Office of Superintendent of Schools November 23, 2020
Board Meeting of December 9, 2020

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

SUBJECT: **AWARD INVITATION TO BID NO. ITB-19-071-MJ – HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT**

COMMITTEE: **FISCAL ACCOUNTABILITY & GOVERNMENT RELATIONS**

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

Procurement Management Services, at the request of Facilities Operations - Maintenance, released the above-referenced solicitation. The purpose of this Invitation to 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 for Miami-Dade County Public Schools. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services website, as well as Periscope and DemandStar.

The initial term of the bid shall be for a three (3) year period, commencing December 9, 2020 through December 8, 2023, 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.

Sixteen (16) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract will be awarded to fifteen (15) vendors, of which two (2) are certified.

M-DCPS OEO staff verified the Small, Micro, Veteran and/or M/WBE certification status of the prime firm and all subcontractors.

No bids were received for discount percentage off equipment items 2, 6, 8, 10, 11, 14, 28, 30, 36, 37, 38, 43, 45, 48, 54, 59, 60, 63, 69, 79, 84, 90, 93, 97, 101, 102, 106, 110, 115, 117, 121, 136 and 139. 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.

In FY 2019-2020, the District spent $2,800,000 on HVAC equipment, parts and supplies, and air conditioning control parts.

Fund Source
General

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

1. **AWARD** INVITATION TO BID NO. ITB-19-071-MJ – HVAC PARTS AND SUPPLIES, MANUFACTURER DISCOUNT, a contract, 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 for Miami-Dade County Public Schools, with an initial effective date of December 9, 2020 through December 8, 2023, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidder, be extended for two (2) additional one (1) year extension periods thereto, as follows:

CATEGORY 1 – MISCELLANEOUS PARTS AND SERVICES

A. ALLIED CONTROLS, INC.
1706 EAST SEMORAN BOULEVARD, SUITE 128
APOPKA, FL 32703
OWNER/OFFICER: KATHLEEN A. JOHNSON

Highest Percentage Discount:

Item 17 – Barber Coleman	62%
Item 20 – Belimo	69%
Item 26 – Carrier	40%
Item 58 – Furnas	50%
Item 71 – Invensys	63%
Item 73 – Johnson Controls	63%
Item 74 – Johnson Controls Metasys	63%
Item 108 – Rheem	36%
Item 111 – RUUD	36%
Item 112 – Schneider Electric	65%
Item 113 – Siebe	63%
Item 125 – TAC	63%

B. CENTURY/AAA, LTD. DBA AAA SUPPLY
590 WEST 84TH STREET
HIALEAH, FL 33014
OWNER/OFFICER: PEDRO L. DEDESMA
Highest Percentage Discount:

Item 23 – Bristol	60%
Item 31 – Copeland	60%

Item 61 – GE	10%
Item 118 – Sporland	60%
Item 120 – Square D	60%

C. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC. **MWBE**
3746 EAST 10TH COURT
HIALEAH, FL 33013
OWNER/OFFICER: JOSE G. ESPINOLA
HISPANIC AMERICAN

Highest Percentage Discount:

Item 7 – American Coolaire Fans & Blowers	10%
Item 16 – Bando	10%
Item 39 – Delta	10%
Item 104 – Powered Aire Air Curtains	10%
Item 107 – RBI Bearings	10%

D. DAIKIN APPLIED AMERICAS INC. DBA DAIKIN APPLIED
13600 INDUSTRIAL PARK BOULEVARD
MINNEAPOLIS, MN 55441
OWNER/OFFICER: MICHAEL G. SCHWARTZ

Highest Percentage Discount:

Item 138 – Yaskawa Variable Frequency Drives	20%

E. DESIGN CONTROLS, INC. DBA DCI SYSTEMS GROUP, INC.
730 EAST PROSPECT ROAD
OAKLAND PARK, FL 33334
OWNER/OFFICER: RAYMOND A. LIOTTA

Highest Percentage Discount:

Item 9 – American Standard	35%
Item 17 – Barber Coleman	62%
Item 20 – Belimo	69%
Item 35 – Data Aire	20%
Item 42 – Dunham-Bush	31%
Item 65 – Guardian	33%
Item 73 – Johnson Controls	63%
Item 74 – Johnson Controls Metasys	63%
Item 81 - Luxaire	20%
Item 82 – Magic Aire	38%
Item 88 – Marvair	42%
Item 92 – Mesan USA	25%
Item 100 – Patterson	20%

Item 103 – Plasma Air	25%

F. ECONOMIC ELECTRIC MOTORS, INC.
4075 NW 79TH AVENUE
MIAMI, FL 33166
OWNER/OFFFICER: ALLEN ALAVI

Highest Percentage Discount:

Item 33 – Danfoss – compressors	55%
Item 40 – Devco	60%
Item 46 – Edison Fuses	60%
Item 47 – Emerson	57%
Item 51 – Fasco	60%
Item 83 – Magnetek	60%
Item 99 – Optibelt	50%
Item 109 – Ritchie	60%
Item 116 – Soler & Palau Fans and Blowers	60%
Item 129 – Universal	60%
Item 130 – Uniweld	50%
Item 134 – Weg	50%

G. FASTENAL COMPANY
2001 THEURER BOULEVARD
WINONA, MN 55987
OWNER/OFFICER: DANIEL L. FLORNESS

Highest Percentage Discount:

Item 52 - Filtration Group	35%
Item 78 – Koch Filters	35%

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

Highest Percentage Discount:

Item 5 – Addison	20%
Item 27 – Climatemaster	20%
Item 49 – Evapco Cooling Towers	20%
Item 70 – International Environmental	20%
Item 76 – Kinetics	20%

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

Item 86 – Marley	20%

J. NOLAND COMPANY DBA WINSUPPLY PORT ST LUCIE FL CO.
3110 KETTERING BOULEVARD
MORAINE, OH 45439
OWNER/OFFICER: JEFFREY M. DICE

Highest Percentage Discount:

Item 18 – Bard	40%
Item 66 – Hercules	40%

K. STROMQUIST & COMPANY
4620 S ATLANTA ROAD
ATLANTA, GA 30339
OWNER/OFFICER: SAM LINDLEY

Highest Percentage Discount:

Item 3 – ACI	63%
Item 13 – Armstrong	25%
Item 131 – Veris	60%

L. THE WARE GROUP, INC. DBA JOHNSTONE SUPPLY
11710 CENTRAL PARKWAY
JACKSONVILLE, FL 32224
OWNER/OFFICER: ENRIQUE ASR. PUENTE

Highest Percentage Discount:

Item 12 – AMPROBE	31%
Item 15 – Baldor	36%
Item 17 – Barber Coleman	62%
Item 19 – Bard-HVAC	38%
Item 21 – Bell & Gossett	38%
Item 22 – Bitzer	38%
Item 24 – Browning	55%
Item 25 – Bussman	51%
Item 29 – Coleman	56%
Item 32 – Daikin-McQuay	35%

Item 41 – Diversitech	66%
Item 44 – Eaton	51%
Item 50 – Fantech	51%
Item 53 – First Company	46%
Item 57 – Friedrich	45%
Item 62 – Goodman	41%
Item 64 – Grundfos/Paco	51%
Item 67 – Honeywell	65%
Item 68 – Honeywell VFD Only	62.5%
Item 75 – Johnson Controls – York	56%
Item 77 – KMC	60%
Item 91 – McQuay	35%
Item 94 – Mitsubishi	40%
Item 96 – Mueller	35%
Item 98 – Nuline	40%
Item 105 – Precisionaire	51%
Item 118 – Sporland	60%
Item 119 – Spot Coolers	20%
Item 122 – Streamline	60%
Item 123 – Supco	61%
Item 124 – Superior	32%
Item 126 – Tecumseh	62%
Item 128 – UEI	31%
Item 133 – Wagner	51%
Item 135 – Weiss	51%
Item 137 – White Rogers	61.5%

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

Highest Percentage Discount:

Item 34 – Danfoss/Graham VFDs	35%
Item 56 – Fluke	35%
Item 95 – MovinCool	35%

N. UNITED ELECTRIC MOTORS LLC DBA SOUTHERN ELECTRIC MOTORS **SBE/MWBE**
7100 NW 72ND AVENUE
MIAMI, FL 33166
OWNER/OFFICER: BLADIMIR URENA, AUTHORIZED MEMBER
HISPANIC AMERICAN

Highest Percentage Discount:

Item 1 – A.O. Smith	65%
Item 4 – Acme	45%
Item 55 – Florida Heat Pump	35%
Item 72 – Jason	50%
Item 80 – Lau	60%
Item 85 – Marathon	50%
Item 87 – Mars	60%
Item 89 – Masterdrive	40%
Item 114 – Siemens	65%
Item 127 – Trane	45%

O. WACO FILTERS CORPORATION
2546 GENERAL ARMISTEAD AVENUE
MORRISTOWN, PA 19403
OWNER/OFFICER: THERESA KELSO

Highest Percentage Discount:

Item 132 – Waco	50%

CATEGORY 2 – EQUIPMENT

P. ALLIED CONTROLS, INC.
1706 EAST SEMORAN BOULEVARD, SUITE 128
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OWNER/OFFICER: KATHLEEN A. JOHNSON

Highest Percentage Discount:

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Item 58 – Furnas	50%
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Item 73 – Johnson Controls	63%
Item 74 – Johnson Controls Metasys	63%
Item 108 – Rheem	36%
Item 111 – RUUD	36%
Item 112 – Schneider Electric	65%
Item 113 – Siebe	63%
Item 114 – Siemens	63%
Item 125 – TAC	63%
Item 131 – Veris	40%

Q. CENTURY/AAA, LTD. DBA AAA SUPPLY
590 WEST 84TH STREET
HIALEAH, FL 33014
OWNER/OFFICER: PEDRO L. DEDESMA

Highest Percentage Discount:

Item 61 – GE	10%

R. CONDO ELECTRIC INDUSTRIAL SUPPLY, INC. **MWBE**
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HISPANIC AMERICAN

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Item 15 – Baldor	59%
Item 16 – Bando	45%
Item 39 – Delta	40%
Item 47 – Emerson	52%
Item 83 – Magnetek	50%
Item 85 – Marathon	46%
Item 89 – Masterdrive	35%
Item 104 – Powered Aire Air Curtains	18%
Item 107 – RBI Bearings	25%
Item 134 – Weg	40%

S. DAIKIN APPLIED AMERICAS INC. DBA DAIKIN APPLIED
13600 INDUSTRIAL PARK BOULEVARD
MINNEAPOLIS, MN 55441
OWNER/OFFICER: MICHAEL G. SCHWARTZ

Highest Percentage Discount:

Item 32 – Daikin-McQuay	50%
Item 91 – McQuay	50%
Item 138 – Yaskawa Variable Frequency Drives	50%

T. DESIGN CONTROLS, INC. DBA DCI SYSTEMS GROUP, INC.
730 EAST PROSPECT ROAD
OAKLAND PARK, FL 33334
OWNER/OFFICER: RAYMOND A. LIOTTA

Highest Percentage Discount:

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OWNER/OFFICER: DAVID W. FERENANDEZ

Highest Percentage Discount:

Item 5 – Addison	30%
Item 27 – Climatemaster	40%
Item 49 – Evapco Cooling Towers	50%
Item 57 – Friedrich	55%
Item 64 – Grundfos/Paco	55%
Item 70 – International Environmental	55%
Item 75 – Johnson Control – York	52%
Item 76 – Kinetics	55%

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Item 22 – Bitzer	38%
Item 29 – Coleman	56%
Item 31 – Copeland	51%
Item 33 – Danfoss – compressors	40%
Item 41 – Diversitech	66%
Item 44 – Eaton	51%
Item 50 – Fantech	51%
Item 51 – Fasco	40%
Item 53 – First Company	46%
Item 62 – Goodman	41%
Item 64 – Grundfos/Paco	51%
Item 67 – Honeywell	61%
Item 68 – Honeywell VFD Only	61.5%
Item 72 – Jason	45%
Item 77 – KMC	56%
Item 87 – Mars	53%
Item 94 – Mitsubishi	40%
Item 95 – MovinCool	16%
Item 96 – Mueller	35%
Item 98 – Nuline	40%
Item 109 – Ritchie	51%
Item 116 – Soler & Palau Fans and Blowers	31%
Item 119 - Spot Coolers	20%

Item 126 – Tecumseh 62%

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

Highest Percentage Discount:

Item 127 – Trane 40%

2. **REJECT** the following equipment items due to no bid: 2, 6, 8, 10, 11, 14, 28, 30, 36, 37, 38, 43, 45, 48, 54, 59, 60, 63, 69, 79, 84, 90, 93, 97, 101, 102, 106, 110, 115, 117, 121, 136, and 139.

3. **AUTHORIZE** Procurement Management Services to purchase, up to the total estimated amount of $10,500,000 for the initial contract term and an amount not to exceed $3,500,000 for each subsequent one (1) year extension period. Board authorization of this recommendation does not mean the amount shown will be expended.