

Condensed Title:

Request For Approval To Award A Contract To Pursuant To Invitation To Bid (ITB) No. 2014-066 For HVAC Equipment, Installation, Parts and Services.

Key Intended Outcome Supported:

Ensure Well-Maintained Facilities.

Supporting Data (Surveys, Environmental Scan, etc.): N/A

Issue:

Shall the City Commission approve the award of Contract?

Item Summary/Recommendation:

The purpose of this item is to approve contracts to provide HVAC Equipment, Installation, Parts and Services at various facilities located within the City of Miami Beach pursuant to ITB. 2014-066. This item is necessary to expedite HVAC repairs and installations as necessary on all City facilities. The City has immediate need of firms and contractors, who are authorized by the manufacturers to sell equipment, perform installation and provide service. The successful Bidder shall furnish air conditioning repair services, including parts, labor, materials, equipment and supervision for all the air conditioning units

Forty (40) vendors were notified of the solicitation, with ten (10) vendors downloading the solicitation. Five (5) responses were received in response to the solicitation.

After review of responses received, it is recommended that the following responsive, responsible bidders be awarded the contract(s). For Groups 1-6, 8, 10, 13, 16-21, 23: Master Mechanical Services, Inc. as the sole vendor. For Groups 7, 9, 11, 12, 14, 15: Comfort Tech as the sole vendor. Finally, for Group 22: MRSE, LLC d/b/a Roth Southeast as the sole vendor.

RECOMMENDATION

It is recommended that Master Mechanical Services, Inc. be awarded Groups 1-6, 8, 10, 13, 16-21, 23; that Comfort Tech be awarded Groups 7, 9, 11, 12, 14, 15; and MRSE, LLC d/b/a Roth Southeast be awarded Group 22.

Advisory Board Recommendation:

N/A

Financial Information:

Source of Funds:	Amount	Account
1	\$115,000	Property Department Account No. 520-1720-000342
Total	\$115,000	

Financial Impact Summary: The annual cost associated with HVAC Equipment, Installation, Parts and Services to funds availability approved through the annual budgeting process. Account information and availability of funds shall be verified and approved for each request prior to procuring the services. The funding and accounts noted above are the FY 2014 budget amounts approved by Commission.

City Clerk's Office Legislative Tracking:

Alex Denis, Director Ext # 6641

Sign-Offs:

Department Director	Assistant City Manager	City Manager
AB ETC	KGB MT	JLM

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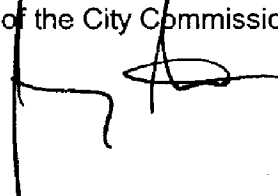


MIAMI BEACH

City of Miami Beach, 1700 Convention Center Drive, Miami Beach, Florida 33139, www.miamibeachfl.gov

COMMISSION MEMORANDUM

TO: Mayor Philip Levine and Members of the City Commission

FROM: Jimmy L. Morales, City Manager 

DATE: March 5, 2014

SUBJECT: **REQUEST FOR APPROVAL TO AWARD A CONTRACT PURSUANT TO INVITATION TO BID (ITB) NO. 2014-066 FOR HVAC EQUIPMENT, INSTALLATION, PARTS AND SERVICES**

ADMINISTRATION RECOMMENDATION

Approve the award of the contract.

KEY INTENDED OUTCOME

Ensure Well-Maintained Facilities.

FUNDING

The annual cost associated with HVAC Equipment, Installation, Parts and Services is subject to funds availability approved through the annual budgeting process. Account information and availability of funds shall be verified and approved for each request prior to procuring the services. The funding and accounts noted below are the FY 2014 budget amounts approved by Commission.

\$115,000 Property Department Account No. 520-1720-000342

Should additional funding be required due to increased need of services, it will be subject to the review and approval of the Office of Budget and Performance Improvement (OBPI).

BACKGROUND INFORMATION

The purpose of Invitation to Bid (ITB) No. 2014-066 is to establish a contract, by means of sealed bids, with a qualified firm(s) to provide HVAC Equipment, Installation, Parts and Services at various facilities located within the City of Miami Beach pursuant to ITB. 2014-066. This item is necessary in order to reduce the cost and time of advertising, shorten the response time and improve the efficiency and clarity in the production of the contracts for HVAC services Citywide. The City has immediate need of firms and contractors, who are authorized by the manufacturers to sell equipment, perform installation and provide service. The successful Bidder shall furnish air conditioning repair services, including parts, labor, materials, equipment and supervision for all the air conditioning units. These services are needed for regular maintenance and emergency situations.

The ITB also requested bidders to submit, for each manufacturer group for which bidder submits a bid, documentation from the manufacturer that bidder is authorized to sell parts, install and provide service. The City may award up to three vendors (primary, secondary, tertiary), as available, by line item, by group or in its entirety. The City will endeavor to utilize vendors in order of award. However, the City may utilize other vendors in the event that: 1) a contract vendor is not or is unable to be in compliance with any contract or delivery requirement; 2) it is in the best interest of the City to do so regardless of reason.

The contract(s) entered into with the successful bidder(s) shall remain in effect for two (2) years. The price offered by the Bidder in its Bid Proposal shall remain firm and fixed during the initial two (2) year term. The City, through its City Manager, shall have the option to renew this contract for an additional three (3) one-year periods on a year-to-year basis. During the renewal term, the City may consider an adjustment to price based on changes in the applicable CPI-U index.

ITB PROCESS

ITB No. 2014-066, was issued on December 6, 2013, with a bid opening date of January 9, 2014. Three (3) addenda were issued to answer to questions submitted by prospective bidders. The Department of Procurement Management issued bid notices to twenty (20) firms utilizing the Public Group and ten (10) prospective bidders accessed the advertised solicitation. Additionally, twenty (20) firms were notified of the ITB through the Florida Purchasing Group website. Finally, the Department of Procurement Management sent the ITB document to additional firms not registered with the Public Group.

The notices resulted in the receipt of five (5) responsive and responsible bids from Airmatic Controls, Comfort Tech, Master Mechanical, MRSE, LLC d/b/s Roth Southeast and Premiere Air Conditioning & Refrigeration.

The ITB stated that the lowest responsive, responsible bidder meeting all terms, conditions, and specifications of the ITB will be recommended for award. Veterans and local preferences were considered during the tabulation of the bids received. Local preference was not applied to any of the bidders.

The Bid Price form was categorized by manufacturers resulting in twenty-three (23) groups. The manufacturers on the bid price form included: Baber Coleman, Bard, Bristol Compressors, Carrier Equipment, Climate Master, Coleman, Copeland Compressors, Evapco, Friedrich, Florida Heat Pump Equipment, Goodman, Janitrol, Johnstone Supply, Lenox, Mitsubishi, Rheem Equipment, Trane Equipment, York Equipment, Ice O Matic, Delta Controls, Direct Digital Controls, Explorer Controls, and Johnson Controls.

With regards to HVAC equipment, installation, parts and service the bids received from three (3) different vendors were deemed the lowest "responsive" to the bid requirements. Those vendors are: Comfort Tech Air Conditioning & Refrigeration, Master Mechanical Services, Inc., and MRSE, LLC (d/b/a Roth Southeast). All of the responsive vendors provided the necessary manufacturer's letter authorizing service and selling of parts and equipment.

The Department of Procurement Management verified the following:

- Minimum Requirements

1. **Licensure / Certification.** Miami-Dade County Air Conditioning Mechanical Journeyman license or Journeyman General Mechanical license, and EPA 608 Technical Program Certification. Current licenses must be provided with bid, and no personnel shall service City facilities without said licenses.

Comfort Tech Air Conditioning & Refrigeration, Master Mechanical Services, Inc., and MRSE, LLC (d/b/a Roth Southeast) submitted the required licenses.

2. **Similar Experience.** Bidder shall demonstrate previous experience in regards to the requirements of this solicitation for a period of no less than three (3) years in providing these services to at least one government agency in the Tri-County area (Miami-Dade, Broward, Palm Beach).

Comfort Tech Air Conditioning & Refrigeration received very positive feedback from Miami-Dade County Corrections, Turner Construction Company, and Pirtle Construction Company.

Master Mechanical Services, Inc. received excellent references from Miami-Dade College, Caristo Construction, and Monroe County.

MRSE, LLC (d/b/a Roth Southeast) received great feedback from Florida Atlantic University, Amersco, and also has successfully provided services for the City of Miami Beach.

3. **Manufacturer Authorization.** Bidder shall submit, for each manufacturer group for which bidder submits a bid, documentation from the manufacturer that bidder is authorized to sell parts, install and provide service.

All three (3) vendors provided the manufacturer's letter of authorization for the groups they are being recommended for award.

- Past Performance

Comfort Tech, located in Hialeah Gardens, Florida; has provided HVAC services and products for 17 years with over ten (10) years of service in South Florida. Specifically, they have successfully completed projects with Jackson Memorial

Master Mechanical Services, Inc., located in Miami, Florida; has been servicing South Florida for over 20 years and has 33 years in the HVAC industry. Their technicians hold EPA certifications and have also received additional training in Refrigerant Transition and Recovery and other technical certifications.

MRSE, LLC (d/b/a Roth Southeast), located in Davie, Florida; has three (3) years of HVAC service under its current name and in the past ten (10) years has operated under the name of Thermal Concepts. They are members of Energy Star and are Authorized Building Control Specialist (ABCS) for the state of Florida.

Pricing submitted by all vendors is included in Appendix A.

Based on the above, it is recommended that the following responsive, responsible bidders be awarded the contract(s). It is recommended that Master Mechanical Services, Inc. be awarded Groups 1-6, 8, 10, 13, 16-21, 23; that Comfort Tech be awarded Groups 7, 9, 11, 12, 14, 15; and MRSE, LLC d/b/a Roth Southeast be awarded Group 22.

CITY MANAGER'S REVIEW

After considering the review and recommendation of City staff, the City Manager exercised his due diligence and is recommending to the Mayor and the City Commission to award a contract to Master Mechanical Services, Inc, Comfort Tech Air Conditioning & Refrigeration, and MRSE, LLC d/b/a Roth Southeast as previously indicated.

CONCLUSION

Based on the aforementioned, the Administration recommends that the Mayor and City Commission award a contract pursuant to Invitation to Bid (ITB) No. 2014-066 for HVAC Equipment, Installation, Parts and Services to Master Mechanical Services, Inc, Comfort Tech Air Conditioning & Refrigeration, and MRSE, LLC d/b/a Roth Southeast in the amount of \$115,000.

YELLOW hi-light is lowest price per group; RED font is manufacturer's letter provided.																	
Group 1 (Aircraft Controls)				Group 2 (Comfort Tech)				Group 3 (Master Mechanical)				Group 4 (Carrier Equipment)					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
1A	Hourly Rate - Regular	70	Hourly Rate	120.00	2,400.00	Hourly Rate	130.00	2,600.00	Hourly Rate	55.00	1,100.00	Hourly Rate	110.00	0.00	Hourly Rate	110.00	2,200.00
1B	Hourly Rate - Non Regular	10	Hourly Rate	180.00	1,800.00	Hourly Rate	180.00	1,800.00	Hourly Rate	55.00	550.00	Hourly Rate	165.00	0.00	Hourly Rate	165.00	1,650.00
Sub-Total Item 1 Labor (Items 1A + 1B)					4,200.00	Sub-Total Item 2 Labor (Items 2A + 2B)					1,650.00	Sub-Total Item 3 Labor (Items 3A + 3B)					3,850.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
1C	Parts Pneumatic	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
1D	Balance of line (All other parts)	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
1E	Baber Coleman Equipment	10,000.00	15%	Mark-up	11,500.00	10%	Mark-up	11,000.00	15%	Mark-up	11,500.00	20%	Mark-up	0.00	20%	Mark-up	12,000.00
Sub-Total Item 1 Labor (Items 1C + 1D + 1E + 1F)					19,000.00	Sub-Total Item 2 Labor (Items 2C + 2D + 2E + 2F)					17,250.00	Sub-Total Item 3 Labor (Items 3C + 3D + 3E + 3F)					18,000.00
Total Group 1 (1 Items 1A-1E)					23,200.00	Total Group 2 (2 Items 2A-2F)					20,900.00	Total Group 3 (3 Items 3A-3F)					21,850.00
Group 1 (Aircraft Controls)				Group 2 (Comfort Tech)				Group 3 (Master Mechanical)				Group 4 (Carrier Equipment)					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
2A	Hourly Rate - Regular	100	Hourly Rate	100.00	10,000.00	Hourly Rate	60.00	6,000.00	Hourly Rate	55.00	5,500.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	6,500.00
2B	Hourly Rate - Non Regular	40	Hourly Rate	130.00	5,200.00	Hourly Rate	80.00	3,200.00	Hourly Rate	55.00	2,200.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	3,000.00
Sub-Total Item 1 Labor (Items 2A + 2B)					15,200.00	Sub-Total Item 2 Labor (Items 2C + 2D)					7,700.00	Sub-Total Item 3 Labor (Items 2E + 2F)					9,500.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
2C	Parts Pneumatic	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
2D	Equipment Roof-Top Units	7,500.00	15%	Mark-up	8,625.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	9,000.00
2E	Equipment Split Systems	7,500.00	15%	Mark-up	8,625.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	9,000.00
2F	Balance of line (All other parts)	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
Sub-Total Item 1 Labor (Items 2C + 2D + 2E + 2F)					24,750.00	Sub-Total Item 2 Labor (Items 2C + 2D + 2E + 2F)					23,000.00	Sub-Total Item 3 Labor (Items 2C + 2D + 2E + 2F)					24,000.00
Total Group 2 (2 Items 2A-2F)					39,950.00	Total Group 3 (2 Items 2A-2F)					31,200.00	Total Group 4 (2 Items 2A-2F)					33,500.00
Group 1 (Aircraft Controls)				Group 2 (Comfort Tech)				Group 3 (Master Mechanical)				Group 4 (Carrier Equipment)					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
3A	Hourly Rate - Regular	100	Hourly Rate	100.00	10,000.00	Hourly Rate	60.00	6,000.00	Hourly Rate	55.00	5,500.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	6,500.00
3B	Hourly Rate - Non Regular	40	Hourly Rate	130.00	5,200.00	Hourly Rate	80.00	3,200.00	Hourly Rate	55.00	2,200.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	3,000.00
Sub-Total Item 1 Labor (Items 3A + 3B)					15,200.00	Sub-Total Item 2 Labor (Items 3C + 3D)					7,700.00	Sub-Total Item 3 Labor (Items 3E + 3F)					9,500.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
3C	Parts Pneumatic	5,000.00	30%	Mark-up	6,500.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
3D	Balance of line (All other parts & Equipment)	10,000.00	15%	Mark-up	11,500.00	10%	Mark-up	11,000.00	15%	Mark-up	11,500.00	20%	Mark-up	0.00	20%	Mark-up	12,000.00
Sub-Total Item 1 Labor (Items 3C + 3D)					18,000.00	Sub-Total Item 2 Labor (Items 3C + 3D)					17,250.00	Sub-Total Item 3 Labor (Items 3C + 3D)					18,000.00
Total Group 3 (3 Items 3A-3F)					33,200.00	Total Group 4 (3 Items 3A-3F)					24,950.00	Total Group 5 (3 Items 3A-3F)					27,500.00
Group 1 (Aircraft Controls)				Group 2 (Comfort Tech)				Group 3 (Master Mechanical)				Group 4 (Carrier Equipment)					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
4A	Hourly Rate - Regular	200	Hourly Rate	90.00	18,000.00	Hourly Rate	70.00	14,000.00	Hourly Rate	55.00	11,000.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	13,000.00
4B	Hourly Rate - Non Regular	80	Hourly Rate	130.00	10,400.00	Hourly Rate	90.00	7,200.00	Hourly Rate	55.00	4,400.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	6,000.00
Sub-Total Item 1 Labor (Items 4A + 4B)					28,400.00	Sub-Total Item 2 Labor (Items 4A + 4B)					15,400.00	Sub-Total Item 3 Labor (Items 4A + 4B)					19,000.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
4C	Parts	5,000.00	50%	Mark-up	7,500.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
4D	Equipment Roof Top Units	7,500.00	15%	Mark-up	8,625.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	9,000.00
4E	Equipment Split Systems	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
4F	Chillers	10,000.00	15%	Mark-up	11,500.00	10%	Mark-up	11,000.00	15%	Mark-up	11,500.00	20%	Mark-up	0.00	20%	Mark-up	12,000.00
4G	Balance of line (All other parts)	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
Sub-Total Item 1 Labor (Items 4C + 4D + 4E + 4F)					37,125.00	Sub-Total Item 2 Labor (Items 4C + 4D + 4E + 4F)					34,500.00	Sub-Total Item 3 Labor (Items 4C + 4D + 4E + 4F)					36,000.00
Total Group 4 (4 Items 4A-4G)					65,525.00	Total Group 5 (4 Items 4A-4G)					49,500.00	Total Group 6 (4 Items 4A-4G)					55,000.00
Group 1 (Aircraft Controls)				Group 2 (Comfort Tech)				Group 3 (Master Mechanical)				Group 4 (Carrier Equipment)					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
5A	Hourly Rate - Regular	200	Hourly Rate	90.00	18,000.00	Hourly Rate	60.00	12,000.00	Hourly Rate	55.00	11,000.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	13,000.00
5B	Hourly Rate - Non Regular	80	Hourly Rate	130.00	10,400.00	Hourly Rate	80.00	6,400.00	Hourly Rate	55.00	4,400.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	6,000.00
Sub-Total Item 1 Labor (Items 5A + 5B)					28,400.00	Sub-Total Item 2 Labor (Items 5A + 5B)					15,400.00	Sub-Total Item 3 Labor (Items 5A + 5B)					19,000.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
5C	Parts	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
5D	Equipment Roof Top Units	7,500.00	15%	Mark-up	8,625.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	9,000.00
5E	Equipment Split Systems	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
5F	Water cooled equipment	2,500.00	15%	Mark-up	2,875.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
5G	Balance of line (All other parts)	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
Sub-Total Item 1 Labor (Items 5C + 5D + 5E + 5F)					24,750.00	Sub-Total Item 2 Labor (Items 5C + 5D + 5E + 5F)					22,000.00	Sub-Total Item 3 Labor (Items 5C + 5D + 5E + 5F)					24,000.00
Total Group 5 (5 Items 5A-5G)					53,150.00	Total Group 6 (5 Items 5A-5G)					40,400.00	Total Group 7 (5 Items 5A-5G)					43,000.00

AIRCRAFT CONTROLS			COMFORT TECH			MASTER MECHANICAL			MISC. U/C's/Both Southport			PREMIERE AIR CONDITIONING & REFRIGERATION					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
6A	Hourly Rate - Regular	50	Hourly Rate	90.00	4,500.00	Hourly Rate	60.00	3,000.00	Hourly Rate	55.00	2,750.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	3,250.00
6B	Hourly Rate - Non Regular	15	Hourly Rate	130.00	1,950.00	Hourly Rate	80.00	1,200.00	Hourly Rate	55.00	825.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	1,125.00
Sub-total Item 6 - Labor (Items 6A + 6B)					6,450.00	Sub-total Item 7 - Labor (Items 7A + 7B)					4,200.00	Sub-total Item 8 - Labor (Items 8A + 8B)					3,575.00
Total Group 5.1.1 (Items 6A-6B)					25,450.00	Total Group 5.1.2 (Items 7A-7B)					20,700.00	Total Group 5.1.3 (Items 8A-8B)					20,825.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
6C	Parts Pneumatic	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
6D	Equipment Roof-Top Units	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
6E	Equipment Split Systems	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
6F	Balance of Line (All other parts)	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
Sub-total Item 6 - Labor (Items 6C - 6F + 6A + 6B)					19,000.00	Item 7 - Labor (Items 7C - 7F + 7A + 7B)					16,500.00	Item 8 - Labor (Items 8C - 8F + 8A + 8B)					17,250.00
Total Group 5.1.1 (Items 6A-6F)					25,450.00	Total Group 5.1.2 (Items 7A-7F)					20,700.00	Total Group 5.1.3 (Items 8A-8F)					22,375.00

AIRCRAFT CONTROLS			COMFORT TECH			MASTER MECHANICAL			MISC. U/C's/Both Southport			PREMIERE AIR CONDITIONING & REFRIGERATION					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
7A	Hourly Rate - Regular	20	Hourly Rate	90.00	1,800.00	Hourly Rate	60.00	1,200.00	Hourly Rate	55.00	1,100.00	Hourly Rate	65.00	1,300.00	Hourly Rate	65.00	1,300.00
7B	Hourly Rate - Non Regular	10	Hourly Rate	130.00	1,300.00	Hourly Rate	80.00	800.00	Hourly Rate	55.00	550.00	Hourly Rate	75.00	750.00	Hourly Rate	75.00	750.00
Sub-total Item 7 - Labor (Items 7A + 7B)					3,100.00	Sub-total Item 7 - Labor (Items 7A + 7B)					2,000.00	Sub-total Item 7 - Labor (Items 7A + 7B)					2,050.00
Total Group 5.1.1 (Items 7A-7B)					17,250.00	Total Group 5.1.2 (Items 7A-7B)					18,900.00	Total Group 5.1.3 (Items 7A-7B)					20,050.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
7C	Parts Pneumatic	10,000.00	15%	Mark-up	11,500.00	10%	Mark-up	11,000.00	15%	Mark-up	11,500.00	20%	Mark-up	0.00	20%	Mark-up	12,000.00
7D	Equipment Roof-Top Units	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
Sub-total Item 7 - Labor (Items 7C + 7D + 7A + 7B)					17,250.00	Item 7 - Labor (Items 7C + 7D + 7A + 7B)					17,250.00	Item 7 - Labor (Items 7C + 7D + 7A + 7B)					18,000.00
Total Group 5.1.1 (Items 7A-7D)					20,350.00	Total Group 5.1.2 (Items 7A-7D)					18,900.00	Total Group 5.1.3 (Items 7A-7D)					20,050.00

AIRCRAFT CONTROLS			COMFORT TECH			MASTER MECHANICAL			MISC. U/C's/Both Southport			PREMIERE AIR CONDITIONING & REFRIGERATION					
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
8A	Hourly Rate - Regular	100	Hourly Rate	90.00	9,000.00	Hourly Rate	70.00	7,000.00	Hourly Rate	55.00	5,500.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	6,500.00
8B	Hourly Rate - Non Regular	40	Hourly Rate	130.00	5,200.00	Hourly Rate	90.00	3,600.00	Hourly Rate	55.00	2,200.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	3,000.00
Sub-total Item 8 - Labor (Items 8A + 8B)					14,200.00	Sub-total Item 8 - Labor (Items 8A + 8B)					7,200.00	Sub-total Item 8 - Labor (Items 8A + 8B)					9,500.00
Total Group 5.1.1 (Items 8A-8B)					39,200.00	Total Group 5.1.2 (Items 8A-8B)					32,600.00	Total Group 5.1.3 (Items 8A-8B)					30,700.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
8C	Parts Pneumatic	7,500.00	30%	Mark-up	9,750.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	9,000.00	20%	Mark-up	9,000.00
8D	Equipment Roof-Top Units	10,000.00	15%	Mark-up	11,500.00	10%	Mark-up	11,000.00	15%	Mark-up	11,500.00	20%	Mark-up	0.00	20%	Mark-up	12,000.00
8E	Equipment Split Systems	2,500.00	50%	Mark-up	3,750.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
Sub-total Item 8 - Labor (Items 8C + 8D + 8E + 8A + 8B)					25,000.00	Item 8 - Labor (Items 8C + 8D + 8E + 8A + 8B)					22,000.00	Sub-total Item 8 - Labor (Items 8C + 8D + 8E + 8A + 8B)					23,000.00
Total Group 5.1.1 (Items 8A-8E)					39,200.00	Total Group 5.1.2 (Items 8A-8E)					32,600.00	Total Group 5.1.3 (Items 8A-8E)					30,700.00

AIRCRAFT CONTROLS			COMFORT TECH			MASTER MECHANICAL			MISC. U/C's/Both Southport			PREMIERE AIR CONDITIONING & REFRIGERATION					
Group Item	Description	Quantity	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
9A	Hourly Rate - Regular	20	Hourly Rate	90.00	1,800.00	Hourly Rate	60.00	1,200.00	Hourly Rate	55.00	1,100.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	1,300.00
9B	Hourly Rate - Non Regular	20	Hourly Rate	130.00	2,600.00	Hourly Rate	80.00	1,600.00	Hourly Rate	55.00	1,100.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	1,500.00
Sub-total Item 9 - Labor (Items 9A + 9B)					4,400.00	Sub-total Item 9 - Labor (Items 9A + 9B)					2,800.00	Sub-total Item 9 - Labor (Items 9A + 9B)					2,050.00
Total Group 5.1.1 (Items 9A-9B)					21,300.00	Total Group 5.1.2 (Items 9A-9B)					18,900.00	Total Group 5.1.3 (Items 9A-9B)					20,050.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
9C	Parts	3,000.00	30%	Mark-up	3,900.00	10%	Mark-up	3,300.00	15%	Mark-up	3,450.00	20%	Mark-up	0.00	20%	Mark-up	3,600.00
9D	Equipment Roof-Top Units	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
9E	Equipment Split Systems	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
9F	Balance of Line (All other parts)	2,000.00	40%	Mark-up	2,800.00	10%	Mark-up	2,200.00	15%	Mark-up	2,300.00	20%	Mark-up	0.00	20%	Mark-up	2,400.00
Sub-total Item 9 - Labor (Items 9C + 9D + 9E + 9F + 9A + 9B)					18,200.00	Item 9 - Labor (Items 9C + 9D + 9E + 9F + 9A + 9B)					17,250.00	Sub-total Item 9 - Labor (Items 9C + 9D + 9E + 9F + 9A + 9B)					18,000.00
Total Group 5.1.1 (Items 9A-9F)					21,300.00	Total Group 5.1.2 (Items 9A-9F)					18,900.00	Total Group 5.1.3 (Items 9A-9F)					20,050.00

AIRCRAFT CONTROLS			COMFORT TECH			MASTER MECHANICAL			MISC. U/C's/Both Southport			PREMIERE AIR CONDITIONING & REFRIGERATION					
Group Item	Description	Quantity	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)
10A	Hourly Rate - Regular	100	Hourly Rate	90.00	9,000.00	Hourly Rate	60.00	6,000.00	Hourly Rate	55.00	5,500.00	Hourly Rate	65.00	0.00	Hourly Rate	65.00	6,500.00
10B	Hourly Rate - Non Regular	40	Hourly Rate	130.00	5,200.00	Hourly Rate	80.00	3,200.00	Hourly Rate	55.00	2,200.00	Hourly Rate	75.00	0.00	Hourly Rate	75.00	3,000.00
Sub-total Item 10 - Labor (Items 10A + 10B)					14,200.00	Sub-total Item 10 - Labor (Items 10A + 10B)					7,200.00	Sub-total Item 10 - Labor (Items 10A + 10B)					9,500.00
Total Group 5.1.1 (Items 10A-10B)					37,725.00	Total Group 5.1.2 (Items 10A-10B)					31,200.00	Total Group 5.1.3 (Items 10A-10B)					30,700.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount of Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)
10C	Parts	2,500.00	30%	Mark-up	3,250.00	10%	Mark-up	2,750.00	15%	Mark-up	2,875.00	20%	Mark-up	0.00	20%	Mark-up	3,000.00
10D	Equipment Roof-Top Units	7,500.00	15%	Mark-up	8,625.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	9,000.00
10E	Equipment Split Systems	5,000.00	15%	Mark-up	5,750.00	10%	Mark-up	5,500.00	15%	Mark-up	5,750.00	20%	Mark-up	0.00	20%	Mark-up	6,000.00
10F	Water cooled equipment	4,000.00	15%	Mark-up	4,600.00	10%	Mark-up	4,400.00	15%	Mark-up	4,600.00	20%	Mark-up	0.00	20%	Mark-up	4,800.00
10G	Balance of Line (All other parts)	1,000.00	30%	Mark-up	1,300.00	10%	Mark-up	1,100.00	15%	Mark-up	1,150.00	20%	Mark-up	0.00	20%	Mark-up	1,200.00
Sub-total Item 10 - Labor (Items 10C + 10D + 10E + 10F + 10G + 10A + 10B)					23,525.00	Item 10 - Labor (Items 10C + 10D + 10E + 10F + 10G + 10A + 10B)					22,000.00	Sub-total Item 10 - Labor (Items 10C + 10D + 10E + 10F + 10G + 10A + 10B)					24,000.00
Total Group 5.1.1 (Items 10A-10G)					37,725.00	Total Group 5.1.2 (Items 10A-10G)					31,200.00	Total Group 5.1.3 (Items 10A-10G)					33,500.00

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Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)												
20A	Hourly Rate - Regular	100	Hourly Rate	120.00	12,000.00	Hourly Rate	130.00	13,000.00	Hourly Rate	95.00	9,500.00	Hourly Rate	125.00	0.00	Hourly Rate	125.00	12,500.00												
20B	Hourly Rate - Non Regular	40	Hourly Rate	150.00	6,000.00	Hourly Rate	180.00	7,200.00	Hourly Rate	95.00	3,800.00	Hourly Rate	187.50	0.00	Hourly Rate	187.50	7,500.00												
Sub-Total Item 20 Labor Items 20A + 20B					18,000.00	Total Item 20 Labor Items 20A + 20B					20,200.00	Total Item 20 Labor Items 20A + 20B					13,300.00	Total Item 20 Labor Items 20A + 20B					0.00	Total Item 20 Labor Items 20A + 20B					20,000.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)												
20C	Parts	7,500.00	30%	Mark-up	9,750.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	0.00	9,000.00											
20D	Balance of Line (All other parts)	12,500.00	15%	Mark-up	14,375.00	10%	Mark-up	13,750.00	15%	Mark-up	14,375.00	20%	Mark-up	0.00	20%	Mark-up	0.00	15,000.00											
Sub-Total Item 20 Labor Items 20C + 20D + 20E					24,125.00	Sub-Total Item 20 Labor Items 20C + 20D + 20E					22,000.00	Sub-Total Item 20 Labor Items 20C + 20D + 20E					23,000.00	Sub-Total Item 20 Labor Items 20C + 20D + 20E					0.00	Sub-Total Item 20 Labor Items 20C + 20D + 20E					24,000.00
Total Group 5.1.20 Items 20A-20E					42,125.00	Total Group 5.1.20 Items 20A-20E					42,200.00	Total Group 5.1.20 Items 20A-20E					36,300.00	Total Group 5.1.20 Items 20A-20E					0.00	Total Group 5.1.20 Items 20A-20E					44,000.00
GROUP 21 (Equipment Controls)																													
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)												
21A	Hourly Rate - Regular	100	Hourly Rate	130.00	13,000.00	Hourly Rate	130.00	13,000.00	Hourly Rate	95.00	9,500.00	Hourly Rate	110.00	0.00	Hourly Rate	110.00	11,000.00												
21B	Hourly Rate - Non Regular	40	Hourly Rate	150.00	6,000.00	Hourly Rate	180.00	7,200.00	Hourly Rate	95.00	3,800.00	Hourly Rate	165.00	0.00	Hourly Rate	165.00	6,600.00												
Sub-Total Item 21 Labor Items 21A + 21B					19,000.00	Total Item 21 Labor Items 21A + 21B					20,200.00	Total Item 21 Labor Items 21A + 21B					13,300.00	Total Item 21 Labor Items 21A + 21B					0.00	Total Item 21 Labor Items 21A + 21B					17,600.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)												
21C	Parts	7,500.00	30%	Mark-up	9,750.00	10%	Mark-up	8,250.00	15%	Mark-up	8,625.00	20%	Mark-up	0.00	20%	Mark-up	0.00	9,000.00											
21D	Balance of Line (All other parts)	12,500.00	15%	Mark-up	14,375.00	10%	Mark-up	13,750.00	15%	Mark-up	14,375.00	20%	Mark-up	0.00	20%	Mark-up	0.00	15,000.00											
Sub-Total Item 21 Labor Items 21C + 21D + 21E					24,125.00	Sub-Total Item 21 Labor Items 21C + 21D + 21E					22,000.00	Sub-Total Item 21 Labor Items 21C + 21D + 21E					23,000.00	Sub-Total Item 21 Labor Items 21C + 21D + 21E					0.00	Sub-Total Item 21 Labor Items 21C + 21D + 21E					24,000.00
Total Group 5.1.21 Items 21A-21E					43,125.00	Total Group 5.1.21 Items 21A-21E					42,200.00	Total Group 5.1.21 Items 21A-21E					36,300.00	Total Group 5.1.21 Items 21A-21E					0.00	Total Group 5.1.21 Items 21A-21E					41,600.00
GROUP 22 (Equipment Controls)																													
Group Item	Description	Estimated Annual Service hours	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)												
22A	Hourly Rate - Regular	200	Hourly Rate	130.00	26,000.00	Hourly Rate	130.00	26,000.00	Hourly Rate	95.00	0.00	Hourly Rate	85.00	17,200.00	Hourly Rate	0.00	0.00												
22B	Hourly Rate - Non Regular	80	Hourly Rate	150.00	12,000.00	Hourly Rate	180.00	14,400.00	Hourly Rate	95.00	0.00	Hourly Rate	129.00	10,320.00	Hourly Rate	0.00	0.00												
Sub-Total Item 22 Labor Items 22A + 22B					38,000.00	Total Item 22 Labor Items 22A + 22B					40,400.00	Total Item 22 Labor Items 22A + 22B					0.00	Total Item 22 Labor Items 22A + 22B					27,520.00	Total Item 22 Labor Items 22A + 22B					0.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)												
22C	Parts	20,000.00	30%	Mark-up	26,000.00	10%	Mark-up	22,000.00	15%	Mark-up	0.00	30%	Mark-up	26,000.00	0%	Mark-up	0.00	0.00											
22D	Balance of Line (All other parts)	10,000.00	30%	Mark-up	13,000.00	10%	Mark-up	11,000.00	15%	Mark-up	0.00	30%	Mark-up	13,000.00	0%	Mark-up	0.00	0.00											
Sub-Total Item 22 Labor Items 22C + 22D + 22E					39,000.00	Sub-Total Item 22 Labor Items 22C + 22D + 22E					33,000.00	Sub-Total Item 22 Labor Items 22C + 22D + 22E					0.00	Sub-Total Item 22 Labor Items 22C + 22D + 22E					39,000.00	Sub-Total Item 22 Labor Items 22C + 22D + 22E					0.00
Total Group 5.1.22 Items 22A-22E					77,000.00	Total Group 5.1.22 Items 22A-22E					73,400.00	Total Group 5.1.22 Items 22A-22E					0.00	Total Group 5.1.22 Items 22A-22E					66,520.00	Total Group 5.1.22 Items 22A-22E					0.00
GROUP 23 (Equipment Controls)																													
Group Item	Description	Quantity	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)	U/M	Unit Cost	Total (Quantity x Unit Cost)												
23A	Hourly Rate - Regular	200	Hourly Rate	130.00	26,000.00	Hourly Rate	130.00	26,000.00	Hourly Rate	95.00	19,000.00	Hourly Rate	130.00	0.00	Hourly Rate	130.00	0.00												
23B	Hourly Rate - Non Regular	80	Hourly Rate	150.00	12,000.00	Hourly Rate	180.00	14,400.00	Hourly Rate	125.00	10,000.00	Hourly Rate	180.00	0.00	Hourly Rate	180.00	0.00												
Sub-Total Item 23 Labor Items 23A + 23B					38,000.00	Total Item 23 Labor Items 23A + 23B					40,400.00	Total Item 23 Labor Items 23A + 23B					29,000.00	Total Item 23 Labor Items 23A + 23B					0.00	Total Item 23 Labor Items 23A + 23B					0.00
Group Item	Description	Estimated Annual Gross Costs	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)	% (discount or mark-up)	State Whether the % Listed is a Discount or Mark-up	Net Cost (Gross_Cost % Discount or Mark-up)												
23C	Parts	6,000.00	30%	Mark-up	7,800.00	10%	Mark-up	6,600.00	15%	Mark-up	6,900.00	10%	Mark-up	0.00	10%	Mark-up	0.00	0.00											
23D	Equipment Roof-Top Units	12,500.00	15%	Mark-up	14,375.00	10%	Mark-up	13,750.00	15%	Mark-up	14,375.00	10%	Mark-up	0.00	10%	Mark-up	0.00	0.00											
23E	Equipment Split Systems	10,000.00	15%	Mark-up	11,500.00	10%	Mark-up	11,000.00	15%	Mark-up	11,500.00	10%	Mark-up	0.00	10%	Mark-up	0.00	0.00											
23F	Balance of Line (All other parts)	1,500.00	50%	Mark-up	2,250.00	10%	Mark-up	1,650.00	15%	Mark-up	1,725.00	10%	Mark-up	0.00	10%	Mark-up	0.00	0.00											
Sub-Total Item 23 Labor Items 23C + 23D + 23E + 23F					35,925.00	Sub-Total Item 23 Labor Items 23C + 23D + 23E + 23F					33,000.00	Sub-Total Item 23 Labor Items 23C + 23D + 23E + 23F					34,500.00	Sub-Total Item 23 Labor Items 23C + 23D + 23E + 23F					0.00	Sub-Total Item 23 Labor Items 23C + 23D + 23E + 23F					0.00
Total Group 5.1.23 Items 23A-23F					73,925.00	Total Group 5.1.23 Items 23A-23F					73,400.00	Total Group 5.1.23 Items 23A-23F					63,500.00	Total Group 5.1.23 Items 23A-23F					0.00	Total Group 5.1.23 Items 23A-23F					0.00
Sub-Total Group 5.1.20-23					\$977,150	Sub-Total Group 5.1.20-23					\$844,300	Sub-Total Group 5.1.20-23					\$724,875	Sub-Total Group 5.1.20-23					\$66,520	Sub-Total Group 5.1.20-23					\$729,625

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