Acme	10%
Item 45:	Dayton	10%
Item 53:	Edison Fuses	65%
Item 59:	Fasco	50%
Item 93:	Marathon	50%
Item 103:	Mueller	60%
Item 104:	NRP	45%
Item 113:	Precisionaire	65%
Item 122:	RUUD	5%
Item 135:	Superior	35%
Item 137:	Tecumseh	75%

H. INTEGRATED COOLING SOLUTIONS, LLC  
10405 NW 37<sup>TH</sup> TERRACE  
DORAL, FL 33178  
OWNER/OFFICER: DAVID W. FERNANDEZ

Higher Percentage Discount:

Item 7:	Addison	20%
Item 57:	Evapco Cooling Towers	20%

I. JASCKO CORP.  
13200 SW 128<sup>TH</sup> STREET, SUITE B-1  
MIAMI, FL 33186  
OWNER/OFFICER: ALEXANDER H. VALDES

Highest Percentage Discount:

Item 32:	Carrier	52%
Item 94:	Marley	5%
Item 107:	OXBOX, A Trane Brand	35%
Item 144:	UVR UV Resources	40%

J. NORTHRICH FLORIDA, LLC  
2111 NORTH COMMERCE PARKWAY  
WESTON, FL 33326  
OWNER/OFFICER: NORTHRICH COMPANY

Highest Percentage Discount:

Item 9:	Alcoil	12%
Item 13:	American Cooling Towers	16%
Item 28:	Bronz-Glow Protective Coatings	10%
Item 63:	FLORIDA HEAT PUMP	26%
Item 74:	GPS Bi-Polar Ionization	8%
Item 76:	Hitachi	27%
Item 87:	Krueger	6%
Item 109:	Pace	6%
Item 114:	Q-PAC	13%
Item 115:	Quantech	51%
Item 138:	TempMaster	41%
Item 153:	Wilo	11%

K. THE WARE GROUP, LLC. DBA JOHNSTONE SUPPLY  
11710 CENTRAL PARKWAY  
JACKSONVILLE, FL 32224  
OWNER/OFFICER: ENRIQUE A. PUENTE

Highest Percentage Discount:

Item 1:	A.O. Smith	61%
Item 11:	American Air Filter	51%
Item 16:	AMPROBE	31%
Item 17:	Armstrong	42%
Item 20:	Baldor	36%
Item 22:	Barber Coleman	62%
Item 23:	Bard	38%
Item 25:	Bell & Gossett	38%
Item 26:	Bitzer	38%
Item 29:	Browning	55%
Item 30:	Bussman	52%
Item 34:	Coleman	56%
Item 54:	Emerson	53%
Item 58:	Fantech	54%
Item 60:	First Company	49%
Item 61:	Flanders	51%
Item 64:	Fluke	35%
Item 65:	Fresh-Aire UV	51%
Item 66:	Friedrich	47%
Item 67:	Furnas	35%
Item 71:	Goodman	41%
Item 78:	Honeywell VFD only	61%
Item 81:	Jason	47%
Item 86:	KMC	58%
Item 88:	Lau	57%
Item 95:	Mars	53%
Item 102:	Mitsubishi	43%
Item 105:	Nuline	43%
Item 120:	Ritchie	55%
Item 124:	Siebe	62%
Item 127:	Solar & Palau Fans and Blowers	31%
Item 129:	Sporland	60%
Item 131:	Square D	55%
Item 133:	Streamline	57%
Item 134:	Supco	62%
Item 136:	TAC	61%
Item 141:	UEI	31%
Item 142:	Universal	55%
Item 143:	Uniweld	52%
Item 147:	Wagner	51%
Item 149:	Weiss	51%
Item 152:	White Rogers	61%

L. TRANE U.S. INC.  
800-E BEATY STREET  
DAVIDSON, NC 28036  
OWNER/OFFICER: DONALD E. SIMMONS

Highest Percentage Discount:

Item 37: Copeland	62%
Item 41: Danfoss - compressors	57%
Item 68: Gates	22%
Item 77: Honeywell	67%
Item 123: Schneider Electric	67%
Item 130: Spot Coolers	30%
Item 139: Trane	40%

M. WACO FILTERS CORPORATION  
2546 GENERAL ARMISTEAD AVENUE  
NORRISTOWN, PA 19403  
OWNER/OFFICER: TONY SANTACROCE

Highest Percentage Discount:

Item 146: Waco	55%
----------------	-----

## **CATEGORY 2 – EQUIPMENT**

N. BLIZZARD AIR CONDITIONING LLC SBE  
12201 SW 128<sup>TH</sup> COURT, UNIT 107  
MIAMI, FL 33186  
OWNER/OFFICER: ROBERTO VILLAVERDE

Highest Percentage Discount:

Item 2: ABB Variable Frequency Drives	15%
Item 139: Trane	15%
Item 148: Weg	15%

O. CARRIER ENTERPRISE, LLC  
5010 CAMPUSWOOD DRIVE, SUITE 100  
EAST SYRACUSE, NY 13057  
OWNER/OFFICER: BRIAN O'MAHONY

Highest Percentage Discount:

Item 32: Carrier	59%
------------------	-----

P. CLIMAX INC. DBA MECHANICAL AIR CONCEPTS SBE/MWBE  
10401 NW 28<sup>TH</sup> STREET, B101  
DORAL, FL 33172  
OWNER/OFFICER: VICTOR L. GOMEZ  
HISPANIC AMERICAN

Highest Percentage Discount:

Item 18:	Automated Logic Controls	40%
Item 37:	Carnes HVAC Products	30%

Q. DESIGN CONTROLS, INC. DBA DCI SYSTEMS GROUP, INC.  
730 EAST PROSPECT ROAD  
OAKLAND PARK, FL 33334  
OWNER/OFFICER: LARRY WASH

Highest Percentage Discount:

Item 3:	Above Air	12%
Item 4:	Above Air Technologies	12%
Item 8:	Airedale- by Modine	35%
Item 14:	American Standard	35%
Item 15:	American Standard A/C Units	35%
Item 49:	Diversitech	66%
Item 50:	Dunham-Bush	20%
Item 60:	First Company	46%
Item 83:	Johnson Controls	63%
Item 84:	Johnson Controls Metasys	63%
Item 89:	Magic Aire	60%
Item 96:	Marvair	42%
Item 100:	Mesan USA	25%
Item 110:	Patterson	38%
Item 111:	Petra	30%
Item 119:	Rheem	36%
Item 156:	Plasma Air	25%
Item 157:	Luxaire	20%

R. H.G. REFRIGERATION SUPPLY, INC. MWBE  
3575 NW 60<sup>TH</sup> STREET  
MIAMI, FL 33142  
OWNER/OFFICER: LEON RODITI  
HISPANIC AMERICAN

Highest Percentage Discount:

Item 122:	RUUD	5%
-----------	------	----

S. INTEGRATED COOLING SOLUTIONS, LLC  
10405 NW 37<sup>TH</sup> TERRACE  
DORAL, FL 33178  
OWNER/OFFICER: DAVID W. FERNANDEZ

Highest Percentage Discount:

Item 7:	Addison	33%
Item 57:	Evapco Cooling Towers	52%
Item 66:	Friedrich	55%
Item 85:	Johnson Controls - York	55%
Item 155:	York	55%

T. JASCKO CORP.  
13200 SW 128<sup>TH</sup> STREET, SUITE B-1  
MIAMI, FL 33186  
OWNER/OFFICER: ALEXANDER H VALDES

Highest Percentage Discount:

Item 94:	Marley	45%
Item 107:	OXBOX, A Trane Brand	35%
Item 144:	UVR UV Resources	40%

U. NORTHRICH FLORIDA, LLC  
2111 NORTH COMMERCE PKWY  
WESTON, FL 33326  
OWNER/OFFICER: NORTHRICH COMPANY

Highest Percentage Discount:

Item 9:	Alcoil	12%
Item 13:	American Cooling Towers	16%
Item 28:	Bronz-Glow Protective Coatings	10%
Item 63:	Florida Heat Pump	26%
Item 74:	GPS Bi-Polar Ionization	8%
Item 76:	Hitachi	27%
Item 87:	Krueger	6%
Item 109:	Pace	6%
Item 114:	Q-PAC	13%
Item 115:	Quantech	51%
Item 138:	TempMaster	41%
Item 153:	Wilo	11%

V. THE WARE GROUP, LLC DBA JOHNSTONE SUPPLY  
11710 CENTRAL PARKWAY  
JACKSONVILLE, FL 32224  
OWNER/OFFICER: ENRIQUE A. PUENTE

Highest Percentage Discount:

Item 1:	A.O. Smith	61%
Item 11:	American Air Filter	51%
Item 16:	AMPROBE	31%
Item 17:	Armstrong	42%
Item 20:	Baldor	36%
Item 22:	Barber Coleman	62%
Item 23:	Bard	38%
Item 24:	Belimo	61%
Item 25:	Bell & Gossett	38%
Item 26:	Bitzer	38%
Item 29:	Browning	55%
Item 30:	Bussman	51%
Item 34:	Coleman	56%
Item 37:	Copeland	51%
Item 38:	Daikin	27%
Item 41:	DANFOSS - compressors	45%
Item 49:	Diversitech	66%
Item 54:	Emerson	53%
Item 58:	Fantech	51%
Item 59:	Fasco	47%
Item 61:	Flanders	51%
Item 64:	Fluke	35%
Item 65:	Fresh-Aire UV	51%
Item 67:	Furnas	35%
Item 71:	Goodman	41%
Item 77:	Honeywell	61%
Item 78:	Honeywell VFD only	61%
Item 80:	Invensys	62%
Item 81:	Jason	47%
Item 86:	KMC	58%
Item 88:	Lau	57%
Item 93:	Marathon	47%
Item 95:	Mars	53%
Item 102:	Mitsubishi	40%
Item 103:	Mueller	35%
Item 105:	Nuline	40%
Item 113:	Precisionaire	51%
Item 120:	Ritchie	55%
Item 123:	Schneider Electric	55%
Item 124:	Siebe	62%
Item 125:	Siemens	55%
Item 127:	Soler & Palau Fans and Blowers	31%

Item 129: Sporland	60%
Item 130: Spot Coolers	22%
Item 131: Square D	55%
Item 133: Streamline	57%
Item 134: Supco	61%
Item 135: Superior	32%
Item 136: TAC	61%
Item 137: Tecumseh	55%
Item 141: UEI	31%
Item 142: Universal	55%
Item 143: Uniweld	46%
Item 145: Veris	26%
Item 147: Wagner	51%
Item 149: Weiss	51%
Item 152: White Rogers	61%

2. **AUTHORIZE** the Superintendent to purchase up to the total estimated amount of \$45,000,000, of which 20% will be allocated from ESSER, for the initial contract term and an amount not to exceed \$15,000,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.

3. **REJECT** the following parts and supplies and equipment of the first section of this solicitation due to no bid:

**CATEGORY 1 – MISCELLANEOUS PARTS AND SUPPLIES**

Item 10:	Alfa Laval
Item 12	American Coolaire Fans & Blowers
Item 19:	BAC Cooling Towers
Item 21:	Bando
Item 27:	Bristol
Item 33:	Clima-Flex
Item 35:	Comfort-Flex USA
Item 36:	Continental
Item 44:	Dayco
Item 46:	D-B/Hitachi Compressors ABB VFDs
Item 47:	Delta
Item 48:	Devco
Item 51:	Dupont
Item 52:	Eco-Aire
Item 62:	Florida Filter
Item 69:	GE
Item 72:	Goodyear
Item 73:	GPS Air
Item 75:	Hercules
Item 79:	Howden Fans
Item 82:	Johnson Air Rotation
Item 90:	Magnetek

Item 91: Mammoth WS Heat Pumps  
Item 92: Mar Craft  
Item 97: Masterdrive  
Item 98: Maxess  
Item 101: Miller  
Item 106: Optibelt  
Item 108: Oxygen8  
Item 112: Powered Aire Air Curtains  
Item 116: Quincy  
Item 117: RBI Bearings  
Item 118: Reymisa  
Item 121: Rockwell  
Item 128: Speedaire  
Item 132: Sterling  
Item 140: Turntide  
Item 150: Weld Bend  
Item 151: Wessel  
Item 154: Yaskawa Variable Frequency Drives

## **CATEGORY 2 – EQUIPMENT**

Item 5: ACI  
Item 6: Acme  
Item 10: Alfa Laval  
Item 12: American Coolaire Fans & Blowers  
Item 19: BAC Cooling Towers  
Item 21: Bando  
Item 27: Bristol  
Item 33: Clima-Flex  
Item 35: Comfort-Flex USA  
Item 36: Continental  
Item 39: Daikin Applied  
Item 40: Daikin-McQuay  
Item 42: Danfoss/Graham VFDs  
Item 43: Data Aire  
Item 44: Dayco  
Item 45: Dayton  
Item 46: D-B/Hitachi Compressors ABB VFDs  
Item 47: Delta  
Item 48: Devco  
Item 51: Dupont  
Item 52: Eco-Aire  
Item 53: Edison Fuses  
Item 55: Environmental Technologies  
Item 56: ETI-JCI  
Item 62: Florida Filter  
Item 68: Gates  
Item 69: GE  
Item 70: Glasfloss

Item 72:	Goodyear
Item 73:	GPS Air
Item 75:	Hercules
Item 79:	Howden Fans
Item 82:	Johnson Air Rotation
Item 90:	Magnetek
Item 91:	Mammoth WS Heat Pumps
Item 92:	Mar Craft
Item 97:	Masterdrive
Item 98:	Maxess
Item 99:	McQuay
Item 101:	Miller
Item 104:	NRP
Item 106:	Optibelt
Item 108:	Oxygen8
Item 112:	Powered Aire Air Customs
Item 116:	Quincy
Item 117:	RBI Bearings
Item 118:	Reymisa
Item 121:	Rockwell
Item 126:	SKF
Item 128:	Speedaire
Item 132:	Sterling
Item 140:	Turntide
Item 146:	Waco
Item 150:	Weld Bend
Item 151:	Wessel
Item 154:	Yaskawa Variable Frequency Drives

4. **REJECT** the second section of ITB-21-055-PM, which was released to establish a contract with preapproved vendors, to furnish all labor, supervision, equipment and materials necessary to repair/replace HVAC equipment, controls and related components for Maintenance Operations for Miami-Dade County Public Schools, to permit rebidding with revised goals to increase vendor participation.
5. **AUTHORIZE** the Superintendent to utilize the current bid ITB-19-018-HR HVAC and Controls, Replace, Supply and/or Install for the rejected items in the second section.