

Purchasing Department
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To: All Participating Agencies

Subject: Clarification Regarding Contract Pricing For RFP#15-JLP-023
Trane/U.S. Communities

Contract pricing for HVAC and related supplies, labor and materials were established with the solicitation referenced above. As a clarification to the pricing structure, the following is offered.

Typically, Trane pricing is made up of three categories; equipment, labor and materials. Each of these areas are briefly explained as follows:

1. Equipment – Each piece of equipment identified by a product code. Each product code has an established list price discount associated with it. A complete list of equipment discounts can be found on the US Communities website, once the agency logs in with username and password. There are approx. 630 specific pieces of equipment on the contract, with associated discounts.
2. Labor – All labor based solutions (installation and services) are classified by the labor “type” with a fixed hourly rate. Installation, maintenance and retrofit labor hours are indexed to RS Means estimating guide. Each project is priced per the specific geographic zone in which the job is located. Labor rates avail upon request.
3. Parts & Material in quoted work – All parts and miscellaneous materials included in quoted projects are subject to the maximum contract margin guidelines of 27.5%. This would include materials such as piping, wiring, sheet metal and parts necessary to complete a given scope of work. All Trane over the counter parts for service are discounted at a rate of 38%.

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