



To: Bill Powell
Assistant Superintendent of Support Services

From: Jennifer Chiu
Director of Procurement Services

Date: August 19, 2020

Re: HVAC Parts and Supplies
Annual Contract #20-10-6520

The following bids were received and opened at 3:00 p.m., Wednesday, July 29, 2020 as advertised and specified in documents concerning **Annual Contract #20-10-6520 HVAC Parts and Supplies**. The bids received are located on pages 2-5.

- ^a Primary vendor award.
- ^b Secondary vendor award.
- ^c Tertiary vendor award.
- ^d Does not meet District specifications.

Recommendation: Applied Industrial Technologies
CAPP
Carrier Enterprise, LLC
CP Distributors, LLP Control Products
Johnson Supply Company
Johnstone Supply (EMPA Corp.)
Oslin Nation Co. (BABTEX)
Winsupply, Inc. of Houston

Funding: M & O Funds

Estimated Expenditure: \$175,000.00

Contract Term: October 1, 2020 - September 30, 2021

Renewal: 2 Years

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Line 1 Percentage off of Capacitors - Made in USA

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	74.0% ^a	Titan HD USAManufacturer does not provide list price but the mark-up on these items will be the same across the entire line. Thanks
<u>Johnson Supply Company</u>	55.0% ^b	
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^b	
Carrier Enterprise, LLC	25.0%	

Line 2 Percentage off of Filter Core, Dryer Liquid, Dryer Suction - Sporlan

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Johnson Supply Company</u>	55.0% ^a	
<u>Winsupply, Inc. of Houston</u>	35.0% ^b	
<u>Carrier Enterprise, LLC</u>	25.0% ^c	
CAPP	20.0%	
Oslin Nation Co. (BABTEX)	0.0%	

Line 3 Percentage off of Pulleys, Single Groove - Browning

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Johnson Supply Company</u>	55.0% ^a	Browning not currently a vendor. We would be able to offer other pulleys. However, more specific to a model number of the equipment needing the part. That said, no price to display in corresponding lines below. offered at Cost + 20%
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^a	
Carrier Enterprise, LLC	25.0%	
CAPP	20.0%	
<u>Applied Industrial Technologies</u>	0.628% ^b	
Oslin Nation Co. (BABTEX)	0.0%	

Line 4 Percentage off of Pump Parts, VSC and VSCS Series - Bell and Gossett

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	82.0% ^a	No List Price offered by Manufacturer, Flat 18% Mark Up across entire line.
<u>Johnson Supply Company</u>	55.0% ^b	
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^b	Bell and Gossett not currently a vendor. We would be able to offer other pumps. However, more specific to a model number of the equipment needing the part. That said, no price to display in corresponding lines below.
<u>CAPP</u>	39.5% ^c	
Carrier Enterprise, LLC	25.0%	
Oslin Nation Co. (BABTEX)	25.0%	

Line 5 Percentage off of Pump Parts - Taco

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	82.0% ^a	No List Price offered by Manufacturer, Flat 18% Mark Up across entire line.
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^b	
<u>CAPP</u>	37.0% ^c	
Oslin Nation Co. (BABTEX)	25.0%	

Line 6 Percentage off of Pump Parts - Paco

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	82.0% ^a	No List Price offered by Manufacturer, Flat 18% Mark Up across entire line.
<u>Johnson Supply Company</u>	25.0% ^b	have to check at the time of sale to see what discount would be provided by manufacture
<u>Oslin Nation Co. (BABTEX)</u>	25.0% ^b	Cost + 20%
CAPP	20.0%	

Line 7 Percentage off of Pump Parts - Armstrong

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	82.0% ^a	No List Price offered by Manufacturer, Flat 18% Mark Up across entire line.
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^b	
<u>Oslin Nation Co. (BABTEX)</u>	25.0% ^c	
<u>Johnson Supply Company</u>	25.0% ^c	have to check at the time of sale to see what discount would be provided by manufacture
CAPP	17.0%	

Line 8 Percentage off of Valves, Water and Air Vent - Hoffman

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	82.0% ^a	No List Price offered by Manufacturer, Flat 18% Mark Up across entire line.
<u>Johnson Supply Company</u>	55.0% ^b	
<u>CAPP</u>	30.0% ^c	
Oslin Nation Co. (BABTEX)	25.0%	
Carrier Enterprise, LLC	25.0%	

Line 9 Percentage off of Copper Fittings - Mueller

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	85.0% ^a	Hailing America Brand Copper Fittings Price List dated: Jan. 23, 2017
<u>Johnson Supply Company</u>	55.0% ^b	
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^b	
Carrier Enterprise, LLC	25.0%	Brand sold is Hailing. Applicable to lines 30-34.

Line 10 Percentage off of York Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	60.0% ^a	We are a Johnson Controls Inc. Equipment and Parts Distributor.
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^b	
<u>Johnson Supply Company</u>	50.0% ^c	jci penn controlsbut no jci York parts
CAPP	2.0%	
Oslin Nation Co. (BABTEX)	0.0%	

Line 11 Percentage off of Carrier Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Carrier Enterprise, LLC</u>	40.0% ^a	
<u>CAPP</u>	33.0% ^b	
<u>Oslin Nation Co. (BABTEX)</u>	0.0% ^c	

Line 12 Percentage off of Trane Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>CAPP</u>	22.0% ^a	
<u>Oslin Nation Co. (BABTEX)</u>	0.0% ^b	

Line 13 Percentage off of Refrigerant 150 Viscosity (CFISD# 61-000008) - Chevron Capella

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	41.0% ^a	We Carry NuCalgon Brand Refrigeration Oils.
<u>Carrier Enterprise, LLC</u>	25.0% ^b	
<u>Oslin Nation Co. (BABTEX)</u>	0.0% ^c	

Line 14 Percentage off of Vacuum Pump Oil (CFISD# 61-000006) - Nu Calgon

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Johnson Supply Company</u>	55.0% ^a	
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^a	
<u>Winsupply, Inc. of Houston</u>	41.0% ^b	
Carrier Enterprise, LLC	25.0%	Totaline manufactured by Nu-Calgon
Oslin Nation Co. (BABTEX)	0.0%	

Line 15 Percentage off of Compressor Oil, Grade 30 Grade 100 (CFISD# 61-001309) - Mobil Rarus

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Oslin Nation Co. (BABTEX)</u>	\$0.00 ^a	

Line 16 Percentage off of Synthetic Machine Oil, ISO 150 - Lubriplate

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Carrier Enterprise, LLC</u>	25.0% ^a	
<u>Applied Industrial Technologies</u>	0.341% ^b	
<u>Oslin Nation Co. (BABTEX)</u>	0.0% ^c	

Line 17 Percentage off of Non-Synthetic Machine Oil, ISO 220 - Lubriplate

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Carrier Enterprise, LLC</u>	25.0% ^a	
<u>Applied Industrial Technologies</u>	0.341% ^b	
<u>Oslin Nation Co. (BABTEX)</u>	0.0% ^c	

Line 18 Percentage off Honeywell Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	86.0% ^a	Honeywell has numerous list price sheets so we will agree to a flat 14% Mark Up on their best net cost to us.
<u>CAPP</u>	63.0% ^b	
<u>CP Distributors, LLP Control Products</u>	62.0% ^c	
Johnstone Supply (EMPA Corp.)	55.0%	
Johnson Supply Company	55.0%	
Carrier Enterprise, LLC	25.0%	
Oslin Nation Co. (BABTEX)	0.0%	

Line 19 Percentage off Belimo Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>Winsupply, Inc. of Houston</u>	82.0% ^a	Flat 18% Mark Up
<u>CP Distributors, LLP Control Products</u>	61.0% ^b	
<u>CAPP</u>	60.0% ^c	
Johnson Supply Company	30.0%	
Carrier Enterprise, LLC	25.0%	
Oslin Nation Co. (BABTEX)	0.0%	

Line 20 Percentage off Johnson Controls Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>CAPP</u>	61.0% ^a	
<u>Winsupply, Inc. of Houston</u>	60.0% ^b	We are a Johnson Controls Inc. Equipment and Parts Distributor.
<u>CP Distributors, LLP Control Products</u>	59.0% ^c	
Johnstone Supply (EMPA Corp.)	55.0%	
Johnson Supply Company	55.0%	
Oslin Nation Co. (BABTEX)	0.0%	

Line 21 Percentage off Siemens Parts

SUPPLIER	PERCENT OFF	SUPPLIER NOTES
<u>CAPP</u>	69.5% ^a	
<u>CP Distributors, LLP Control Products</u>	69.0% ^b	
<u>Johnstone Supply (EMPA Corp.)</u>	55.0% ^c	
Carrier Enterprise, LLC	25.0%	
Oslin Nation Co. (BABTEX)	0.0%	

Line 22 Percentage off for any other manufacturers

<u>SUPPLIER</u>	<u>PERCENT OFF</u>	<u>SUPPLIER NOTES</u>
<u>CAPP</u>	<u>37.0%</u>	Ashcroft
<u>CAPP</u>	<u>25.0%</u>	Baldor
<u>CAPP</u>	<u>34.0%</u>	Danfoss
<u>CAPP</u>	<u>56.0%</u>	Robert Shaw
<u>CAPP</u>	<u>62.1%</u>	Schneider Electric
<u>CP Distributors, LLP Control Products</u>	<u>5.0%</u>	Honeywell Analytics
<u>CP Distributors, LLP Control Products</u>	<u>57.0%</u>	Honeywell Thermal Solutions
<u>CP Distributors, LLP Control Products</u>	<u>63.0%</u>	KMC Controls
<u>Johnstone Supply (EPMA Corp.)</u>	<u>55.0%</u>	
<u>Oslin Nation Co. (BABTEX)</u>	<u>0.0%</u>	
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Aprilaire
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Aspen
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Broan
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	C&D
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Charlotte
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Ecobee
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Hart & Cooley
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Jason Belts
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	LG Ductless
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Malco
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Nailor
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Owens Corning
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Packard
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Rectorseal
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Ritchie
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Soler & Palau
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	Thermaflex
<u>Winsupply, Inc. of Houston</u>	<u>75.0%</u>	White Rogers