

# Compare Responses

Event #: 5532

Event Name: Air Handler Unit  
Refurbishment

Number Of Lines: 1

Status: Pending Award

280,000 - 300,000  
120 Ton

Performance Evaluation Score	AQUIS James Beerensson	HVAC ARMOR Bill Herrera
Supplier Total Bid Amount	(Award All valid only when output is same for all lines) 117,500.00	(Award All valid only when output is same for all lines) 84,990.00
Total Event Score		
Line 1: Open: REFURBISH AIR HANDLER UNITS Output: No Output		
Award Quantity 0.0000	0.0000	0.0000
Line Quantity 1.0000 LO	1.0000	1.0000
Unit Price	117,500.00000	84,990.00000
Extended Price	117,500.00	84,990.00
Total Line Score		
Delivery Date		
UOM Detail		
Vendor Item	AQUIS AHU REFURBISHMENT	AHU Renovation REFURBISH AHU
Vendor Item Description	AQUIS CPR-SL System 11 AHU's	AHU Renovation

## Response For Supplier: HVAC ARMOR

Event #: 5532-0

Name: Air Handler Unit Refurbishment

Reference: Savannah Airport Commission

Description: This bid is to procure a contracted vendor to provide labor, equipment and material to refurbish the air handling units at the Savannah Airport Commission Terminal Building.

Preview Date:

Q & A Open Date: 09/20/2017 08:30:00 AM

Open Date: 09/19/2017 05:00:00 PM

Q & A Close Date: 10/09/2017 12:00:00 PM

Close Date: 10/17/2017 01:30:00 PM

Dispute Close Date:

Responded To: 1 out of 1 lines

Total Bid Amount: \$84,990.00 USD

## Response Attachments

### Attachment

Savannah Airport 11-2016a.pdf

## Line Responses

### Line 1: Refurbish existing air handler units

Description: Refurbish existing air handler units at Savannah Airport Commission listed in 4.1.1

Item: REFURBISH AIR HANDLER UNITS Refurbish air handler units

Commodity Code: 031-07 Air Circulation Equipment (Not Otherwise Classified)

Quantity: 1.0000

UOM: LO

Bid Quantity: 1.0000

Unit Price: 84,990.00000

Extended Price: 84,990.00

No Charge: No

No Bid: No

Vendor Item: REFURBISH AHU AHU Renovation



2559 Badger Ave, Oshkosh, WI 54904

[www.hvacarmor.com](http://www.hvacarmor.com)

Tel – 920-230-4585 Fax – 920-230-4586



## Savannah Airport AHU Renovation

### HVAC Armor- Project Goals

- Extend the life of existing HVAC equipment
- Halt current Deterioration
- Apply HVAC Armor to all prepped areas
- Deep clean Coil to maximize Airflow



Bill Herrera - Sales Director  
ECM Holding Group, LLC.

Headquarters 1931 N. Main St. - Oshkosh, WI 54901

Home Office 16434 Pumpkin Seed Cr. - Boca Raton, FL 33433

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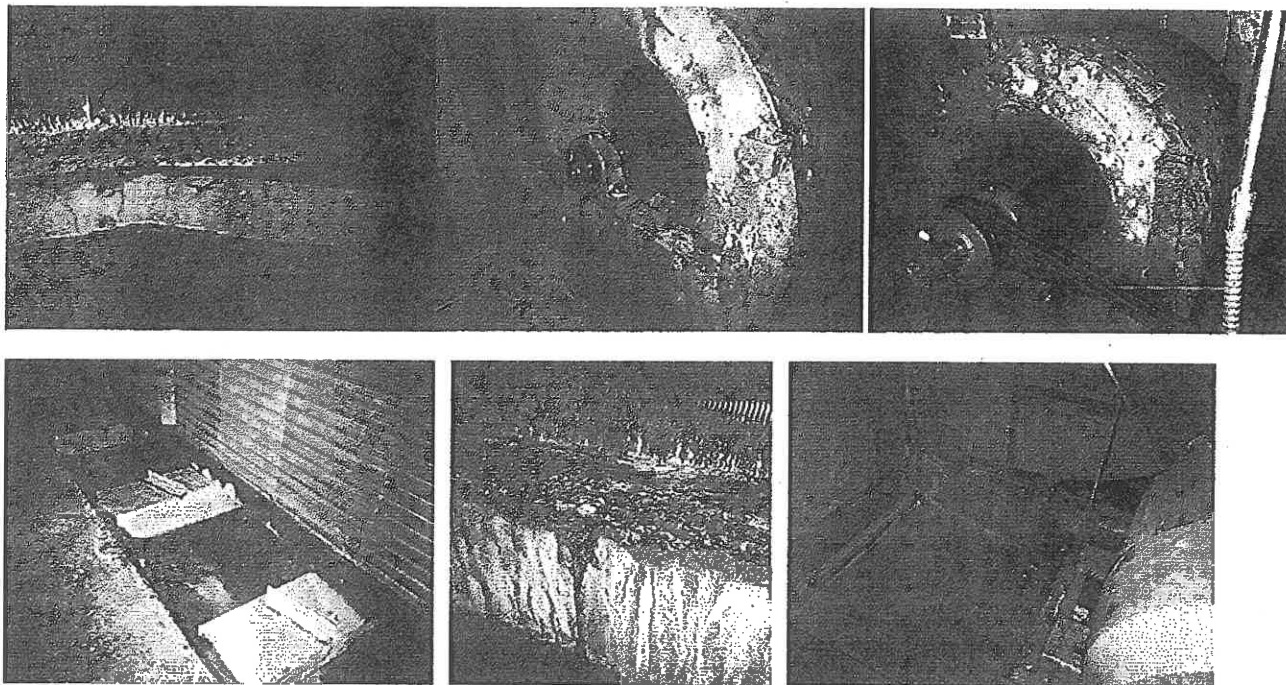


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### Current Situation



### Scope of Work

- Sand/ Grind Deteriorated metal
- Prepping to include the following areas
  - o Coil Frame
    - Metal replacement is included for frame, if deterioration is too severe..
  - o Blower Wheel Housing
  - o Blower Wheel Support Structure
  - o Drain Pan
  - o Flooring on Inlet Section (prior to coil)
- Clean out Drain pans and Floor Coatings
- Sand/ Grind/ Prep for coating
- Apply HVAC Armor self leveling coating
- HVAC Armor to rebuild metal that is too far gone/ deteriorated
  - o Metal to be replaced and sealed properly
- Deep Clean Coil using HVAC Armor protocols
  - o This is to ensure coil air flow is restored
  - o Energy Savings provided by increasing airflow,

### Coating Application process:

- Remove corrosion mechanically
- Wipe with solvent to ensure a clean coating surface
- Apply Rust Penetrating Primer to all prepped areas
  - o This will neutralize exiting corrosion (HVAC Armor- Pre Prep)
- Allow to dry
- Apply HVAC Coating to all prepped surfaces. (100% solvent free coating)

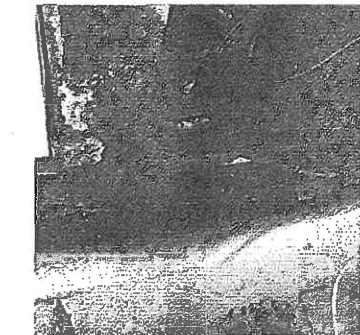
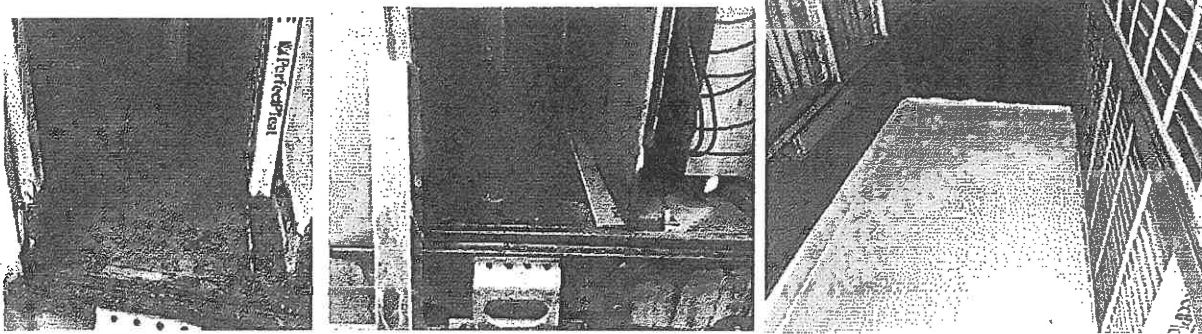


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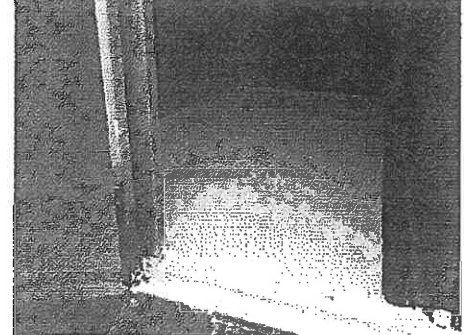
Please see some before/ after pics for your review



**BEFORE**



**DURING**



**AFTER**

Please let me know your thoughts



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**Coat AHU Sloping Drains and Chamber Walls, Ceiling and Fan Housings of the  
Savannah Airport Commission's Existing Air Handler System**

**EVENT #5532**

**SPECIFIC SPECIFICATIONS AND SPECIAL CONDITIONS**

- 4.0** The purpose of these specifications is to describe the requirement to procure a contracted vendor to provide labor, equipment and material to refurbish the air handling units at the Savannah Airport Commission Terminal Building. All work is to be completed in accordance with the ASHRAE 62.1 Standard for Indoor Air Quality and Joint Commission Requirements for the control of pathogenic biological agent as well as adherence to the National Fire Code.

Project goals for this project include the following:

- Extend the life cycle of the existing air handler units listed within these specifications.
- Stop the current deterioration of the air handler units.
- Apply coating system to all prepped areas, condensate pan or chamber walls, floors and blowers sealed with active antimicrobial coating.
- Deep clean coils to maximize airflow.

To submit pricing electronically for this event, enter pricing for each line item shown under the lines tab on the event summary. To enter pricing manually, complete the attached bid proposal form.

A pre-bid conference has been scheduled to be conducted at the Savannah Airport Operations Center, 640 Gulfstream Road, Savannah, GA 31408 on September 27, 2017 at 11:00 AM. This meeting will allow contractors to discuss the specifications and resolve any questions and/or issues that may arise with Commission Staff. You are invited to attend.

**4.1 A Listing of the Savannah Airport Commission's Air Handler Units:**

**4.1.1 Existing Air Handler Units**

- |            |                               |
|------------|-------------------------------|
| • AHU 3-1  | York Model #CM18 Serial #5592 |
| • AHU 3-2  | York Model #CM15 Serial #5593 |
| • AHU 2A-1 | York Model #CM37 Serial #5596 |
| • AHU 2B-1 | York Model #CM38 Serial #5600 |
| • AHU 2A-2 | York Model #CM30 Serial #5597 |
| • AHU 2B-2 | York Model #CM30 Serial #5601 |
| • AHU 2A-4 | York Model #CM26 Serial #5599 |
| • AHU 1E-1 | York Model #CM24 Serial #5589 |
| • AHU 1E-2 | York Model #CM22 Serial #5590 |
| • AHU 1E-3 | York Model #CM25 Serial #5591 |
| • AHU 1E-4 | York Model #CM31 Serial #5595 |

## **4.2 Detailed Specifications: Coat AHU Sloping Drains and Chamber Walls, Ceiling and Fan Housings of the Savannah Airport Commission's Existing Air Handler System**

### **4.2.1 Preparation and Coating**

Prep all areas to include sanding and grinding of deteriorated metal to remove corrosion and wipe with solvent to ensure a clean coating surface for the following areas:

- Coil frame (replace metal for frame if deterioration is severe).
- Ensure all surfaces are sealed properly based on inspection by airport personnel.
- Inspect blower wheel housing and remove corrosion and clean surfaces.
- Inspect blower wheel support structure and remove corrosion, clean surfaces or replace if the support structure will not support the blower wheel.
- Ensure drain pan is free of corrosion and performing its intended function.
- Flooring on the inlet section (prior to the coil)

**4.2.2** Apply rust penetrating primer to all prepped areas to neutralize existing corrosion and allow to dry.

**4.2.3** Apply HVAC 100% solvent free self-leveling coating to all prepped surfaces and allow to dry.

**4.2.4** Deep clean coil to ensure air flow is restored.

**4.2.5** Coating system shall provide extended life, NFPA-90A compliance, ability to stop damaging water leaks and halt rust and corrosion that also incorporates an active antimicrobial surface to water leaks to prevent growth of pathogenic biological agents such as mold, Legionella and Aspergillus. Bidder must submit, with bid, a detailed technical specification of the proposed coating system for SAC to review and approve.

**4.2.6** All work to be completed after hours between 8:00PM and 4:00AM unless otherwise authorized by the Savannah Airport Commission.

**4.2.7** The Savannah Airport Commission will permit two (2) AHUs down at a time, however all units must be returned to service by 4:00AM unless authorized by the Savannah Airport Commission.

**4.2.8** Contractor is responsible for maintaining a clean work area and the removal of any work site trash will be properly disposed of.

**4.2.9** Contractor will supply the Savannah Airport Commission with MSDS on all coating and cleaning materials.

**4.2.10** The successful bidder is required to be credentialed and vetted through a Criminal History Records Check and a Security Threat Assessment. Contractor will absorb the costs associated with credentialing and a deposit fee for credentials.

**4.2.11** Contractor will submit a detailed schedule subject to approval by the Facilities Maintenance Manager.

## **4.3 Warranty:**

**4.3.1** Free from defects in material or workmanship for a minimum period of thirty-six (36) months from the date that the installation is completed and accepted.

**5.0 Basis of Award:** This contract will be awarded to the vendor offering the lowest net price to the Commission, and meeting or exceeding all specifications herein.

**5.1** The bid response must include the following documents in this order:

- Bid proposal form (as a cover sheet)
- Exception Sheet
- Non-Discrimination Statement
- Proposed Schedule of M/WBE Participation
- Other requested submittals as stated

All referenced documents must be completed and returned in their entirety to constitute a complete bid. All manually submitted bids must be submitted on the bid proposal form contained in these specifications to be considered.

**5.2** Original invoices should be sent to:

Savannah Airport Commission  
400 Airways Avenue  
Savannah, GA 31408

**5.3** All vendors are responsible for determining and acknowledging any addenda issued in connection with this bid solicitation. Addenda must be acknowledged in order for bids to be considered.

**5.4** Failure to comply with the above without prior written exemption may result in cancellation of order. In cases where failure to comply is not discovered until after payment has been made, the City reserves the right to revoke bidding privileges for failure to comply.

**5.5 Bonding:**

- ☐ (A) Each bidder shall post a bid bond, certified check or money order made payable to the City in the amount of 5% of the bid price. A company check is not acceptable. No bids shall be read or considered without a proper form of security.
- ☒ (B) No bond, certified check, or U.S. Money Order is required.
- ☐ (C) Bidder shall post a payment / performance bond, certified check or money order payable to the City in the amount of 100% of the bid price if awarded the purchase. Such bond(s) are due prior to contract execution as a guarantee that goods meet requirements of the contract including timely delivery, performance specifications and warranty requirements. Such bonds will also guarantee quality performance of services and timely payment of invoices to any subcontractors.
- ☐ (D) Bidder shall post a performance bond, certified check or money order in the amount of % of the bid price if awarded the purchase. Such bond(s) are due prior to contract execution as a guarantee of timely delivery and that equipment, materials and /or goods are delivered according to specifications.

## **EXCEPTION SHEET**

**Event #5532**

**If the commodity(ies) and/or services proposed in the response to this bid is in anyway different from that contained in this proposal or bid, the bidder is responsible to clearly identify by specification section number, all such differences in the space provided below. Otherwise, it will be assumed that bidder's offer is in total compliance with all aspects of the proposal or bid.**

**Below are the exceptions to the stated specifications:**

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Company

\_\_\_\_\_  
Title

ATTACHMENT A

**BID PROPOSAL FORM**  
**(SUBMIT AS THE COVER SHEET)**  
**(SUBMIT A MINIMUM OF TWO COPIES)**

City of Savannah Purchasing Department  
3rd Floor, City Hall  
P. O. Box 1027  
Savannah, Georgia 31402  
ATTN: Purchasing Director

EVENT NUMBER: 5532

Business Location: (Check One)  
☐ Chatham County  
☐ City of Savannah  
☐ Other

**ALL BIDDERS MUST BE REGISTERED VENDORS ON THE CITY'S WEBSITE TO BE AWARDED AN EVENT. PLEASE REGISTER AT [WWW.SAVANNAHGA.GOV](http://WWW.SAVANNAHGA.GOV). ALL MANUALLY SUBMITTED BIDS MUST BE SUBMITTED ON THE BID PROPOSAL FORM CONTAINED IN THESE SPECIFICATIONS TO BE CONSIDERED.**

Name of Bidder: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

DO YOU HAVE A BUSINESS TAX CERTIFICATE ISSUED IN THE STATE OF GEORGIA? (CHECK ONE) YES: \_\_\_\_\_ NO: \_\_\_\_\_

FROM WHAT CITY/COUNTY \_\_\_\_\_  
TAX CERTIFICATE #: \_\_\_\_\_ FED TAX ID #: \_\_\_\_\_

INDICATE LEGAL FORM OF OWNERSHIP OF BIDDER (STATISTICAL PURPOSES ONLY): CHECK ONE: ☐ CORPORATION ☐ PARTNERSHIP  
☐ INDIVIDUAL ☐ OTHER (SPECIFY: \_\_\_\_\_)

INDICATE OWNERSHIP STATUS OF BIDDER  
(CHECK ONE):

☐ NON-MINORITY OWNED  
☐ AFRICAN AMERICAN  
☐ HISPANIC  
☐ WOMAN (non-minority)

☐ ASIAN AMERICAN  
☐ AMERICAN INDIAN  
☐ OTHER MINORITY

Describe \_\_\_\_\_

Do you plan to subcontract any portion of this project? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, please complete the attached schedule of M/WBE participation. Also complete the schedule if you will be using any M/WBE suppliers.

**ADDENDA ACKNOWLEDGEMENT**

My signature below confirms my receipt of all addenda issued for this proposal.

\_\_\_\_\_

Signature

Date

**\*This acknowledgement is separate from my signature on the fee proposal form. My signature on the fee proposal form will not be deemed as an acknowledgement of addenda.**

THE UNDERSIGNED PROPOSES TO FURNISH THE FOLLOWING ITEMS IN STRICT CONFORMANCE TO THE BID SPECIFICATIONS AND BID INVITATION ISSUED BY THE CITY OF SAVANNAH FOR THIS BID. ANY EXCEPTIONS ARE CLEARLY MARKED IN THE ATTACHED COPY OF BID SPECIFICATIONS:

DESCRIPTION	TOTAL COST
Refurbish all air handling units listed in 4.1.1 per specifications.	\$ _____

I certify this Bid complies with the General and Specific Specifications and Conditions issued by the City except as clearly marked in the attached copy.

\_\_\_\_\_  
Please Print Name

\_\_\_\_\_  
Authorization Signature

\_\_\_\_\_  
Date

## NON-DISCRIMINATION STATEMENT

The bidder certifies that:

- (1) No person shall be excluded from participation in, denied the benefit of, or otherwise discriminated against on the basis of race, color, national origin, or gender in connection with any bid submitted to the City of Savannah or the performance of any contract resulting therefrom;
- (2) That it is and shall be the policy of this company to provide equal opportunity to all business persons seeking to contract or otherwise interested in contracting with this company, including those companies owned and controlled by racial minorities, cultural minorities, and women;
- (3) In connection herewith, we acknowledge and warrant that this company has been made aware of, understands and agrees to take affirmative action to provide such companies with the maximum practicable opportunities to do business with this company;
- (4) That this promise of non-discrimination as made and set forth herein shall be continuing in nature and shall remain in full force and effect without interruption;
- (5) That the promises of non-discrimination as made and set forth herein shall be and are hereby deemed to be made as part of and incorporated by reference into any contract or portion thereof which this company may hereafter obtain and;
- (6) That the failure of this company to satisfactorily discharge any of the promises of non-discrimination as made and set forth herein shall constitute a material breach of contract entitling the City of Savannah to declare the contract in default and to exercise any and all applicable rights and remedies including but not limited to cancellation of the contract, termination of the contract, suspension and debarment from future contracting opportunities, and withholding and/or forfeiture of compensation due and owing on a contract.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

## PROPOSED SCHEDULE OF M/WBE PARTICIPATION

All M/WBEs listed must be certified as a **minority-owned or women-owned** business by the City of Savannah or a federally-recognized or state-level certifying agency (such as USDOT, State DOT, SBA 8(a) or GMSDC) that utilizes certification standards comparable to the City of Savannah **prior** to the due date of this bid. **Other business certifications that do not specify majority woman or minority ownership may not be substituted.** Proof of M/WBE certification from the certifying agency is required to accompany the bid. A firm that has submitted an application for M/WBE certification but has **not** been certified is **not** qualified as a certified M/WBE and will not be recognized as such during the City's evaluation process. To expedite verification, please provide accurate phone numbers for all M/WBEs listed and ensure firms understand contact will be made following bid submittal.

Name of Proposer: \_\_\_\_\_ Event No. 5532

Project Title: \_\_\_\_\_

**NOTE: Unless certified through the City of Savannah M/WBE Program, proof of M/WBE certification must be attached for all firms listed.**

Name of M/WBE Participant	Name of Majority Owner	Telephone	Address (City, State)	Type of Work Sub-Contracted	Estimated Sub-contract Value	MBE or WBE	Certified? (Y or N)	Certifying Agency? (City of Sav. or Other)
					%			
					%			
					%			
					%			
					%			
					%			

MBE Participation Value: \_\_\_\_\_ % WBE Participation Value: \_\_\_\_\_ % M/WBE Participation Value: \_\_\_\_\_ %

The undersigned will enter into a formal agreement with the M/WBE Subcontractors/Proposers identified herein for work listed in this schedule, conditioned upon executing a contract with the Mayor and Aldermen of the City of Savannah. The Prime's subcontractor that subcontracts work must enter into a formal agreement with the tier subcontractor identified herein for work listed in this schedule. The Prime may count toward the goal any tier of M/WBE subcontractors and/or suppliers that will be utilized in the contract work. However, when an M/WBE subcontracts part of the work, the value of the subcontracted work may **only** be counted toward the goal **if the tier subcontractor is an M/WBE**. Any work an M/WBE firm subcontracts to a non-M/WBE firm **will not count toward the M/WBE goal**. It is the responsibility of the Prime contractor to advise all M/WBEs of this requirement and to ensure compliance by subcontractors.

### Joint Venture Disclosure

If the prime bidder is a joint venture, please describe the nature of the joint venture, the level of work and the financial participation to be provided by the Minority/Female joint venture firm in the space provided below.

Joint Venture Firms	Level of Work	Financial Participation

Printed name (company officer or representative): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Title: \_\_\_\_\_ Email: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

*The Minority/Women Owned Business Office is available to assist with identifying certified M/WBEs. Please contact the M/WBE Office at (912) 652-3582. The City of Savannah's certified M/WBE registry is posted on its website @ [www.savannahga.gov](http://www.savannahga.gov).*

## Developing a Strong M/WBE Participation Plan

*Key facts every bidder/proposer needs to know prior to developing their M/WBE Participation Plan:*

1. All bidders/proposers must submit a "Proposed Schedule of M/WBE Participation" which identifies the minority and/or woman-owned companies that have agreed to participate in the project if awarded. All companies listed on the form must be certified as either minority-owned and controlled or woman-owned and controlled. The City does not accept a company's "self-identification" as minority or woman-owned.
2. Proof of M/WBE certification from the certifying agency is required to accompany the bid; and certification must have been completed by the City of Savannah, a federally-recognized or a state-level certifying agency (USDOT, State DOT, SBA 8(a) or GMSDC) utilizing certification standards comparable to the City of Savannah.
3. The certification must have been approved prior to the due date of this bid. A firm that has submitted an application for certification but has not been certified will not be counted toward the M/WBE goal.
4. The M/WBE Office will be contacting all M/WBE firms included in the bidder's M/WBE Plan to confirm each: a) was contacted by the bidder/proposer; b) performs the type of work listed; and c) agreed to participate.
5. To expedite the verification process, bidders/proposers need to: provide accurate phone numbers for all M/WBEs listed; ensure M/WBEs know to expect to be contacted by phone and email; request M/WBEs be accessible during the critical period before bid-opening; and advise M/WBEs that City staff must receive the M/WBE's confirmation that the firm agreed to participate in the bid/proposal in order for the prime contractor to receive credit toward their proposed M/WBE participation goals.
6. If a proposed M/WBE cannot be confirmed as certified, performing the type of work described or agreeing to participate, the bidder/proposer will be notified and given a pre-determined period to submit a correction. If an M/WBE still cannot be confirmed or replaced, the proposed percentage of participation associated with the unverified M/WBE firm will not be counted and will be deducted from the overall proposed M/WBE goal.
7. Any tier of M/WBE subcontractors or suppliers that will be utilized in the contract work may count toward the MBE and WBE goal as long as the tier subcontractors/suppliers are certified M/WBEs. Work that an M/WBE subcontracts to a non-M/WBE firm does not count toward the M/WBE goal.
8. M/WBEs must perform a "commercially useful function" which is the provision of real and actual work or products, or performing a distinct element of work for which the business has the skills, qualifications and expertise, and the responsibility for the actual management and supervision of the work contracted.
9. Per the *Proposed Schedule of M/WBE Participation* "the undersigned (bidder/proposer) will enter into a formal agreement with the M/WBE Subcontractors/Proposers identified herein for work listed in this schedule, conditioned upon executing a contract with the Mayor and Aldermen of the City of Savannah." This signed commitment is taken seriously by the City, so do not list M/WBEs you do not plan to utilize. Any proposed changes must be pre-approved by the M/WBE Office, be based on legitimate business-related reasons, and still meet the M/WBE participation goals per the City's contract.
10. A bidder who is a certified M/WBE may count toward the goal the portion of work or services on a City contract that is actually performed by the M/WBE, including: the cost of supplies/materials purchased or equipment leased for contract work, fees for bona fide services such as professional or technical services, or for providing bonds or insurance specifically required for the performance of a City contract.
11. If awarded the contract, the MWBE Office will be reviewing your company's subcontracts, invoices and payment records to substantiate the completion of work and payment of M/WBEs. If the prime contractor is an M/WBE that is being included in its M/WBE goal, the prime contractor must maintain records that will be inspected to prove the portion of work performed, cost of work, and payments to the prime company.
12. Most bids for goods and materials do not have specific MWBE goals established for the contract. If no goals are include in the scope of work or General Specifications, you are not required to submit MWBE participation but encouraged to do so when the opportunity is available. The City maintains this information for statistical purposes only and it is not reflected in the award decision.