



City of Miami Gardens
1515 N.W. 167th Street: Bldg. 5, Suite 200
Miami Gardens, Florida 33169

October 13, 2011

Mr. Robert Harris
Airmatic Controls, Inc.
E-mail: bharris@airmaticac.com

NOTICE OF AWARD

RE: BID#10-11-069 Annual Maintenance Contract for Heating Ventilation & Air Conditioning Systems @ Betty T. Ferguson

Dear Mr. Harris:

Congratulations!! The City Manager has awarded the above referenced bid to your company for an initial period of two years in accordance with the terms and conditions of the bid specifications and the adjusted prices submitted on 10/12/11.

Purchase order(s) for annual maintenance will be issued.

Again congratulations and we are looking forward to working with you and your company.

Sincerely,

Pam Thompson

Pam Thompson, CPPO,FCPM
Procurement Manager



AIRMATIC CONTROLS, INC.

10220 W State Road 84 Suite #1 DAVIE, FL 33324

TEL: (954) 370-7282 FAX: (954) 370-7782

CAC-042583 / EF-0001145

Date: 10/12/11

Pamila Thompson
City of Miami Gardens
1515 NW 167th St
Bldg 5, Suite 304
Miami Gardens, FL 33169

Re: Bid #10-11-068

Ms. Pamila Thompson

We wanted to clarify a couple of items on the above referenced Bid # that were discussed at your office.

- 1 List of subcontractors that we would use on the job for this contract. We listed only one subcontractor, Action Crane. We will self perform all the Electrical and Plumbing work on this contract as required for service. We are licensed to work on the LOAD side of the disconnect switches that serve the units and this is all that should be required. We will clean the condensate pipes on the roof and keep the roof drains clear. If the riser, the pipe going down the side of the building, clogs this work may require plumbing service out side our scope of work. The pipes are large and we don't expect this to happen.
- 2 Does our Mark-up include mark-up on taxes and shipping and handling? We will markup the parts only and not markup taxes or shipping and handling. Those cost will be on a pass-through basis. Our cost will be you cost. The mark-up will be on a sliding scale as follows:
0-\$500 @ 30% mark-up
\$501-\$2,500 @ 20% mark-up
Over 2,500 @ 15% mark-up
- 3 What is our % overhead? Our accountant has not given me this information yet but promised to work on it today. One statement he made was that the larger the volume of work, the lower the overhead. If we sold straight equipment at large volumes, our % overhead would be lower.

We hope this helps clear up some of the items we discussed. If there is anything else, please let me know so we can discuss them.

Respectfully,

Robert Harris
President