



**Carrier Commercial  
Service**

5440 NW 33<sup>rd</sup> Ave, Suite 108  
Fort Lauderdale, FL 33309  
(954) 315-5168



## **Carrier Commercial Service Omnia Based –AHU Replacement Project**

---

Prepared For:

**Pat Roman  
Town of Highland Beach**

**City Library HVAC Equipment  
Replacement Budgets  
3618 S. Ocean Boulevard  
Highland Beach FL 33487**



**(561) 278-4548  
Proman@highlandbeach.us**

Presented by:



**Scott McLennan, LEED AP**

Carrier Corporation

Cell: (954) 448-9775

E-Fax: (860) 998-1014

[scott.mclennan@carrier.utc.com](mailto:scott.mclennan@carrier.utc.com)

<http://www.commercial.carrier.com>

Date of Proposal Revision: 1/23/2025

## Executive Summary

Carrier is presenting this quotation to replace a 25-ton Split System and a 10-ton condenser serving the Town Library. Equipment will match existing equipment capacity. Work is presented based on Omnia Contract # 02-123 and conforms to contract requirements.



## Carrier Contract Documentation

U.S. Communities, National IPA, & NCPA are wholly-owned subsidiaries of OMNIA Partners, dba OMNIA Partners, Public Sector. All public sector participants already registered with National IPA, U.S. Communities, or NCPA continue to have access to all contracts, with certain exceptions, in the portfolio and do not need to re-register to use a legacy National IPA, legacy U.S. Communities, legacy NCPA, or new OMNIA Partners contract. U.S. Communities, National IPA, and NCPA remain separate legal entities and lead agency contracts completed under each brand are effective and available for use through the contract's approved term. In the event we believe re-registration is necessary for any reason, OMNIA Partners will let you know.

## HVAC Equipment, Installation, Service, Building Control Systems & Related Products and Services

Region 14 ESC - TX

Contract Number: 02-123

Initial Term: December 13, 2021 through December 31, 2024

Renewal Options: Option to renew for two (2) additional one-year periods through December 31, 2026

RENEWED THROUGH December 31, 2025

### Master Agreement Documents

- [Official Signed Contract](#)
- [Contract Award Letter](#)
- [Contract Renewal 1](#)

### Response Evaluation

- [Supplier Response to RFP](#)
- [Evaluation Documents](#)

## **OMNIA PRICING: EQUIPMENT ONLY**

Carrier has agreed to provide fixed equipment discounts off list price for equipment, and fixed mark-up for Extended Factory Warranty products and Factory start-up services. Installation services will be quoted separately as Turnkey installation services under terms of Omnia contract. .

Equipment will be sold to the Town directly, tax exempt, FOB factory with freight to your facility (or desired destination) pre-paid. Receiving, local cabinet coatings, unloading, storage and final placement costs will need to be considered in the turnkey installation proposal, or arraigned by others. Options for Extended Factory Warranty listed below.

<b>Sourcewell Pricing:</b>	<b>MLP</b>	<b>Discount/ Mark-up</b>	<b>Net Cost</b>
<b>Highland Beach:</b>			
<b>38AUZA25A0B6-0A0A0</b>	<b>\$ 25,028.00</b>	<b>47% off</b>	<b>\$ 13,264.84</b>
<b>40RUAA28T2A6-UA0A0</b>	<b>\$ 20,418.00</b>	<b>49% off</b>	<b>\$ 10,413.18</b>
<b>38AUZM12A0B6-0A0A0</b>	<b>\$ 13,993.00</b>	<b>47% off</b>	<b>\$ 7,416.29</b>
<b>CAELHEAT029B00</b>	<b>\$ 2,297.00</b>	<b>49% off</b>	<b>\$ 1,171.47</b>
<b>Factory Services/Extended warranty</b>			
38AU12 S/U & 1 <sup>st</sup> year Labor	\$ 1,080.00	+20 %	\$ 1,296.00
38AU25 S/U & 1 <sup>st</sup> year Labor	\$ 2,208.00	+20%	\$ 2,649.60
40RR28 S/U & 1 <sup>st</sup> year Labor	\$ 486.00	+20%	\$ 583.20
38AU12 2 <sup>nd</sup> - 5 <sup>th</sup> years Complete P&L	\$ 983.00	+20%	\$ 1,179.60
38AU25 2 <sup>nd</sup> - 5 <sup>th</sup> years Complete P&L	\$ 3,050.00	+20%	\$ 3,660.00
40RUAA 2 <sup>nd</sup> - 5 <sup>th</sup> years Complete P&L	\$ 372.00	+20%	\$ 446.40

**TOTAL EQUIPMENT PACKAGE: \$42,080.58**

This Equipment will be sold tax exempt under separate invoice from installation work. Tax Exemption certificate needs to accompany Purchase Order. Equipment is sold FOB factory, with freight pre-paid to South Florida. Equipment selection, submittal approvals and Coating, receiving and storage and final delivery will be included in Installation portion of project.

## **Installation based on Fixed Labor rates and mark-ups:**

Carrier Project Management Labor	15 Hrs. @ \$200.00	\$ 3,000.00
Carrier Direct Labor Standard time	24 Hrs. @ \$200.00	\$ 4,800.00
Advantcoat CU and AHU coating	\$ 5,000.00 X 1.35	\$ 6,750.00
Carrier Direct Purchases	\$ 250.00 X 1.25	\$ 312.50
Tie down engineering condensers	\$ 250.00 X 1.35	\$ 337.50
Receiving from coating, storage, delivery	\$ Included below	\$ 0.00
Crane / Carting Service	\$ Included below	\$ 0.00
AHU Demo and Move in (weekday)	\$ Included below	\$ 0.00
CU Installation (Weekday)	\$ Included below	\$ 0.00
CU 10 to install (weekday)	\$ Included below	\$ 0.00
Disposal (both AHU and CUs)	\$ Included Below	\$ 0.00
Installation Services	\$ 31,800.00 X 1.35	\$ 42,930.00
Test and Balance AHU	\$ 1550.00 X 1.35	\$ 2,092.50

**Total Town Library Installation Cost** **\$60,222.50**

**Total cost, Equipment & Installation: \$102,303.80**

Permit processing and tie-down detail included. Permit fees, if any, will be passed through at cost X 1.30 under a separate job/PO at the end of the project. Equipment to be connected to existing services (line voltage & gear, low voltage, refrigerant lines, condensate lines. Town to provide pre & post life safety testing as necessary for permit. Existing control devices to be reused. No repairs to any existing system or device included.

Sincerely,

*Scott McLennan*

Maintenance, Repairs, Modernization

PLEASE CALL WITH QUESTIONS: (954) 448-9775

Omnia and Carrier Standard Terms and Conditions will govern sale.