

CONTRACT FOR SUPPLIES
CONTRACT NO: 1945-18066
FOR
TRANE HVAC PRODUCTS, INSTALLATION AND RELATED SERVICES
BETWEEN



COOK COUNTY GOVERNMENT
DEPARTMENT OF CAPITAL PLANNING AND POLICY

AND

TRANE, U. S. INC.
Based on Harford County Public Schools, Contract No. 15-JLP-023
PURCHASE ORDER NO. 70000157424

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AGREEMENT

This Agreement is made and entered into by and between the County of Cook, a public body corporate of the Harford County Public Schools, hereinafter referred to as "County" and Trane, U. S. Inc., doing business as a corporation of the State of Illinois hereinafter referred to as Contractor.

BACKGROUND

Whereas, the County, pursuant to Section 34-140 (the "Reference Contract Ordinance") of the Cook County Procurement Code, states: "If a governmental agency has awarded a contract through a competitive method for the same or similar supplies, equipment, goods or services as that sought by the County, the Procurement may be made from that vendor at a price or rate at least as favorable as that obtained by that government agency without utilizing a competitive procurement method set forth in this Procurement Code;" and

Whereas, the Harford County Public Schools issued a formal Request For Proposals for HVAC Products, Installation, Services and Related Products and Services, and the Contractor was identified as the lowest, responsive and responsible bidder for the HVAC Products, Installation, Services and Related Products and Services; and

Whereas, the Harford County Public Schools, entered into a contract on September 29, 2015 for the provision of HVAC Products, Installation, Services and Related Products and Services by the Contractor for the County relative to HVAC Products and Installation; a copy of which is attached hereto as "Attachment 1" for reference purposes only, but such attachment is not made part of or incorporated into this Agreement; and

Whereas, the County wishes to leverage the procurement efforts of the Harford County Public Schools; and

Whereas, this Contract made and entered into by and between the County of Cook, a public body corporate of the State of Illinois, herein after the "County" and Trane, U. S. Inc., herein after the Contractor; and

Whereas, the County, through the Department of Capital Planning and Policy, desires certain similar services of the Contractor;

Whereas, County Offices, Departments, and Agencies may utilize this agreement for specific contracted procurement efforts; and

Whereas, the Contractor; agrees to provide to the County Trane HVAC Products and Installation, incorporated as Exhibit 1, Scope of Services; and

Whereas, the Contractor warrants that it is ready, willing and able to deliver the Trane HVAC Products and Installation set forth in Exhibit 1, Scope of Services, all on pricing and payment terms equivalent to or more favorable to the County than those contained in the Harford County Public Schools Contract No. 15-JLP-023 included herein by reference as Attachment 1; and

Whereas, this Contract shall be effective August 1, 2020 through September 30, 2022, and

Whereas, the Vendor must comply with the County's MBE/WBE participation requirements. The County has issued MBE/WBE goals for this Contract of not less than 25% (twenty-five percent) MBE and 10% (ten percent) WBE of the contract price for work to be performed. The Vendor shall submit an MBE/WBE Utilization Plan indicating how it proposes to meet these goals.

Certified MBE/WBE Contractors may count their own participation, however, a female firm certified as M/WBE or W/MBE may be counted towards the MBE or WBE goal, but not both. (Designations cannot be changed after submission of the compliance plan.) Unless otherwise specified herein, for purposes of this Contract, the Contract amount is the total amount that has been entered on the Price Compensation Schedule; and

Whereas, in no case shall such charges exceed the amount of \$25,500,000.00. Invoices in triplicate on County Invoice Form 29A shall be submitted by the Contractor to the Using Department when requesting payment. The County shall have the right to examine the books of the Contractor for the purpose of auditing the same with reference to all charges made to the County.

In the event the Contractor receives payment under the Contract, reimbursement for which is later disallowed by the County, the Contractor shall promptly refund the disallowed amount to the County on request, or at the County's option, the County may credit the amount disallowed from the next payment due or to become due to the Contractor under any contract with the County; and

Whereas, this Contract is subject to the provisions included as General Conditions and is incorporated herein by this reference.

NOW, THEREFORE, in consideration of the mutual promises and covenants herein contained, the sufficiency of which is acknowledged by each of the Parties, the Contractor and the County agree and the information set forth is incorporated by reference herein.

INCORPORATION OF BACKGROUND INFORMATION

The Background Information set forth above is incorporated and made a part of this Agreement by reference.

INCORPORATION OF EXHIBITS

The following attached Exhibits are made a part of this Agreement:

- Exhibit 1 Scope of Services and Price Proposal
- Exhibit 2 Electronic Payables Program
- Exhibit 3 Identification of Subcontractor/Supplier/SubContractor Form
- Exhibit 4 Evidence of Insurance
- Exhibit 5 Minority-Owned and Women-Owned Business Enterprise Utilization Plan
- Exhibit 6 Economic Disclosure Statement Forms
- Exhibit 7 Cook County Board of Commissioners Authorization

GENERAL CONDITIONS

GC-01 SUBCONTRACTING OR ASSIGNMENT OF CONTRACT OR CONTRACT FUNDS

Once awarded, this Contract shall not be subcontracted or any part thereof assigned without the express written approval of the County Chief Procurement Officer ("Chief Procurement Officer"). In no case, however, shall such approval relieve the Contractor from his obligations or change the terms of the Contract. The Contractor shall not transfer or assign any Contract funds or claims due or to become due without the advance written approval of the Chief Procurement Officer. The unauthorized subcontracting or assignment of the Contract, in whole or in part, or the unauthorized transfer or assignment of any Contract funds, either in whole or in part, or any interest therein, which shall be due or are to become due the Contractor shall have no effect on the County and are null and void.

The Contractor shall identify any and all contractors and subcontractors it intends to use in the performance of the Contract by completing the Identification of Subcontractor/Supplier/Subconsultant Form ("ISF"). All such persons shall be subject to the prior approval of the County. The Contractor will only subcontract with competent and responsible Subcontractors. The Chief Procurement Officer may require in his or her sole discretion, that the Contractor provide copies of all contracts with subcontractors.

The Contractor and its employees, contractors, subcontractors, agents and representatives are, for all purposes arising out of this Contract, independent contractors and are not employees of the County. It is expressly understood and agreed that the Contractor and its employees, contractors, subcontractors, agents and representatives shall in no event as a result of a contract be entitled to any benefit to which County employees are entitled, including, but not limited to, overtime, retirement benefits, worker's compensation benefits and injury leave or other leave benefits.

GC-02 INDEMNIFICATION

The Contractor covenants and agrees to indemnify and save harmless the County and its commissioners, officials, employees, agents and representatives, and their respective heirs, successors and assigns, from and against any and all costs, expenses, attorney's fees, losses, damages and liabilities incurred or suffered directly or indirectly from or attributable to any claims arising out of or incident to the performance or nonperformance of the Contract by the Contractor, or the acts or omissions of the officers, agents, employees, contractors, subcontractors, licensees or invitees of the Contractor. The Contractor expressly understands and agrees that any Performance Bond or insurance protection required of the Contractor, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify the County as hereinabove provided.

GC-03 INSPECTION AND RESPONSIBILITY

The County shall have a right to inspect and approve any Contract goods, equipment, supplies or services used in carrying out this Contract and shall approve the quality and standards of all materials or completed work furnished under this Contract. Contract goods, equipment, supplies or services not complying herewith may be rejected by the Chief Procurement Officer and/or the Director and shall be replaced and/or re-performed by the Contractor at no cost to the County. Any Contract goods, equipment or supplies rejected shall be removed within a reasonable time from the premises of the County at the entire expense of the Contractor, after notice has been given by the County to the Contractor that such Contract goods, equipment or supplies have been rejected.

GC-04 PAYMENT TO CONTRACTORS AND SUBCONTRACTORS

All invoices submitted by the Contractor shall be in accordance with the cost provisions contained in the Contract Documents and shall contain a detailed description of the Deliverables (i.e., the goods, equipment, supplies or services) including the quantity of the Deliverables, for which payment is requested. All invoices for services shall include itemized entries indicating the date or time period in which the services were provided, the amount of time spent performing the services, and a detailed description of the services provided during the period of the invoice. All Contracts for services that are procured as Sole Source must also contain a provision requiring the Contractor to submit itemized records indicating the dates that services were provided, a detailed description of the work performed on each such date, and the amount of time spent performing work on each such date. All invoices shall reflect the amounts invoiced by and the amounts paid to the Contractor as of the date of the invoice. Invoices for new charges shall not include "past due" amounts, if any, which amounts must be set forth on a separate invoice. Contractor shall not be entitled to invoice the County for any late fees or other penalties.

In accordance with Section 34-177 of the Cook County Procurement Code, the County shall have a right to set off and subtract from any invoice(s) or Contract price, a sum equal to any fines and penalties, including interest, for any tax or fee delinquency and any debt or obligation owed by the Contractor to the County.

The Contractor acknowledges its duty to ensure the accuracy of all invoices submitted to the County for payment. By submitting the invoices, the Contractor certifies that all itemized entries set forth in the invoices are true and correct. The Contractor acknowledges that by submitting the invoices, it certifies that it has delivered the Deliverables, i.e., the goods, supplies or equipment set forth in the Contract to the Using Agency, or that it has properly performed the services set forth in the Contract. The invoice must also reflect the dates and amount of time expended in the provision of services under the Contract. The Contractor acknowledges that any inaccurate statements or negligent or intentional misrepresentations in the invoices shall result in the County exercising all remedies available to it in law and equity including, but not limited to, a delay in payment or non-payment to the Contractor, and reporting the matter to the Cook County Office of the Independent Inspector General.

When a Contractor receives any payment from the County for any supplies, equipment, goods, or services, it has provided to the County pursuant to its Contract, the Contractor must make payment to its subcontractors within 15 days after receipt of payment from the County, provided that such subcontractor has satisfactorily provided the supplies, equipment, goods or services in accordance with the Contract and provided the Contractor with all of the documents and information required of the Contractor. The Contractor may delay or postpone payment to a subcontractor when the subcontractor's supplies, equipment, goods, or services do not comply with the requirements of the Contract, the Contractor is acting in good faith, and not in retaliation for a subcontractor exercising legal or contractual rights.

GC-05 PREPAID FEES

In the event this Contract is terminated by either party, for cause or otherwise, and the County has prepaid for any goods, equipment, supplies or services to be provided pursuant to this Contract, Contractor shall refund to the County, on a prorated basis to the effective date of termination, all amounts prepaid for such goods, equipment, supplies or services not actually provided as a result of the termination. The refund shall be made within fourteen (14) days of the effective date of termination.

GC-06 TAXES

Federal Excise Tax does not apply to materials purchased by the County by virtue of Exemption Certificate No. 36-75-0038K. Illinois Retailers' Occupation Tax, Use Tax and Municipal Retailers' Occupation Tax do not apply to materials or services purchased by the County by virtue of statute. The price or prices quoted herein shall include any and all other federal and/or state, direct and/or indirect taxes which apply to this Contract. The County's State of Illinois Sales Tax Exemption Identification No. is E-9998-2013-07.

GC-07 PRICE REDUCTION

If at any time after the Contract award, Contractor makes a general price reduction in the price of any goods, equipment, supplies or services covered by the Contract, the equivalent price reduction based on similar quantities and/or considerations shall be applied to this Contract for the term of the Contract. Such price reductions shall be effective at the same time and in the same manner as the reduction in the price to customers generally.

GC-08 CONTRACTOR CREDITS

To the extent the Contractor gives credits toward future purchases from its financial incentives, discounts, value points or other benefits based on the purchase of the goods, equipment, supplies or services provided for under this Contract, such credits belong to the County and not any specific Using Agency. Contractor shall report any such credits to the Chief Procurement Officer.

GC-09 DISPUTES

Any dispute arising under the Contract between the County and Contractor shall be decided by the Chief Procurement Officer. The complaining party shall submit a written statement detailing the dispute and specifying the specific relevant Contract provision(s) to the Chief Procurement Officer. Upon request of the Chief Procurement Officer, the party complained against shall respond to the complaint in writing within five days of such request. The Chief Procurement Officer will reduce his decision to writing and mail or otherwise furnish a copy thereof to the Contractor and Director. Dispute resolution as provided herein shall be a condition precedent to any other action at law or in equity. Notwithstanding a dispute, Contractor shall continue to discharge all its obligations, duties and responsibilities set forth in the Contract during any dispute resolution proceeding unless otherwise agreed to by the County in writing.

GC-10 CONTRACT AMENDMENTS

The parties may during the term of the Contract make amendments to the Contract but only as provided in this section. Such amendments shall only be made by mutual agreement in writing.

In the case of Contracts not approved by the Board, the Chief Procurement Officer may amend a contract provided that any such amendment does not extend the Contract by more than one (1) year, and further provided that the total cost of all such amendments does not increase the total amount of the Contract beyond \$150,000. Such action may only be made with the advance written approval of the Chief Procurement Officer. If the amendment extends the Contract beyond one (1) year or increases the total award amount beyond \$150,000, then Board approval will be required.

No Using Agency or employee thereof has authority to make any amendments to the Contract. Any modifications or amendments to the Contract made without the express written approval of the Chief Procurement Officer is void and unenforceable.

Contractor is hereby notified that, except for amendments which are made in accordance with this GC-10 Modifications and Amendments, no Using Agency or employee thereof has authority to make any modification or amendment to the Contract.

GC-11 DEFAULT

Contractor shall be in default hereunder in the event of a material breach by Contractor of any term or condition of this Contract where Contractor has failed to cure such breach within ten (10) days after written notice of breach is given to Contractor by the County, setting forth the nature of such breach.

A material breach of the contract by the Contractor includes but is not limited to the following:

1. Failure to begin performance under the Contract within the specified time;
2. Failure to perform under the Contract with sufficient personnel, equipment, or materials to ensure completion of said performance within the specified time or failure to assign qualified personnel to ensure completion within the specified time;
3. Performance of the Contract in an unsatisfactory manner;
4. Refusal to perform services deemed to be defective or unsuitable;
5. Discontinuance of performance of Contractor's obligations under the Contract or the impairment or the reasonable progress of performance;
6. Becoming insolvent, being declared bankrupt or committing any act of bankruptcy or insolvency;
7. Any assignment of the Contract for the benefit of creditors;
8. Any cause whatsoever which impairs performance in an acceptable manner; or
9. Any other material breach of any term or condition of the Contract.

County shall be in default hereunder if any material breach of the Contract by the County occurs which is not cured by the County within forty-five (45) days after written notice of breach has been given by Contractor to the County, setting forth the nature of such breach.

GC-12 COUNTY'S REMEDIES

If the Contractor fails to remedy a material breach during the ten (10) day cure period pursuant to General Condition GC-11, Default, the County shall have the right to terminate the Contract provided, however, that the County shall give Contractor prior written notice of its intent to terminate. Following notice of breach to Contractor, the County reserves the right to withhold payments owed to Contractor until such time as Contractor has cured the breach which is the subject matter of the notice. In addition, the County shall have the right to pursue all remedies in law or equity.

GC-13 CONTRACTOR'S REMEDIES

If the County has been notified of breach and fails to remedy the breach during the forty-five (45) day cure period pursuant to General Condition GC-11, Default, the Contractor shall have the right to terminate this Contract providing, however, that Contractor shall give the County thirty (30) days prior written notice of termination.

Contractor shall have the right to pursue all remedies available in law or equity. In all cases the Contractor's damages shall be those provable damages not to exceed the value of the Contract as awarded by the Cook County Board of Commissioners or the Chief Procurement Officer.

GC-14 DELAYS

Contractor agrees that no charges or claims for damages shall be made by Contractor for any delays or hindrances from any cause whatsoever related to the performance of the Contract.

GC-15 PATENTS, COPYRIGHTS AND LICENSES

Contractor agrees to hold harmless and indemnify the County, its officials, agents, employees and affiliates from and defend, as permitted by Illinois law, at its own expense (including reasonable attorneys', accountants' and consultants' fees), any suit or proceeding brought against County based upon a claim that the ownership and/or use of equipment, hardware and software or any part thereof utilized in performing Contractor's services constitutes an infringement of any patent, copyright or license or any other intellectual property right.

In the event the use of any equipment, hardware or software or any part thereof is enjoined, Contractor with all reasonable speed and due diligence shall provide or otherwise secure for County, at the Contractor's election, one of the following: the right to continue use of the equipment, hardware or software; an equivalent system having the Specifications as provided in this Contract; or to modify the system or its component parts so that it becomes non-infringing while performing in a substantially similar manner to the original system, meeting the Specifications of this Contract.

GC-16 COMPLIANCE WITH LAWS

The Contractor shall observe and comply with the laws, ordinances, regulations and codes of the Federal, State, County and other local government agencies which may in any manner affect the performance of the Contract, including but not limited to those County Ordinances set forth in the Certifications, Affidavits or EDS attached hereto and incorporated herein. Assurance of compliance with this requirement by the Contractor's employees, agents or subcontractors shall be the responsibility of the Contractor.

The Contractor shall secure and pay for all federal, state and local licenses, permits and fees required in order to perform this Contract.

GC-17 DELIVERY

All Contract goods, equipment or supplies shipped to the County shall be shipped F.O.B., DESTINATION, FREIGHT PREPAID. Arrangements shall be made in advance by the Contractor in order that the County may arrange for receipt of the materials.

Truck deliveries will be accepted before 3:00 P.M. on weekdays only. No deliveries will be accepted on Saturdays, Sundays or County Holidays. The County is not responsible for delivery delays due to waiting times for loading and unloading at delivery locations.

The quantity of Contract goods, equipment or supplies based on weight that are delivered by truck will be ascertained from a weight certificate issued by a duly licensed Public Weight-Master. In the case of delivery by rail, weight will be ascertained from bill of lading from originating line, but the County reserves the right to re-weigh at the nearest available railroad scale.

The County reserves the right to add new delivery locations or delete previously listed delivery locations as required during the Contract period. The only restriction regarding the County's right to add new delivery locations shall be that any new or additional location shall be within the geographical boundaries of the County of Cook.

GC-18 MINORITY AND WOMEN BUSINESS ENTERPRISES**COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 8 SECTION 34-260 to SECTION 34-300****I. POLICY AND GOALS**

- A. It is the policy of the County of Cook to prevent discrimination in the award of or participation in County Contracts and to eliminate arbitrary barriers for participation in such Contracts by local businesses certified as a Minority Business Enterprise (MBE) and Women-owned Business Enterprise (WBE) as both prime and sub-contractors. In furtherance of this policy, the Cook County Board of Commissioners has adopted a Minority- and Women-owned Business Enterprise Ordinance (the "Ordinance") which establishes annual goals for MBE and WBE participation as outlined below:

Contract Type	Goals	
	MBE	WBE
Goods and Services	25%	10%
Construction	24%	10%
Professional Services	35% Overall	

- B. The County shall set contract-specific goals, based on the availability of MBEs and WBEs that are certified to provide commodities or services specified in this solicitation document. The MBE/WBE participation goals for each Contract are stated in the Background. A Contract shall be rejected if the County determines that it fails to comply with this General Condition in any way, including but not limited to: (i) failing to state an enforceable commitment to achieve for this contract the identified MBE/WBE Contract goals; or (ii) failing to include a Petition for Reduction/Waiver, which states that the goals for MBE/WBE participation are not attainable despite the Contractor Good Faith Efforts, and explains why.
- C. To the extent that Contractor includes a Petition for Reduction/Waiver that is approved by the Office of Contract Compliance, the Contract specific MBE and WBE participation goals may be achieved by the Contractor's status as an MBE or WBE; by the Contractor's enforceable joint-venture agreement with one or more MBEs and/or WBEs; by the Contractor entering into one or more enforceable subcontracting agreements with one or more MBE and WBE; by the Contractor establishing and carrying out an enforceable mentor/protégé agreement with one or more MBE and WBE; by the Contractor actively engaging the Indirect Participation of one or more MBE and WBE in other aspects of its business; or by any combination of the foregoing, so long as the Utilization Plan evidences a commitment to meet the MBE and WBE Contract goals set forth in (B) above, as approved by the Office of Contract Compliance.
- D. A single Person, as defined in the Procurement Code, may not be utilized as both an MBE and a WBE on the same Contract, whether as a contractor, subcontractor or supplier.
- E. Unless specifically waived in the Contract, this General Condition, GC-18; the Ordinance; and the policies and procedures promulgated thereunder shall govern. If there is a conflict between this GC-18 and the Ordinance or the policies and procedures, the Ordinance shall control.

- F. A Contractor's failure to carry out its commitment regarding MBE and WBE participation in the course of the Contractor's performance may constitute a material breach of the Contract. If such breach is not appropriately cured, it may result in withholding of payments under the Contract, contractual penalties, disqualification and any other remedy provided for in Division 4 of the Procurement Code at law or in equity.

II. REQUIRED CONTRACT DOCUMENT

A Contractor shall document its commitment to meeting the Contract specific MBE and WBE participation goals by submitting a Utilization Plan with the Contract. The Utilization Plan shall include (1) one or more Letter(s) of Intent from the relevant MBE and WBE firms; and (2) current Letters of Certification as an MBE or WBE. Alternatively, the Contractor shall submit (1) a written Petition for Reduction/Waiver with the Contract, which documents its preceding Good Faith Efforts and an explanation of its inability to meet the goals for MBE and WBE participation. The Utilization Plan shall be submitted at the time that the Contract is due. **Failure to include a Utilization Plan will render the submission not Responsive and shall be cause for the CPO to reject the Contract.**

A. MBE/WBE Utilization Plan

Each Contract shall include a complete Utilization Plan, as set forth on Form 1 of the M/WBE Compliance Forms. The Utilization Plan shall include the name(s), mailing address, email address, and telephone number of the principal contact person of the relevant MBE and WBE firms. If the Contractor submits a Contract, and any of their subcontractors, suppliers or consultants, are certified MBE or WBE firms, they shall be identified as an MBE or WBE within the Utilization Plan.

1. Letter(s) of Intent

Except as set forth below, a Contract shall include, as part of the Utilization Plan, one or more Letter(s) of Intent, as set forth on Form 2 of the M/WBE Compliance Forms, executed by each MBE and WBE and the Contractor. The Letter(s) of Intent will be used to confirm that each MBE and WBE shall perform work as a subcontractor, supplier, joint venture, or consultant on the Contract. Each Letter of Intent shall indicate whether and the degree to which the MBE or WBE will provide goods or services directly or indirectly during the term of the Contract. The box for direct participation shall be marked if the proposed MBE or WBE will provide goods or services directly related to the scope of the Contract. The box for Indirect participation shall be marked if the proposed MBE or WBE will not be directly involved in the Contract but will be utilized by the Contractor for other services not related to the Contract. Indirect Participation shall not be counted toward the participation goal. Each Letter of Intent shall accurately detail the work to be performed by the relevant MBE or WBE firm, the agreed dollar amount, the percentage of work, and the terms of payment.

Failure to include Letter(s) of Intent will render the submission not Responsive and shall be cause for the CPO to reject the Contract. All Contracts must conform to the commitments made in the corresponding Letter(s) of Intent, as may be amended through change orders. The Contract Compliance Director may at any time request supplemental information regarding Letter(s) of Intent, and such information shall be furnished if the corresponding Contract is to be deemed responsive.

2. Letter(s) of Certification

Only current Letter(s) of Certification from one of the following entities may be accepted as proof of certification for MBE/WBE status, provided that Cook County's requirements for certification are met:

Persons that are currently certified by the City of Chicago in any area other than Construction/Public Works shall also complete and submit a MBE/WBE Reciprocal Certification Affidavit along with a current letter of certification from the City of Chicago. This Affidavit form can be downloaded from www.cookcountyl.gov/contractcompliance.

The Contract Compliance Director may reject the certification of any MBE or WBE on the ground that it does not meet the requirements of the Ordinance, or the policies and rules promulgated thereunder.

3. Joint Venture Affidavit

In the event a Contract achieves MBE and/or WBE participation through a Joint Venture, the Contract shall include the required Joint Venture Affidavit, which can be downloaded from www.cookcountyl.gov/contractcompliance. The Joint Venture Affidavit shall be submitted with the Contract, along with current Letter(s) of Certification.

B. Petition for Reduction/Waiver

In the event a Contract does not meet the Contract specific goals for MBE and WBE participation, the Contract shall include a Petition for Reduction/Waiver, as set forth on Form 3. The Petition for Reduction/Waiver shall be supported by sufficient evidence and documentation to demonstrate the Contractor's Good Faith Efforts in attempting to achieve the applicable MBE and WBE goals, and its inability to do so despite its Good Faith Efforts.

Failure to include Petition for Reduction/Waiver will render the submission not Responsive and shall be cause for the CPO to reject the Contract.

III. REDUCTION/WAIVER OF MBE/WBE GOALS

A. Granting or Denying a Reduction/Waiver Request.

1. The adequacy of the Good Faith Efforts to utilize MBE and WBE firms in a Contract will be evaluated by the CCD under such conditions as are set forth in the Ordinance, the policies and rules promulgated thereunder, and in the "Petition for Reduction/Waiver of MBE/WBE Participation Goals" – Form 3 of the M/WBE Compliance Forms.
2. With respect to a Petition for Reduction/Waiver, the sufficiency or insufficiency of a Contractor's Good Faith Efforts shall be evaluated by the CCD as of the date upon which the corresponding Contract was due.
3. The Contract Compliance Director or his or her duly authorized Waiver Committee may grant or deny the
4. Petition for Reduction/Waiver based upon factors including but not limited to: (a) whether sufficient qualified MBE and WBE firms are unavailable despite good faith efforts on the part of the Contractor; (b) the degree to which specifications and the reasonable and necessary requirements for performing the Contract make it impossible or economically infeasible to divide the Contract into sufficiently small tasks or quantities so as to enable the Contractor to utilize MBE and WBE firms in accordance with the applicable goals; (c) the degree to which the prices or prices required by any potential MBE or WBE are more than 10% above competitive levels; and (d) such other factors as are determined relevant by the Contract Compliance Director or the duly authorized Waiver Committee.
5. If the Contract Compliance Director or the duly authorized Waiver Committee determines that the Contractor has not demonstrated sufficient Good Faith Efforts to meet the applicable MBE and WBE goals, the Contract Compliance Director or the duly authorized Waiver Committee may deny a Petition for Reduction/Waiver,

declare the Contract or Proposal non-responsive, and recommend rejection of the Contract, Quotation, or Proposal.

IV. CHANGES IN CONTRACTOR'S UTILIZATION PLAN

- A. A Contractor, during its performance of the Contract, may not change the original MBE or WBE commitments specified in the relevant Utilization Plan, including but not limited to, terminating a MBE or WBE Contract, reducing the scope of the work to be performed by a MBE/WBE, or decreasing the price to a MBE/WBE, except as otherwise provided by the Ordinance and according to the policies and procedures promulgated thereunder.
- B. Where a Person listed under the Contract was previously considered to be a MBE or WBE but is later found not to be, or work is found not to be creditable toward the MBE or WBE goals as stated in the Utilization Plan, the Contractor shall seek to discharge the disqualified enterprise, upon proper written notification to the Contract Compliance Director, and make every effort to identify and engage a qualified MBE or WBE as its replacement. Failure to obtain an MBE or WBE replacement within 30 business days of the Contract Compliance Director's written approval of the removal of a purported MBE or WBE may result in the termination of the Contract or the imposition of such remedy authorized by the Ordinance, unless a written Petition for Reduction/Waiver is granted allowing the Contractor to award the work to a Person that is not certified as an MBE or WBE.

V. NON-COMPLIANCE

If the CCD determines that the Contractor has failed to comply with its contractual commitments or any portion of the Ordinance, the policies and procedures promulgated thereunder, or this GC-19, the Contract Compliance Director shall notify the Contractor of such determination and may take any and all appropriate actions as set forth in the Ordinance or the policies and procedures promulgated thereunder which includes but is not limited to disqualification, penalties, withholding of payments or other remedies in law or equity.

VI. REPORTING/RECORD-KEEPING REQUIREMENTS

The Contractor shall comply with the reporting and record-keeping requirements in the manner and time established by the Ordinance, the policies and procedure promulgated thereunder, and the Contract Compliance Director. Failure to comply with such reporting and record-keeping requirements may result in a declaration of Contract default. Upon award of a Contract, a Contractor shall acquire and utilize all Cook County reporting and record-keeping forms and methods which are made available by the Office of Contract Compliance. MBE and WBE firms shall be required to verify payments made by and received from the prime contractor.

VII. EQUAL EMPLOYMENT OPPORTUNITY

Compliance with MBE and WBE requirements will not diminish or supplant other legal Equal Employment Opportunity and Civil Rights requirements that relate to contractor and subcontractor obligations.

Any questions regarding this section should be directed to:

Contract Compliance Director
Cook County
118 North Clark Street, Room 1020
Chicago, Illinois 60602
(312) 603-5502

GC-19 MATERIAL DATA SAFETY SHEET

Where required under the Illinois "Toxic Substance Disclosure to Employees Act", Illinois Compiled Statutes, 820 ILCS 255/1, Contractor shall submit with each delivery of Contract goods, equipment or supplies a Material Data Safety Sheet.

GC-20 CONDUCT OF THE CONTRACTOR

The Contractor agrees to inform the County on a timely basis of all of the Contractor's interests, if any, which are or which the Contractor reasonably believes may be incompatible with any interest of the County. The Contractor shall take notice of and comply with the Cook County Lobbyist Registration Ordinance, Section 2-621 et al., Cook County Code. The Contractor shall not use for personal gain or make other improper use of privileged information which is acquired in connection with the Contract.

GC-21 ACCIDENT REPORTS

The Chief Procurement Officer and Director shall be given written notification within twenty-four (24) hours of any occurrence, on the site or otherwise, which pertains in any way to the performance of this Contract and involves the Contractor's personnel, or those of any of his subcontractors or others whether said occurrence be in the nature of bodily injury to employees or third parties or property damage.

The report shall include the name of person(s) injured, name of his employer, date, time and location of occurrence, extent of injury and/or damage, name(s) of eyewitnesses, and who treated the person(s) for injuries sustained, and such other information as may be relevant. The Contractor shall notify the local police of any occurrence requiring an official police record. The accident report should indicate whether the police were notified and, if so, the number of the police report.

GC-22 USE OF PREMISES

Contractor shall confer with the Director to ascertain full knowledge of all rules and regulations of the County facilities relative to this Contract and shall comply therewith. The Contractor shall confine the operations of its employees to the limits indicated by laws, ordinances, permits and/or direction of the Director and shall not encumber the premises with materials or debris. The Contractor shall not load or permit any part of the structure to be loaded with a weight that will endanger its structural integrity.

The County reserves the right to prohibit any person from entering any County facility for any reason. All subcontractors, agents and employees of the Contractor shall be accountable to the Director while on any County property and shall abide by all security regulations imposed by the County.

GC-23 GENERAL NOTICE

All notices required pursuant to this Contract shall be in writing and addressed to the parties at their respective addresses set forth below. All such notices shall be deemed duly given if hand-delivered or if deposited in the United States mail, registered or certified, return receipt requested. Notice as provided herein does not waive service of summons or process.

TO THE COUNTY:

Chief Procurement Officer
County of Cook
Room 1018 County Building
118 North Clark Street
Chicago, Illinois 60602
Contract No.1945-18066

TO THE USING DEPARTMENT:

Bureau of Asset Management
Department of Capital Planning
County of Cook
69 W. Washington, Suite 3000
Chicago, IL 60602

TO THE CONTRACTOR:

Trane U. S. Inc.
800 Beaty Street
Davidson, NC 28036

GC-24 TERMINATION FOR CONVENIENCE

The County may terminate this Contract, or any portion, at any time by notice in writing from the County to the Contractor. Unless otherwise stated in the notice, the effective date of such termination shall be three business days after the date the notice of termination is mailed by the County. If the County elects to terminate the Contract in full, unless otherwise specified in the notice of termination, the Contractor shall immediately cease performance and shall promptly tender to the County all work products, reviews, recommendations, reports, documents and analyses, whether completed or in process. If the County elects to terminate the Contract in part, unless otherwise specified in the notice of partial termination, the Contractor shall immediately cease performance of those portions of the Contract which are terminated and shall promptly tender to the County all work products, reviews, recommendations, reports, documents and analyses relating to said portions of the Contract, whether completed or in process. Contractor shall refrain from incurring any further costs with respect to portions of the Contract which are terminated except as specifically approved by the Chief Procurement Officer. The Contractor shall not invoice the County for any goods, equipment, supplies or services provided after the effective date of termination.

GC-25 GUARANTEES AND WARRANTIES

Unless otherwise stated herein, all guarantees and warranties required shall be furnished by the Contractor and shall be delivered to the Director before final payment on the Contract is issued. The Contractor agrees that the Contract goods, equipment, supplies or services to be furnished shall be covered by the most favorable commercial warranties the Contractor gives to any customer for the same or substantially similar Contract goods, equipment, supplies or services and that the rights and remedies so provided are in addition to and do not limit any rights afforded to County.

GC-26 STANDARD OF CONTRACT GOODS, EQUIPMENT OR SUPPLIES

Only new, originally manufactured Contract goods, equipment or supplies will be accepted by the County. The County will not accept any Contract goods, equipment or supplies that have been refurbished, rebuilt, restored or renovated in any manner. In addition, experimental materials will not be acceptable. Contract goods, equipment or supplies not produced by regular production methods and/or which have not been offered for sale to the public through accepted industry trade channels for a reasonable period of time prior to the offering of the proposal, will be considered experimental.

GC-27 CONFIDENTIALITY AND OWNERSHIP OF DOCUMENTS

Contractor acknowledges and agrees that information regarding this Contract is confidential and shall not be disclosed, directly, indirectly or by implication, or be used by Contractor in any way, whether during the term of this Contract or at any time thereafter, except solely as required in the course of Contractor's performance of the Contract. Contractor shall comply with the applicable privacy laws and regulations affecting the County and will not disclose any of County's records, materials, or other data to any third party. Contractor shall not have the right to compile and distribute statistical analyses and reports utilizing data derived from information or data obtained from County without the prior written approval of County. In the event such approval is given, any such reports published and distributed by Contractor shall be furnished to County without charge.

All documents, data, studies, reports, work product or product created as a result of the performance of this Contract shall be the property of the County of Cook. It shall be a breach of this Contract for the Contractor to reproduce or use, any documents, data, studies, report, work product or product obtained from the County of Cook or created hereby for its own purposes or to be copied and used by any third party. During the performance of the services herein provided for, the Contractor shall be responsible of any loss or damage to the County's documents while they are in the Contractor's possession, and any such document lost or damaged shall be restored at the expense of the Contractor.

GC-28 QUANTITIES

The quantities of materials required for the performance of the Contract are estimates for the purpose of determining an approximate total Contract amount and may not be the actual quantities required during the term of the Contract. The County reserves the right to increase or decrease the quantities at the Contract price, to correspond to the actual needs of the County. The County will be obligated to order and pay for only such quantities as are from time to time ordered, delivered, and accepted on purchase orders issued by the Chief Procurement Officer.

GC-29 AUDIT; EXAMINATION OF RECORDS

The Contractor agrees that the Cook County Auditor or any of its duly authorized representatives shall, until expiration of three (3) years after the final payment under the Contract, have access and the right to examine any books, documents, papers, canceled checks, bank statements, purveyor's and other invoices, and records of the Contractor related to the Contract, or to Contractor's compliance with any term, condition or provision thereof. The Contractor shall be responsible for establishing and maintaining records sufficient to document the costs associated with performance under the terms of this Contract.

The Contractor further agrees that it shall include in all of its subcontracts hereunder a provision to the effect that the subcontractor agrees that the Cook County Auditor or any of its duly authorized representatives shall, until expiration of three (3) years after final payment under the subcontract, have access and the right to examine any books, documents, papers, canceled checks, bank statements, purveyor's and other invoices and records of such subcontractor involving transactions relating to the subcontract, or to such subcontractor's compliance with any term, condition or provision thereunder or under the Contract.

In the event the Contractor receives payment under the Contract, reimbursement for which is later disallowed by the County, the Contractor shall promptly refund the disallowed amount to the County on request, or at the County's option, the County may credit the amount disallowed from the next payment due or to become due to the Contractor under any contract with the County.

GC-30 GOVERNING LAW

This Contract shall be governed by and construed under the laws of the State of Illinois. The Contractor irrevocably agrees that, subject to the County's sole and absolute election, any action or proceeding in any way, manner or respect arising out of the Contract, or arising from any dispute or controversy in connection with or related to the Contract, shall be litigated only in courts within the Circuit Court of Cook County, State of Illinois, and the Contractor consents and submits to the jurisdiction thereof. In accordance with these provisions, Contractor waives any right it may have to transfer or change the venue of any litigation brought against it by the County pursuant to this Contract.

GC-31 COOPERATION WITH INSPECTOR GENERAL

Contractors, subcontractors, licensees, grantees or persons or businesses who have a County contract, grant, license, or certification of eligibility for County contracts shall abide by all of the applicable provisions of the Office of the Independent Inspector General Ordinance (Section 2-281 et. seq. of the Cook County Code of Ordinances). Failure to cooperate as required may result in monetary and/or other penalties.

GC-32 WAIVER

No term or provision of this Contract shall be deemed waived and no breach consented to unless such waiver or consent shall be in writing and signed by the party claimed to have waived or consented. The waiver of any such provision shall be strictly limited to the identified term or provision.

GC-33 ENTIRE CONTRACT

It is expressly agreed that the provisions set forth in this Contract constitute all the understandings and agreements between the parties. Any prior agreements, promises, negotiations, or representations not expressly set forth in this Contract are of no force and effect.

GC-34 FORCE MAJEURE

Neither Contractor nor County shall be liable for failing to fulfill any obligation under this Contract if such failure is caused by an event beyond such party's reasonable control and which is not caused by such party's fault or negligence. Such events shall be limited to acts of God, acts of war, fires, lightning, floods, epidemics, or riots.

GC-35 GOVERNMENTAL JOINT PURCHASING AGREEMENT

Pursuant to Section 4 of the Illinois Governmental Joint Purchasing Act (30 ILCS 525) and the Joint Purchase Agreement approved by the Cook County Board of Commissioners (April 9, 1965), other units of government may purchase goods, supplies, equipment or services under this Contract.

In the event that other agencies participate in a joint procurement, the County reserves the right to renegotiate the price to accommodate the larger volume.

GC-36 COMPARABLE GOVERNMENT PROCUREMENT

As permitted by the County of Cook, other government entities, if authorized by law, may wish to also purchase the goods, supplies, services or equipment under the same terms and conditions contained in this Contract (i.e., comparable government procurement). Each entity wishing to reference this Contract must have prior authorization from the County of Cook and the Contractor. If such participation is authorized, all purchase orders will be issued directly from and shipped directly to the entity requiring the goods, supplies, equipment or services. The County shall not be held responsible for any orders placed, deliveries made or payment for the goods, supplies, equipment or services ordered by these entities. Each entity reserves the right to determine the amount of goods, supplies, equipment or services it wishes to purchase under this Contract.

GC-37 INSURANCE REQUIREMENTS

Prior to the effective date of this Contract, the Contractor, at its cost, shall secure and maintain at all times until completion of the term of this Contract the insurance specified below, unless specified otherwise.

Nothing contained in these insurance requirements is to be construed as limiting the extent of the Contractor's responsibility for payment of damages resulting from its operations under this Contract.

The Contractor shall require all Subcontractors to provide the insurance required in this Agreement, or Contractor may provide the coverages for Subcontractors. All Subcontractors are subject to the same insurance requirements as Contractor except paragraph (d) Umbrella and/or Excess Liability or unless specified otherwise.

The Cook County Department of Risk Management maintains the right to modify, delete, alter or change these requirements.

Coverages

(a) **Workers Compensation Insurance**

Workers' Compensation shall be in accordance with the laws of the State of Illinois or any other applicable jurisdiction.

The Workers Compensation policy shall also include the following provisions:

Employers' Liability coverage with a limit of
\$1,000,000 each Accident
\$1,000,000 each Employee
\$1,000,000 Policy Limit for Disease

(b) Commercial General Liability Insurance

The Commercial General Liability shall be on an occurrence form basis (ISO Form CG 0001 or equivalent) to cover bodily injury, personal injury and property damage.

Each Occurrence	\$1,000,000
General Aggregate	\$2,000,000
Completed Operations Aggregate	\$2,000,000

The General Liability policy shall include the following coverages:

- (1) All premises and operations;
- (2) Contractual Liability;
- (3) Products/Completed Operations;
- (4) Severability of interest/separation of insureds clause

(c) Commercial Automobile Liability Insurance

When any vehicles are used in the performance of this contract, Contractor shall secure Automobile Liability Insurance for bodily injury and property damage arising from the Ownership, maintenance or use of owned, hired and non-owned vehicles with a limit no less than \$1,000,000 per accident.

(d) Umbrella and/or Excess Liability

Such policy shall be excess over Commercial General Liability, Automobile Liability, and Employer's Liability with limits not less than the following amounts:

Each Occurrence:	\$1,000,000
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(e) **Professional Liability (Errors and Omissions)**

Insurance appropriate to the Contractor's profession, with limit no less than \$1,000,000 per occurrence or claim, \$2,000,000 aggregate.

If coverages are written on a claims-made form:

- (1) The retroactive coverage date shall be no later than the effective date of this contract.
- (2) If coverage is canceled or non-renewed, and not replaced with another claims-made policy form with a retroactive date on or before this contract effective date, the Contractor must maintain "extended reporting" coverage for a minimum of three (3) year after completion of services.

Additional requirements

(a) **Additional Insured**

The required insurance policies, with the exception of Workers Compensation and Professional Liability, shall name Cook County, its officials, employees and agents as additional insureds with respect to operations performed on a primary and non-contributory basis. Any insurance or self-insurance maintained by Cook County shall be excess of the Contractor's insurance and shall not contribute with it. The full policy limits and scope of protection shall apply to Cook County as an additional insured even if they exceed the minimum insurance requirements specified herein.

All insurance companies providing coverage shall be licensed or approved by the Department of Insurance, State of Illinois, and shall have a financial rating no lower than (A-) VII as listed in A.M. Best's Key Rating Guide, current edition or interim report. Companies with ratings lower than (A-) VII will be acceptable only upon consent of the Cook County Department of Risk Management. The insurance limits required herein may be satisfied by a combination of primary, umbrella and/or excess liability insurance policies.

(b) **Insurance Notices**

The Contractor shall provide the Office of the Chief Procurement Officer with thirty (30) days advance written notice in the event any required insurance will be cancelled, materially reduced or non-renewed. The Contractor shall secure replacement coverage to comply with the stated insurance requirements and provide new certificates of insurance to the Office of the Chief Procurement Officer.

Prior to the date on which the Contractor commences performance of its part of the work, the Contractor shall furnish to the Office of the Chief Procurement Officer certificates of insurance maintained by Contractor. The receipt of any certificate of insurance does not constitute agreement by the County that the insurance requirements have been fully met or that the insurance policies indicated on the certificate of insurance are in compliance with insurance required above.

In no event shall any failure of the County to receive certificates of insurance required hereof or to demand receipt of such Certificates of Insurance be construed as a waiver of the Contractor's obligations to obtain insurance pursuant to these insurance requirements.

(c) **Waiver of Subrogation Endorsements**

All insurance policies must contain a Waiver of Subrogation Endorsement in favor of Cook County.

GC-38 FEDERAL CLAUSES (OMITED)

GC-39 CONTRACT INTERPRETATION

Whenever the singular is used herein, the masculine, feminine and neuter gender shall be deemed to include the others. The headings of articles, paragraphs and sections in this Contract are included for convenience only and shall not be considered by either party in construing the meaning of this Contract. If any provision or clause of this Contract shall be held to be invalid, such provision or clause shall be deleted from the Contract and the Contract shall be construed to give effect to the remaining portions thereof.

END OF SECTION

CONTRACT NO: 1945-18066

EXHIBIT 1

Scope of Services and Price Proposal

Scope of Services

The Vendor shall provide HVAC Products, Installation and Related Services for several Cook County locations for the Department of Capital Planning and Policy, all in accordance with the Specifications and Proposal herein.

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PRODUCT PRICING DISCOUNT SCHEDULE - 2019
Revised D1-02-2019

PRODUCT	CODE	SIZE	Contracted Omnia Partne Multiplier
TRANE			
Refrigeration			
Centrifugal			
	T-347	CVHE STD Delivery Cycle	170-500 Tons 0.432
		CVHE S Delivery Cycle(List Adj. 1.08)	0.432
		CVHF STD Delivery Cycle	325-2000 Tons 0.432
		CVHF S Delivery Cycle(List Adj. 1.08)	0.432
	T-560	CDHF STD Delivery Cycle	1500-3950 Tons 0.425
		CDHF S Delivery Cycle (List Adj. 1.08)	0.432
	T-D047	CVHS STD Delivery Cycle	180-390 Tons 0.432
	T-747	HDWA STD Delivery Cycle	175-425 Tons 0.432
Rotary			
	T-153	RTHD STD Delivery Cycle	140-425 Tons 0.402
		RTHD Packed Stock	0.418
		RTHD Q Delivery Cycle(List Adj. 1.04)	0.418
	T-1530	RTHD Made to order with AFD Delivery Cycle	0.425
	T-154	RTAC STD Delivery cycle	140-500 Tons 0.416
		RTAC Packed Stock	0.431
		RTAC Q Delivery Cycle (List Adj. 1.04)	0.431
	T-895	RTAE STD Delivery cycle	150-300 Tons 0.418
		RTAE Q Delivery Cycle (List Adj. 1.04)	0.435
	T-1254	RTAF STD Delivery Cycle	115 - 500 Tons 0.431
	T-1307	ACS STD Delivery Cycle	140 - 230 Tons 0.406
	T-1320	ACR STD Delivery Cycle	150 - 300 Tons 0.406
	T-703	RTWD STD Delivery Cycle	80-250 0.409
		RTWD Packed Stock	0.418
		RTWD Q Delivery Cycle (List Adj. 1.04)	0.418
		RTUD STD Delivery Cycle	80-250 0.418
		RTUD Q Delivery Cycle (List Adj. 1.04)	0.418
Scroll & Reciprocating			
	T-664	CGAM STD Delivery Cycle	20-165 Tons 0.405
		CGAM Packed Stock	0.418
		CGAM Quick Del. Cycle (List Adj. 1.04)	0.418
Air Cooled Condensers			
	T-385	CAUJ R-410A STD Delivery Cycle	20-60 Tons 0.378
		CAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)	0.434
	T-386	CAUJ R-410A STD Delivery Cycle	80-120 Tons 0.378
		CAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)	0.434
	T-447	CXRC STD Delivery Cycle	0.364
	T-286	CTA R-410A STD Delivery Cycle	0.378
Other			
Monitors	T-201	RMWE Refrigerant Monitor STD Delivery	0.489
		RMWG Refrigerant Monitor STD Delivery	0.489
SCBA	T-208	SCBA Breathing Device STD Delivery	0.489
Trane AFD	T-206	Trane Adjustable Frequency Drive	0.489
CH531 Conversion	T-185	CH531 Retrofit Controls STD Delivery	0.764
Adaptaview	T-185	AdaptiView Panel Upgrade	0.820
	T-190	Earthwise Purge STD Delivery	0.644
	T-114	Wye-Delta Starter STD Delivery	0.464
		Medium Voltage Starter STD Delivery	0.464
Engineered Conversions	T-196	Engineered Conversion Product Accessoires (R'Newal)	0.654
		Engineered Conversion Retrofit Pkg F	0.654
		HCFC123 Engineered Conversion Pkg for CV	0.654
		HCFC123 Engineered Conversion Pkg for CVHA	0.654
		HCFC123 Engineered Conversion Pkg for CVHB	0.654
		HCFC123 Engineered Conversion Pkg for PCV	0.654
		HCFC134A Engineered Conversion Pkg for CVAC	0.654

Unitary
Rooftops

Packaged Cooling

T-161	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-10 Tons	0.386
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.386
T-390	T_C (R-410A 3-PH) STD Delivery Cycle	3-10 Tons	0.400
	T_C (R-410A 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.400
T-390	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.400
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.400
T-425	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.382
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.382
T-161	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.389
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle (List Adj. 1.05)		0.389
T-390	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.409
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle (List Adj. 1.05)		0.409
T-382	TCD/TCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.415
	TCD/TCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.422
T-383	S_HF (R410A, 3PH) STD Delivery Cycle	20-75 Tons	0.420
	S_HF (R410A, 3PH) Exp. Delivery Cycle (List Adj. 1.10)		0.460
T-393	S_HG (R410A, 3PH) STD Delivery Cycle	90-130 Tons	0.431
	S_HG (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)	90-130 Tons	0.431
T-504	INTELLIPAK II ROOFTOP	90-150 Tons	0.433
T-463	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons	0.391
	TSD/TSH (R410A, 3PH) Exp. Del. Cycle (List Adj. 1.05)		0.391
T-517	THC (R-410A, 15 SEER, 1-PH) STD Delivery Cycle	3-5 Tons	0.394
	THC (R-410A, 15 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.394
T-518	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle		0.394
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.394
	THC (R-410A, 17 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.394
	THC (R-410A, 17 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.394
T-719	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.340
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.340
T-231	4TCY4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle		0.422
	4TCY4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
	4TCC4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle		0.422
	4TCC4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
T-232	4TCY3 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle		0.422
	4TCY3 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
T-237	4YCC4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle	2-5 Tons	0.422
	4YCC4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
	4YCY4 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle		0.422
	4YCY4 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
T-238	YCC3 (3-PH) STD Delivery Cycle	3-5 Tons	0.422
	4YCC3 (3-PH) R-410A, 16 SEER Std Delivery Cycle	2-5 Tons	0.422
	4YCC3 (3-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)		0.422
T-726	4YCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.368
	4YCC3 (R-410, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.368
T-513	YHC (1-PH) R-410A 15 SEER STD Delivery Cycle	3-5 Tons	0.368
	YHC (1-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)		0.368
T-514	YHC (3-PH) R-410A 17 SEER STD Delivery Cycle	3-5 Tons	0.368
	YHC (3-PH) R-410A 17 SEER Exp. Del. Cycle (List Adj. 1.05)		0.368
T-514	YHC (3-PH) R-410A 15 SEER STD Delivery Cycle	3-10 Tons	0.368
	YHC (3-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)		0.368
	YSC (1-PH) R-410A 13 SEER STD Delivery Cycle		0.368
	YSC (1-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.368
	YSC (3-PH) R-410A 13 SEER STD Delivery Cycle		0.368
	YSC (3-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)		0.368
	YSC (3-PH) R-410A 11 EER STD Delivery Cycle	6-10 Tons	0.368
	YSC (3-PH) R-410A 11 EER Exp. Del. Cycle (List Adj. 1.05)		0.368
T-467	YSD/YSH (3-PH) R-410A STD Delivery Cycle	12 1/2-25 Tons	0.426
	YSD/YSH (3-PH) R-410A Exp. Del. Cycle (List Adj. 1.05)		0.426
T-390	YCD/YCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.415

	YCD/YCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.422
T-351	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.340
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.340
T-390	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.400
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.400
T-415	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.422
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
T-425	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.422
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.422
T-239	4WCZ (1-PH) R-410A 16 SEER STD Delivery Cycle	3-5 Tons	0.422
	4WCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4WCY4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.422
	4WCY4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4WCC4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.422
	4WCC4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4DCZ (1-PH) R-410A 16 SEER STD Delivery Cycle		0.422
	4DCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4DCY4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.422
	4DCY4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.422
T-241	4WCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.422
	4WCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4DCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.422
	4DCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4WCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.422
	4WCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4DCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.422
	4DCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj.. 1.05)		0.422
	4DCY (1-PH) R-410A 14 SEER STD Delivery Cycle		0.422
T-728	4WCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.349
	4WCC3 (R-410, 13 SEER, 3-PH) Exp Del. Cycle (List Adj.. 1.05)		0.349
T-516	WSC (R-410, 3-PH) STD Delivery Cycle	3-10 Tons	0.344
	WSC (R-410, 3-PH) Exp Del. Cycle (List Adj.. 1.05)		0.344
T-465	WSD/WSH R-410A STD Delivery Cycle	12.5-20 Tons	0.368
	WSD/WSH R-410A Express Delivery Cycle(List Adj. 1.05)		0.368
	Valent Product		0.950
	TOA 100% Outside Air Unit (KCC Product)		0.936
T-965	Foundation Units	3-5 Tons	0.412
T-966	Foundation Units	3-5 Tons	0.412
T-967	Foundation Units	3-5 Tons	0.412
T-968	Foundation Units	3-5 Tons	0.412
T-969	EAC Packaged Electric/Electric/Electric Rooftop-Foundation Series	15-25 Tons	0.412
T-970	GAC Packaged Gas/Electric Rooftop-Foundation Series	15-25 Tons	0.412
Accessories T-160	Accessories		0.380
T-161	Heaters		0.380
T-161	Accessories		0.380
T-289	Accessories		0.380
T-390	Accessories		0.390
T-391	Accessories		0.378
T-413	Trenton Coils		0.396
T-415	Accessories		0.378
T-416	Accessories		0.396
T-418	Accessories		0.340
T-425	Accessories		0.416
T-968	Accessories		0.438
Split Systems			
T-413	4TXA/TXC/TXC-CC/TXF R-410A Encased DX Coils STD Delivery		0.428
T-420	GAF2 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.422
	GAF2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.422
	GAT2 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.422
	GAT2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.422
	TAM4 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.422
	TAM4 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.422
	GAM5 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.422

	GAM5 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.422
	TEM3 R-410A AHU STD Delivery Cycle		0.422
	TEM4 R-410A AHU STD Delivery Cycle		0.422
	TEM6 R-410A AHU STD Delivery Cycle		0.422
T-885	TAM7 R-410A AHU STD Delivery Cycle	1.5-5 Tons	0.422
	TAM7 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)		0.000
T-427	4TTA R-410A STD Delivery	2.5-6 Tons	0.424
	4TTA R-410A Exp Del. Cycle (list adj. 1.05)		0.424
T-426	4TTR3 R-410A STD Delivery		0.424
	4TTR3 R-410A Exp. Del. Cycle (list adj. 1.05)		0.424
T-887	4TTR5 R-410A STD Delivery	1.5-5 Tons	0.422
	4TTR4 R-410A STD Delivery	1.5-5 Tons	0.422
	4TTR6 R-410A STD Delivery	1.5-5 Tons	0.422
	4TTR7 R-410A STD Delivery	1.5-5 Tons	0.422
T-416	TWE R-410A STD Delivery(3 phase)	5-20 Tons	0.390
	TWE R-410A Exp. Del. Cycle (list Adj. 1.05)		0.390
T-419	TTA R-410A STD Delivery	7.5-30 Tons	0.400
	TTA R-410A EXP Del. Cycle (list adj. 1.05)		0.400
T-351	TXE R-410A STD Delivery Cycle	1-6 Tons	0.340
	TXE R-410A EXP Del. Cycle (list adj. 1.05)		0.340
T-157	EV PX R-410A STD Delivery Cycle		0.396
T-361	RAUJ R-410A STD Delivery Cycle	20-60 Tons	0.384
	RAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.384
T-362	RAUJ R-410A STD Delivery Cycle	80-120 Tons	0.384
	RAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.384
Split Heat Pumps			
T-429	4TWA3 R-410A STD Delivery	2.5-5 Ton	0.422
	4TWA3 R-410A EXP Del. Cycle (list adj. 1.05)		0.422
T-884	4TWR5 R-410A STD Delivery		0.422
	4TWR5 R-410A Exp. Del. Cycle (list adj. 1.05)		0.422
	4TWR40 R-410A STD Delivery		0.422
	4TWR60 R-410A STD Delivery		0.422
	4TWR7D R-410A STD Delivery		0.422
T-411	TWA R-410A STD Delivery Cycle	7.5-30 Tons	0.390
	TWA R-410A EXP Del. Cycle (list adj. 1.05)		0.390
T-431	Gas Furnaces		0.422
T-886	Variable Speed Gas Furnaces		0.422
Trane / Mitsubishi			
T-1308	Mini-Split P Series		0.400
T-1309	Mini-Split M Series		0.400
T-1310	VRF Series		0.426
	VRF - QNE		0.520
T-1316	LEV Series		0.426
	LEV - QNE		0.520
T-1317	PUMY Series		0.426
	PUMY Series - QNE		0.520
T-1318	Lossney ERV Series		0.426
	Lossney ERV Series - QNE		0.520
T-1319	Premisys Series		0.426
	Premisys Series - QNE		0.520
Vertical Self-Contained			
T-248	SCRH/SCWH R-410A STD Delivery Cycle	3-15 Tons	
		SCRH/7.5, 10,	
		12 Tons SCWH	0.378
	SCHI/J R-410A Self-contained STD Delivery	5-15 Ton	0.372
T-437	SCXG R-410A STD Delivery Cycle	20-35 Tons	0.386
T-267	SCR/WF R-410A STD Deliver Cycle	20-110 Tons	0.436
Water Source Heat Pumps			
T-331	GEHV General W5HP MTO Delivery Cycle	0.5-25 Tons	0.366

	GEHV General WSHP QSE Delivery Cycle (List Adj. 1.15)		0.443
	GEHV General WSHP QSS Delivery Cycle (List Adj. 1.20)		0.506
	GEHV General WSHP QSX Delivery Cycle (List Adj. 1.25)		0.506
T-326	GWS (Rooftop) MTO Delivery Cycle	D.5-25 Tons	0.387
T-327	VSHV (Variable Speed) WSHP MTO Delivery Cycle	2, 2 1/2, 3 1/2 &	0.475
	VSHV (Variable Speed) WSHP QSE Delivery Cycle (List Adj. 1.15)		0.475
	VSHV (Variable Speed) WSHP QSS Delivery Cycle (List Adj. 1.20)		0.475
	VSHV (Variable Speed) WSHP QSX Delivery Cycle (List Adj. 1.25)		0.475
T-176	EXHV-DXHV (High Efficiency) MTO Delivery Cycle	1.5-6 Tons	0.369
	EXHV-DXHV (High Efficiency) QSE Delivery Cycle (List Adj. 1.15)		0.443
	EXHV-DXHV (High Efficiency) QSS Delivery Cycle (List Adj. 1.20)		0.443
	EXHV-DXHV (High Efficiency) QSX Delivery Cycle (List Adj. 1.25)		0.443
T-331	GEC (Console) MTO Delivery Cycle	.5-1.5 Tons	0.366
	GEC (Console) QSE Delivery Cycle (List Adj. 1.15)		0.443
	EXW (water to water) MTO Delivery Cycle	4-20 Tons	0.359
T-332	GET (Vertical Stack) MTO Delivery Cycle	.75-3 Tons	0.359
	GET (Vertical Stack) QSE Delivery Cycle (List Adj. 1.15)		0.443
	GET (Vertical Stack) QSS Delivery Cycle (List Adj. 1.20)		0.443
	GET (Vertical Stack) QSE Delivery Cycle (List Adj. 1.25)		0.443
T-078	WSHP Hose Kits MTO delivery Cycle		0.369
	WSHP Hose Kits QSE Delivery Cycle (List Adj. 1.15)		0.443
	WSHP Hose Kits QSS Delivery Cycle (List Adj. 1.20)		0.443
T-075	WSHP Accessories MTO Delivery Cycle		0.443
Air Handling			
Central Station Air Handlers			
T-050	Performance CLCH STD Delivery Cycle	1500-60000 cfm	0.439
	Performance CLCH-QS3(Q) Delivery Cycle (List Adj. 1.20)		0.498
	TCACS Catalytic Air Cleaning System STD Delivery Cycle		0.496
T-050	Outdoor Performance CLCH STD Delivery Cycle	Sizes 3 thru 120	0.433
T-050	Outdoor Performance CLCH QS3(C) Delivery Cycle (List Adj. 1.20)		0.496
T-051	Performance CLCH Custom Units		0.439
T-200	Performance CLCH STD Delivery Cycle Unit Ctrls		0.439
	Performance CLCH QS3(Q) Delivery Cycle Unit Ctrls (List Adj. 1.20)		0.503
T-0958	UCAA Air handler (Size 3-30) STD Delivery		0.464
	UCAA Air handler (Size 3-30) - E Delivery Cycle (List Adj. 1.20)		0.464
	UCAA Air handler (Size 3-30)-Super E Delivery Cycle (List Adj. 1.30)		0.464
T-0959	UCCA Air handler STD Delivery Cycle Unit Ctrls		0.464
	UCCA Air handler - E Delivery Cycle Unit Ctrls (List Adj. 1.20)		0.464
	UCCA Air handler - Super E Delivery Cycle Unit Ctrls (List Adj. 1.3)		0.464
Custom Air Handlers			
T-253	Ft. Smith STD Delivery Cycle		0.406
T-260	Ft. Smith Controls STD Delivery Cycle		0.406
T-020	Stand Alone Fans		0.378
Makeup Air Handlers			
T-134	AHOA STD Delivery Cycle	1500-14000 cfm	0.378
	AHOA Expedited Delivery Cycle (List Adj. 1.15)		0.422
	GFAA STD Delivery Cycle		0.378
	GFAA Expedited Delivery Cycle (List Adj. 1.15)		0.422
	GRAA STD Delivery Cycle	100-800 MBH	0.378
	GRAA Expedited Delivery Cycle (List Adj. 1.15)		0.422
	GSAA STD Delivery Cycle		0.378
	GSAA Expedited Delivery Cycle (List Adj. 1.15)		0.422
	GXAA STD Delivery Cycle	100-800 MBH	0.378
	GXAA Expedited Delivery Cycle (List Adj. 1.15)		0.422
T-137	DFOA STD Delivery Cycle	275-7975 MBH	0.366
	DFIA STD Delivery Cycle	275-9075 MBH	0.390
Coils - SureFit			
T-081	CLCL STD Delivery Cycle		0.370
	CLCL QSQ Delivery Cycle (List Adj. 1.10)		0.456
	CLCL QSE Delivery Cycle (List Adj. 1.15)		0.456
	CLCL QSS Delivery Cycle (List Adj. 1.20)		0.456
T-082	HTCL STD Delivery Cycle		0.370

		HTCL QSQ Delivery Cycle(List Adj. 1.10)	0.456
		HTCL QSE Delivery Cycle(List Adj. 1.15)	0.456
		HTCL QSS Delivery Cycle(List Adj. 1.20)	0.456
		HRCL STD Delivery Cycle	0.370
		HRCL QSQ Delivery Cycle(List Adj. 1.10)	0.456
Terminal Units Variable Volume Units	T-073	VCCF/VCWF/VCEF STD Delivery Cycle	0.390
		VCCF/VCWF/VCEF QSQ Delivery Cycle(List Adj. 1.35)	0.535
		VCCF/VCWF/VCEF QSE Delivery Cycle(List Adj. 1.40)	0.535
	T-283	VCCF/VCWF/VCEF Controls STD Delivery	0.317
		VCCF/VCWF/VCEF Controls QSQ Delivery Cycle(List Adj. 1.35)	0.472
		VCCF/VCWF/VCEF Controls QSE Delivery Cycle(List Adj. 1.40)	0.472
	T-073	VDDF STD Delivery Cycle	0.390
		VDDF QSQ Delivery Cycle(List Adj. 1.35)	0.434
		VDDF QSE Delivery Cycle(List Adj. 1.40)	0.434
	T-283	VDDF Controls STD Delivery Cycle	0.300
		VDDF Controls QSQ Delivery Cycle(List Adj. 1.35)	0.472
		VDDF Controls QSE Delivery Cycle(List Adj. 1.40)	0.472
	T-373	VSCF/VSEF/VSWF STD Delivery Cycle	0.382
		VSCF/VSEF/VSWF QSQ Delivery Cycle(List Adj. 1.23)	0.434
		VSCF/VSEF/VSWF QSE Delivery Cycle(List Adj. 1.29)	0.434
	T-293	VSCF/VSEF/VSWF Controls STD Delivery	0.362
		VSCF/VSEF/VSWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.472
		VSCF/VSEF/VSWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.472
	T-373	VPCF/VPEF/VPWF STD Delivery Cycle	0.382
		VPCF/VPEF/VPWF QSQ Delivery Cycle(List Adj. 1.23)	0.434
		VPCF/VPEF/VPWF QSE Delivery Cycle(List Adj. 1.29)	0.434
	T-293	VPCF/VPEF/VPWF Controls STD Delivery	0.362
		VPCF/VPEF/VPWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.472
		VPCF/VPEF/VPWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.472
	T-373	LSCF/LSEF/LSWF STD Delivery Cycle	0.382
		LSCF/LSEF/LSWF QSQ Delivery Cycle(List Adj. 1.23)	0.434
		LSCF/LSEF/LSWF QSE Delivery Cycle(List Adj. 1.29)	0.434
	T-293	LSCF/LSEF/LSWF Controls STD Delivery	0.362
		LSCF/LSEF/LSWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.439
		LSCF/LSEF/LSWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.439
	T-373	LPCF/LPEF/LPWF STD Delivery Cycle	0.382
		LPCF/LPEF/LPWF QSQ Delivery Cycle(List Adj. 1.23)	0.434
		LPCF/LPEF/LPWF QSE Delivery Cycle(List Adj. 1.29)	0.434
	T-293	LPCF/LPEF/LPWF Controls STD Delivery	0.362
		LPCF/LPEF/LPWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.434
		LPCF/LPEF/LPWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.434
	T-473	VADA STD Delivery Cycle	0.340
		VADA QSE Delivery Cycle(List Adj. 1.29)	0.619
	T-473	VARA STD Delivery Cycle	0.619
		VARA QSE Delivery Cycle(List Adj. 1.29)	0.619
	T-109	VADA / VARA Controls STD Delivery Cycle	0.465
		VADA / VARA Controls QSE Delivery Cycle(List Adj. 1.29)	0.465
	T-294	VAV DDC Retrofit Controller STD Delivery cycle	0.378
Diffusers	T-273	VLSDA/VLRDA LINR STD Delivery Cycle	0.378
		LINR QSQ Delivery Cycle(List Adj. 1.23)	0.528
		LINR QSE Delivery Cycle(List Adj. 1.29)	0.528
		VLSDA/VLRDA INDUCT STD Delivery Cycle	0.378
		INDUCT QSQ Delivery Cycle(List Adj. 1.23)	0.528
		INDUCT QSE Delivery Cycle(List Adj. 1.29)	0.528
		VLSDA/VLRDA LITE STD Delivery Cycle	0.378
		LITE QSQ Delivery Cycle(List Adj. 1.23)	0.528
		LITE QSE Delivery Cycle(List Adj. 1.29)	0.528
		VLSDA/VLRDA PERF STD Delivery Cycle	0.378
		PERF QSQ Delivery Cycle(List Adj. 1.23)	0.528
		PERF QSE Delivery Cycle(List Adj. 1.29)	0.528
		VLSDA/VLRDA ADJ. FLOW STD Delivery Cycle	0.378
		ADJ. FLOW QSQ Delivery Cycle(List Adj. 1.23)	0.528

		ADJ. FLOW QSE Delivery Cycle(List Adj. 1.29)	0.528
Fan Coils			0.424
	T-278	UniTrane STD Delivery Cycle	0.509
		UniTrane E Delivery Cycle(List Adj. 1.20)	0.551
		UniTrane Super E Del. Cycle(List Adj. 1.30)	0.442
		LOWBOY STD Delivery Cycle	0.419
	T-223	UniTrane Controls STD Delivery Cycle	0.445
		UniTrane Controls QSE Delivery Cycle(List Adj. 1.20)	0.445
		UniTrane Controls QSS Delivery Cycle(List Adj. 1.30)	0.424
	T-290	BCHD/BCVCDSTD Delivery Cycle	0.443
		BCHD/BCVD E Delivery Cycle(List Adj. 1.20)	0.443
		BCHD/BCVD Super E Delivery Cycle(List Adj. 1.30)	0.433
	T-292	BCHD/BCVD Control STD Delivery	0.445
		BCHD/BCVD Control E Delivery Cycle(List Adj. 1.20)	0.445
		BCHD/BCVD Control Super E Delivery Cycle(List Adj. 1.30)	
Unit Ventilators			0.420
	T-042	VUVE STD Delivery Cycle	0.496
		VUVE Q Delivery Cycle(List Adj. 1.20)	0.420
	T-042	HUVC STD Delivery Cycle	0.496
		HUVC Q Delivery Cycle(List Adj. 1.20)	0.420
	T-042	ERSA STD Delivery Cycle	0.420
		SW_A STD Delivery Cycle	0.420
	T-077	SHLA STD Delivery Cycle	0.412
	T-242	Unit Vent. Control HUVC STD Delivery	0.412
		Unit Vent. Control VUVC STD Delivery	
Cabinet Unit Heater			0.445
	T-277	FORCEFLO STD Delivery Cycle	0.443
		FORCEFLO E Delivery Cycle(List Adj. 1.20)	0.443
		FORCEFLO Super E Del. Cycle(List Adj. 1.30)	0.419
	T-223	FORCEFLO Controls STD Delivery Cycle	0.464
		FORCEFLO Controls E Delivery Cycle(List Adj. 1.20)	0.465
		FORCEFLO Controls Super E Del. Cycle(List Adj. 1.30)	
Unit Heaters			0.422
	T-135	HBAC STD Delivery Cycle	0.422
		HBAC Q Delivery Cycle(List Adj. 1.15)	0.422
		GLPD/GLND STD Delivery Cycle	0.422
		GLPD/GLND Q Delivery Cycle(List Adj. 1.15)	0.443
	T-136	UHSP STD Delivery Cycle	0.443
		UHSP Q Delivery Cycle(List Adj. 1.15)	0.435
	T-236	UHAA STD Delivery Cycle	0.435
		UHAA Q Delivery Cycle(List Adj. 1.15)	0.435
		UHCA STD Delivery Cycle	0.435
		UHCA Q Delivery Cycle(List Adj. 1.15)	0.435
		UHWA STD Delivery Cycle	0.435
		UHWA Q Delivery Cycle(List Adj. 1.15)	0.435
		UHXA STD Delivery Cycle	0.435
		UHXA Q Delivery Cycle(List Adj. 1.15)	0.435
		UHEC STD Delivery Cycle	0.435
		UHEC Q Delivery Cycle(List Adj. 1.15)	
Finned-Tube Radiation/Convactor			0.435
	T-236	EWFB STD Delivery Cycle	
Building Automation Systems			0.623
	T-100	SINGLEBO STD Delivery Cycle	0.623
		SINGLEBO Quick Del. (List Adj. 1.05)	0.623
	T-103	MP501 PRODUCTS	0.623
	T-104	ROVER STD Delivery Cycle	0.623
	T-107	ENDDVIC STD Delivery Cycle	0.623
		ENDVIC Quick Del.(List Adj. 1.05)	0.623
	T-115	NEWSUMIT STD Delivery Cycle	0.623
		NEWSUMIT Quick Del.(List Adj. 1.05)	0.623
	T-119	SPECIAL STD Delivery Cycle	0.623
		SPECIAL Quick Del. (List Adj. 1.20)	0.623
	T-131	TRACER SUMMIT SOFTWARE	

	T-179	TRACER ES STD Delivery Cycle	0.623
		TRACER ES Quick DEL.(List Adj. 1.05)	0.623
	T-182	LEGACY CONTROLLERS	0.623
	T-183	LCP STD Delivery Cycle	0.623
		LCP Quick Del. Cycle(List Adj. 1.15)	0.623
	T-187	GENLCONT STD Delivery Cycle	0.623
		GENLCONT Quic Del. Cycle(List Adj. 1.05)	0.623
	T-317	RMU STD Delivery Cycle	0.623
	T-318	WEB SERVER	0.623
	T-639	ZN517 PRODUCTS	0.623
	T-640	VV551 PRODUCTS	0.623
	T-641	MP503 Products	0.623
	T-642	EX2	0.623
	T-643	Enterprise Server	0.623
	T-644	AH541 Products	0.623
	T-645	ZN521 Products	0.623
	T-646	Tenant Services	0.623
	T-1009	Tracer SC	0.623
	T-1010	Tracer UC	0.623
		UC 400 BacNet Controller	0.623
		UC 600 Bacnet Controller	0.623
Equipment Rentals			
	TR-101	Trane Rentals (All Products)	0.415
Intelligent Services			
	TR-201	Active monitoring-off-site critical alarm management & remediation 0-60 points (year)	0.930
	TR-202	Building Performance-Initial & cont. HVAC system analysis & action 0-60 points (year)	0.930
	TR-203	Each additional point > 60 points 1 point adds (year)	0.930
FELLON-MCCORD		Included in labor rates	
HUSSMANN			
Cataloged Products			
	H-01	LTH	0.427
	H-02	BCH	0.427
	H-03	NAV/NAVC	0.427
	H-04	GSVM	0.427
	H-05	SHM	0.427
	H-06	MD	0.427
	H-07	DDSS-4MC	0.427
	H-08	ISMGG	0.427
	H-09	ISFGG	0.427
	H-10	SN/SM	0.427
	H-11	HSD/SC-Y	0.427
	H-12	HSD/SC/P	0.427
	H-13	HBD/BC/H	0.427
	H-14	HTC/TD-138	0.427
	H-15	LBN	0.427
	H-16	NIM-6	0.427
	H-17	HGL-BS	0.427
	H-18	HGL-TS	0.427
	H-19	HGM-BS	0.427
	H-20	HGM-TS	0.427
	H-21	MAXI	0.427
	H-22	LP	0.427
Packaged Central Plant			0.976
	PCP-2	TAS Packaged MCPA pumping package STD Delivery	0.976
	PCP-3	TAS MCPR plant with screw chillers STD delivery	0.976

	PCP-4	TAS MCPC plant with centrifugal chillers STD delivery	0.976
Specialty Refrigeration			
	T-1312	Calmac Storage	0.450
	M-101	Multistack Modular Chiller STD Delivery	0.950
		Pool Pack Systems	0.950
Cooling Towers			
	E-100	AT Cooling Tower	0.950
	E-101	CAT Cooling Tower	0.950
	E-102	LPT Cooling Tower	0.950
	E-103	LSTB Cooling Tower	0.950
	E-104	USS Cooling Tower	0.950
	E-105	UT Cooling Tower	0.950
	E-106	PMT Cooling Tower	0.950
	E-107	ATWB Closed Circuit Coolers	0.950
	E-108	ESWA Closed Circuit Coolers	0.950
	E-109	LRWB Closed Circuit Coolers	0.950
	E-110	LSWE Closed Circuit Coolers	0.950
	E-111	PMWQ Closed Circuit Coolers	0.950
	E-112	WDW Closed Circuit Coolers	0.950
	E-113	NT Evaporators	0.950
	E-114	SCT Evaporators	0.950
	E-115	SST Evaporators	0.950
	E-116	SLT Evaporators	0.950
	E-117	TFC Evaporators	0.950
Invertors			
	I-101	Yaskawa STD Delivery	0.928
	T-102	Trane TR	0.570
Pumps			
	P-101	SERIES 4300	0.950
	P-102	IV5	0.950
	P-103	SERIES 4302/4382	0.950
	P-104	SERIES 4360/4380	0.950
	P-105	SERIES 4030/TD40SERIES 4280	0.950
	P-106	SERIES 4600	0.950
	P-107	SERIES 4700	0.950
	P-108	SERIES 4270	0.950
Heat Recovery			
	A-101	AnnexAir & Custom AHUs	0.950
	CO-01	ConSrv-Energy Recovery Ventilator (Heat Exchanger)	0.950
Boilers & Water Heaters			
	Camus		
	CA-01	BLUEFLAME	0.939
	CA-02	CERAFLAME	0.939
	CA-03	DFx SERIES	0.939
	CA-04	DYNAFLAME	0.939
	CA-05	DYNAFORCE	0.939
	CA-06	DYNAMAX	0.939
	CA-07	MICROFLAME	0.939
	CA-08	MICROFLAME SERIES 2	0.939
	CA-09	MICROFLAME MODULATING	0.939
	CA-10	MICROFLAME SERIES GRANDE	0.939
	CA-11	SUREFLAME SERIES	0.939
	PVI		
	PV-01	AG	0.939
	PV-02	Maxim	0.939

	PV-03	Platinum	0.939
	PV-04	Power VT	0.939
	PV-05	PowrVT Nox	0.939
	PV-06	Turbo	0.939
Process Cool	Evaporcool EV-01	EZ-Frames, Smart Spray, Valves	0.950
Dust Collector	United Air Specialist UA-01	SFC	0.939
	UA-01	BDC	0.939
	UA-02	C	0.939
	UA-03	DA,DB,DBM	0.939
	UA-04	F	0.939
	UA-05	MCB	0.939
	UA-06	PCT	0.939
	UA-07	SCA-SCB	0.939
	UA-08	SDC	0.939
	UA-09	SFC	0.939
	UA-10	V	0.939
	UA-11	VCC	0.939
TEMSPEC	TE-01	Unit Ventilators	0.950
Indoor Air Quality	Dynamic		
	D-01	V-8	0.928
	G-01	Stand-alone	0.928
	G-02	In-line	0.928
Renewable Energy	Solar		
	S-01	Solar Hybrid Collector	0.910
	S-02	Solar PV Module	0.910
	S-03	Solar Thermal Collector	0.910
Water Treatment	eH2O		
	HO-101	Basin Sweeper	0.950
	HO-201	Boiler/Chiller Make-Up Water Machine	0.950
	HO-301	Boiler Cleaner Machine	0.950
	HO-401	Condenser Cleaner Machine	0.950
	HO-501	Media Filter for Cooling Towers	0.950
	HO-601	HARD WATER Cooling Tower	0.950
	HO-701	SOFT WATER Cooling Tower	0.950
	HO-801	Evaporative Condenser Cooling Tower	0.950

NOTES:

1. LIST PRICE ADJUSTMENT FACTORS ON "QUICK" CYCLE OR PACKED STOCK ARE APPLIED BEFORE THE MULTIPLIER IS USED
2. ALL QUOTES WILL HAVE PRODUCT CODE AND PRODUCT DESCRIPTION WITH MULTIPLIER AS LISTED IN THIS MATRIX
3. ALL EQUIPMENT TO BE F.O.B. JOBSITE-JOBSITE COSTS ARE INCLUDED AS "NETS"
4. ANY FREIGHT COSTS ARE TO BE INCLUDED AS "NETS"
5. ALL NON-TRANE & NON-HUSSMANN EQUIPMENT LISTED REPRESENT PREFERRED VENDORS. EQUIVALENT VENDORS USE SIMILAR DISCOUNTS
6. ALL EQUIPMENT SHALL HAVE ONE YEAR LABOR WARRANTY INCLUDED AS "NETS"

Wage Billing Rates - Trane/OMNIA Partners & Cook County

Effective Date - 2020	Zone 30 A
CLASSIFICATION	
	Chicago and
District Office	
Asbestos Worker	N/A
Boilermaker	\$183.48
Bricklayers; Masons	\$176.26
Carpenter /Case worker	\$185.66
Carpet Layers/Floor Installers	\$162.10
Concrete Finishers	\$182.31
Data Comm/Telecom Installer	\$161.18
Delivery personnel	\$144.16
Drywall Installers; Ceiling Installers	\$185.66
Electricians	\$189.87
Elevator Mechanics	\$208.12
Glaziers	\$183.37
Heavy Equipment Operators	\$205.71
HVAC Commercial A/C technician	\$189.68
HVAC Light Commercial	\$144.12
HVAC Helper	\$162.10
HVAC Field Supervisor	\$189.68
HVAC Refrigeration technician	\$144.12
HVAC Duct Installer	\$190.67
HVAC Filter technician	\$162.10
HVAC Building Automation technician	\$183.70
Insulators	\$187.81
Ironworkers	\$199.98
Laborers	\$144.12
Lathers	\$185.66
Light Equipment Operators	\$193.97
Metal Building Assembler	\$190.67
Millwrights	\$185.66
Operating Engineer	\$201.75
Painters/Wall Covering Installers	\$172.10
Pipefitters	\$190.27
Plasterers	\$174.30
Plumbers	\$186.14
Project Manager	\$182.90
Project Administrator	\$110.10
Roofers	\$165.72
Sheet Metal Workers	\$190.67
Sprinkler Fitters	\$193.83
Terrazzo Workers	\$168.53
Tile Setters	\$170.60
Waterproofers/Caulkers	\$162.10
Geothermal Well Field Labor	\$205.71
Engineering Design	\$189.68*
Energy Engineer	\$204.63
Project Engineering	\$204.63
Drafting	\$165.16
Architectural	\$189.68*
Test & Balance Technician	\$189.87
Infrared Technician	\$160.94
Water Treatment Technician	\$160.94
Miscellaneous Material Margins	14.90%
Labor Coefficient	1.18

NOTES:

1. ALL LABOR RATES ARE BASED ON STANDARD HOURS
2. OVERTIME RATES (AFTERHOURS, SATURDAY): 1.50 X STANDARD RATES
3. OVERTIME RATES (SUNDAY, HOLIDAYS): 2.00 X STANDARD RATES
4. PER DIEM RATES: \$100/DAY/PERSON (WHEN REQUIRED) EXCEPT AK & HI \$200/DAY/PERSON
5. MINIMUM CHARGE OF 2 HOURS FOR ALL OVERTIME WORK
6. RATES WILL BE ADJUSTED ANNUALLY (HISTORICALLY 2-3% PER YEAR) AT RENEWAL DATE
7. * - Design/Architecture Hours per project dependent upon scope defined by Trane and Cook County
8. FINAL APPROVAL UPON U.S. COMMUNITIES/OMNIA PARTNERS AND TRANE'S DISCRETION.

CONTRACT NO: 1945-18066

EXHIBIT 2

Electronic Payables Program

OFFICE OF THE COOK COUNTY COMPTROLLER
ELECTRONIC PAYABLES PROGRAM ("E-PAYABLES")

FOR INFORMATION PURPOSES ONLY

This document describes the Office of the Cook County Comptroller's Electronic Payables Program ("E-Payables").
If you wish to participate in E-Payables, please contact the Cook County Comptroller's Office, Accounts Payable, 118 N. Clark Street, Room 500, Chicago, IL 60602.

DESCRIPTION

To increase payment efficiency and timeliness, we have introduced E-Payables program, a new payment initiative to our accounts payable model. This new initiative utilizes a Visa purchasing card and operates through the Visa payment network. This is County's preferred method of payment and your participation in our Visa purchasing card program will provide mutual benefits both to your organization and ours.

As a vendor, you may experience the following benefits by accepting this new payment type:

- Improved cash flow and accelerated payment
- Reduced paperwork and a more streamlined accounts receivable process
- Elimination of stop payment issues
- Reduced payment delays
- Reduced costs for handling paper checks
- Payments settled directly to your merchant account

There are two options within this initiative:

1. Dedicated Credit Card – "PULL" Settlement

For this option, you will have an assigned dedicated credit card to be used for each payment. You will provide a point of contact within your organization who will keep credit card information on file. Each time a payment is made, you will receive a remittance advice via email detailing the invoices being paid. Each time you receive a remittance advice, you will process payments in the same manner you process credit card transactions today.

2. One-Time Use Credit Card – "SUGA" Settlement

For this option, you will provide a point of contact within your organization who will receive an email notification authorizing you to process payments in the same manner you process credit card transactions today. Each time payment is made, you will receive a remittance advice, via email, detailing the invoices being paid. Also, each time you receive a remittance advice, you will receive a new, unique credit card number. This option is ideal for suppliers who are unable to keep credit card account information on file.

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CONTRACT NO: 1945-18066

EXHIBIT 3

Identification of Subcontractor/Supplier/SubContractor Form

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

OCPO ONLY:
☐ Disqualification
☐ Check Complete

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. **The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract.** In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: Midwest Pipe Fabrication Inc.
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: Daniel Zamarippa
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): daniel@midwestpipefabrication.com
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 22W105 Ahlstrand Road
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Glen Ellyn, IL 60137
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 630.853.7473
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$796,250

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

OCPO ONLY:
☐ Disqualification
☐ Check Complete

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. **The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract.** In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: Livewire Electrical Systems, Inc.
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: LaShon Harris
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): N/a
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 12900 S. Throop
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Calumet Park, IL 60827
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 708.535.6001
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$632,500

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

OCPO ONLY:
☐ Disqualification
☐ Check Complete

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Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: Hillco Distributing Company
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: Nikki Liddy
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): nikki@hillcodistributing.com
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 1516 W. Adams Street
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Chicago, IL 60607
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 312.492.8844
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$1.265M

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

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Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: CT Mechanical
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: Catherine Tojaga
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): ctojava@ctmechanical.com
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 1200 W. Capitol Drive
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Addison, IL 60101
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 630.227.1700 x700
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$1.265M

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

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☐ Check Complete

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Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: Meilner Mechanical Sales/Boilersource
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: Tricia Fredrick
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): tricia@boilersource.com
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 19 West College Drive, SUITE 106
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Arlington Heights, IL 60004
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 847.253.1040
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$1.265M

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

OCPO ONLY:
☐ Disqualification
☐ Check Complete

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract. In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/RFQ No.: 1945-18066	Date:
Total Bid or Proposal Amount: \$25,500,000.00	Contract Title:
Contractor: TRANE U.S. INC.	Subcontractor/Supplier/ Subconsultant to be added or substitute: VARIANT PER PROJECT
Authorized Contact for Contractor: NIRMAL C. SEKHRI	Authorized Contact for Subcontractor/Supplier/ Subconsultant:
Email Address (Contractor): NSEKHRI@TRANE.COM	Email Address (Subcontractor):
Company Address (Contractor): 7100 S. MADISON ST. WILLOWBROOK, IL 60527	Company Address (Subcontractor):
City, State and Zip (Contractor): WILLOWBROOK, IL 60527	City, State and Zip (Subcontractor):
Telephone and Fax (Contractor): 630.362.1258	Telephone and Fax (Subcontractor):
Estimated Start and Completion Dates (Contractor): 6/1/20 - 5/31/25	Estimated Start and Completion Dates (Subcontractor):

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

Description of Services or Supplies	Total Price of Subcontract for Services or Supplies
HVAC PRODUCTS & INSTALLATION PER EXHIBIT 1 - SCOPE OF SERVICES	VARIANT PER PROJECT

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.

TRANE, U.S. INC.

Contractor

NIRMAL C. SEKHRI

Name

NATIONAL & STRATEGIC ACCOUNT MANAGER

Title

Prime Contractor Signature

4, 30, 20

Date

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

OCPO ONLY:
☐ Disqualification
☐ Check Complete

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. **The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract.** In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: Qu-Bar Mechanical
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: Pamela Choksi
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): pamchoksi@qubarmechanicalllc.com
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 4163 A&B W. 166th Street
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Oak Forest, IL 60452
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 708.331.9130
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$796,250

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

Cook County
Office of the Chief Procurement Officer
Identification of Subcontractor/Supplier/Subconsultant Form

OCPO ONLY:
☐ Disqualification
☐ Check Complete

The Bidder/Proposer/Respondent ("the Contractor") will fully complete and execute and submit an Identification of Subcontractor/Supplier/Subconsultant Form ("ISF") with each Bid, Request for Proposal, and Request for Qualification. **The Contractor must complete the ISF for each Subcontractor, Supplier or Subconsultant which shall be used on the Contract.** In the event that there are any changes in the utilization of Subcontractors, Suppliers or Subconsultants, the Contractor must file an updated ISF.

Bid/RFP/RFQ No.: 1945-18066	Date: May 30, 2020
Total Bid or Proposal Amount: \$25,300,000.00	Contract Title: Trane HVAC Products, Installation, and Related Services
Contractor: Trane U.S. Inc.	Subcontractor/Supplier/ Subconsultant to be added or substitute: S Mechanical
Authorized Contact for Contractor: Nirmal C. Sekhri	Authorized Contact for Subcontractor/Supplier/ Subconsultant: Mike Sabal
Email Address (Contractor): nsekhri@trane.com	Email Address (Subcontractor): Michael.sabal@smechanical.com
Company Address (Contractor): 7100 S. Madison	Company Address (Subcontractor): 16420 Kilbourne Ave
City, State and Zip (Contractor): Willowbrook, IL 60527	City, State and Zip (Subcontractor): Oak Forest, IL 60452
Telephone and Fax (Contractor) 630.362.1258	Telephone and Fax (Subcontractor): 815.469.8230
Estimated Start and Completion Dates (Contractor) July 1, 2020 through September 30, 2022	Estimated Start and Completion Dates (Subcontractor): July 1, 2020 – September 30, 2022

Note: Upon request, a copy of all written subcontractor agreements must be provided to the OCPO.

<u>Description of Services or Supplies</u>	<u>Total Price of Subcontract for Services or Supplies</u>
Provide HVAC Products, Installation, Design & Related Services for Cook County	Anticipated \$4.1M

The subcontract documents will incorporate all requirements of the Contract awarded to the Contractor as applicable. The subcontract will in no way hinder the Subcontractor/Supplier/Subconsultant from maintaining its progress on any other contract on which it is either a Subcontractor/Supplier/Subconsultant or principal contractor. This disclosure is made with the understanding that the Contractor is not under any circumstances relieved of its abilities and obligations, and is responsible for the organization, performance, and quality of work. **This form does not approve any proposed changes, revisions or modifications to the contract approved MBE/WBE Utilization Plan. Any changes to the contract's approved MBE/WBE/Utilization Plan must be submitted to the Office of the Contract Compliance.**

Contractor

Nirmal C. Sekhri

Name

National & Strategic Account Manager

Title

5.30.20

Prime Contractor Signature

CONTRACT NO: 1945-18066

EXHIBIT 4

Evidence of Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
5/5/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER MARSH & MCLENNAN COMPANIES 1166 Avenue of the Americas New York NY 10036 ATTN: 212-345-6000	CONTACT NAME: Kevin Mashavejian PHONE (A/C, No. Ext.): (212) 345 7115 FAX (A/C, No.): E-MAIL: Kevin.Mashavejian@marsh.com ADDRESS:								
INSURED Trane U.S. Inc. dba Trane 7100 South Madison Street Willowbrook, IL 60527 United States	<table border="1"><thead><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr></thead><tbody><tr><td>COMPANY A: National Union Fire Insurance Company of Pittsburgh, PA</td><td>19445</td></tr><tr><td>COMPANY B: Travelers Indemnity Co of America</td><td>25866</td></tr><tr><td>COMPANY C: Travelers Property Casualty Co of Amer</td><td>25618</td></tr></tbody></table>	INSURER(S) AFFORDING COVERAGE	NAIC #	COMPANY A: National Union Fire Insurance Company of Pittsburgh, PA	19445	COMPANY B: Travelers Indemnity Co of America	25866	COMPANY C: Travelers Property Casualty Co of Amer	25618
INSURER(S) AFFORDING COVERAGE	NAIC #								
COMPANY A: National Union Fire Insurance Company of Pittsburgh, PA	19445								
COMPANY B: Travelers Indemnity Co of America	25866								
COMPANY C: Travelers Property Casualty Co of Amer	25618								

COVERAGES **CERTIFICATE NUMBER:** 577392 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Contractual Liability <input checked="" type="checkbox"/> Time Element Pollution Liability GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER			GL 1728545	4/17/2020	4/17/2021	EACH OCCURRENCE \$7,500,000.00 DAMAGE TO RENTED PREMISES (Each occurrence) \$1,000,000.00 MED EXP (Any one person) \$10,000.00 PERSONAL & ADV INJURY \$7,500,000.00 GENERAL AGGREGATE \$7,500,000.00 PRODUCTS - COMPROP AGG \$7,500,000.00 \$
A	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> PHYSICAL DAMAGE/SELF			CA6631253 (ADS) CA6631254 (MA) CA6631255 (VA) APD - Self Insured	4/17/2020 4/17/2020 4/17/2020	4/17/2021 4/17/2021 4/17/2021	COMBINED SINGLE LIMIT (Each accident) \$5,000,000.00 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident) \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE AGGREGATE \$
B C C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	US 6M35413A-20-31-W (ACIS) US 6M370386-20-61-R (AZ, MA, OR, WI) US 6L046059-20-51-D X (MN) TWX US 7434L5A-19 (OH)	4/17/2020 4/17/2020 4/17/2020 4/17/2020	4/17/2021 4/17/2021 4/17/2021 4/17/2021	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$3,000,000.00 E.L. DISEASE - EA EMPLOYEE \$3,000,000.00 E.L. DISEASE - POLICY LIMIT \$3,000,000.00

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Please see page 2 for additional information.

CERTIFICATE HOLDER Cook County Office of the Chief Procurement Officer 118 North Clark Room 108 Chicago, 60602 United States	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Marsh USA, Inc. BY: Kevin Mashavejian
--	--

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ACORD 25 (2014/01)

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Requested By: Michael Vogt



ADDITIONAL REMARKS SCHEDULE

AGENCY	NAMED INSURED Trane U.S. Inc. dba Trane 7100 South Madison Street Wilmette, IL 60527 United States
	EFFECTIVE DATE:

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM.

FORM NUMBER: _____ FORM TITLE: _____

Cook County Office of the Chief Procurement Officer is included as Additional Insured where required by contract with respect to General Liability pursuant to applicable endorsement.

Cook County Office of the Chief Procurement Officer are included as Additional Insured where required by contract with respect to Automobile Liability pursuant to applicable endorsement.

Waiver of Subrogation is applicable where required by written contract, but only to the extent of the Named Insured's negligence.

This insurance is Primary & Non-Contributory over any existing insurance where required by written contract.

General Liability includes Professional Liability Coverage via the Professional Liability Coverage Endorsement (Errors and Omissions Coverage). The General Liability Limits of Liability evidenced are applicable to the Professional Liability (Errors and Omissions) Coverage.

Job Description: Cook County Products, Installation and Related Services

For questions regarding this certificate of insurance contact: Michael Vogt Email: michael.vogt@tranetechnologies.com Phone: 6307346122

ENDORSEMENT # MAN001

This endorsement, effective 12:01 A.M. 04/17/2020 forms a part of
policy No. GL 172-88-45 issued to INGERSOLL-RAND COMPANY
BY NATIONAL UNION FIRE INSURANCE COMPANY OF PITTSBURGH, PA

ADDITIONAL INSURED - WHERE REQUIRED UNDER CONTRACT OR AGREEMENT

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE FORM

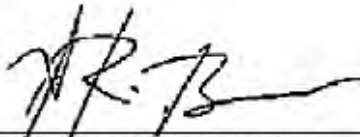
SECTION II – WHO IS AN INSURED, is amended to include as an additional insured:

- (1) Any person or organization to whom you become obligated to include as an additional insured under this policy, as a result of any written contract or agreement you enter into which requires you to furnish insurance to that person or organization of the type provided by this policy, but only with respect to liability to the extent caused by you and arising out of your operations, including both continuing and completed operations, or premises owned by or rented to you; or
- (2) Any designated person or organization, designated by you in writing to us, but only with respect to liability to the extent caused by you and arising out of your operations or premises owned by or rented to you and provided the "bodily injury", "property damage" or "personal and advertising injury" occurs subsequent to your written request to designate such person or organization as additional insured.

However, the insurance provided will not exceed the lesser of:

- The coverage and/or limits of this policy, or
- The coverage and/or limits required by said contract or agreement.

All other terms and conditions remain unchanged.



Authorized Representative

CONTRACT NO: 1945-18066

EXHIBIT 5

Minority-Owned and Women-Owned Business Enterprise Utilization Plan



OFFICE OF CONTRACT COMPLIANCE

EDWARD H. OLIVIERI

DIRECTOR

118 N. Clark, County Building, Room 1020 • Chicago, Illinois 60602 • (312) 603-5502

TONI PRECKWINKLE

PRESIDENT

**Cook County Board
of Commissioners**

BRANDON JOHNSON

1st District

DENNIS DEER

2nd District

BILL LOWRY

3rd District

STANLEY MOORE

4th District

DEBORAH SIMS

5th District

DONNA MILLER

6th District

ALMA E. ANAYA

7th District

LUIS ARROYO, JR.

8th District

PETER N. SILVESTRI

9th District

BRIDGET GAINER

10th District

JOHN P. DALEY

11th District

BRIDGET DEGNEN

12th District

LARRY SUFFREDIN

13th District

SCOTT R. BRITTON

14th District

KEVIN B. MORRISON

15th District

FRANK AGUILAR

16th District

SEAN M. MORRISON

17th District

August 12, 2020

Mr. Raffi Sarrafian
Chief Procurement Officer
County Building-Room 1018
Chicago, IL 60602

Re: Contract No. 1945-18066
Trane HVAC Products and Installation
Asset Management

Dear Mr. Sarrafian:

The following bid for the above-referenced contract has been reviewed for compliance with the Minority- and Women- owned Business Enterprises (MBE/WBE) Ordinance and have been found to be responsive to the ordinance.

Bidder: Trane U.S., Inc.
Contract Amount: \$25,500,000.00
Contract Goal: 25% MBE, 10% WBE

<u>MBE/WBE</u>	<u>Status</u>	<u>Certifying Agency</u>	<u>Commitment (Direct)</u>
Qu-Bar, Inc.	WBE (8)	Cook County	25.02%
CT Mechanical	WBE (7)	City of Chicago	4.96%
Hillco Distribution Company	WBE (7)	City of Chicago	5.05%
Total			35.02%

The Office of Contract Compliance has been advised by the Requesting Department that no other bidders are being recommended for award. Revised MBE/WBE forms were used in the determination of the responsiveness of this contract.

Sincerely,

Edward H. Olivieri
Contract Compliance Director
EHO/ae

cc: Dan Gizzi, OCPO
Jimmy Rayan, BAM
Earl Manning, BAM
Sheila Atkins, Capital Planning
Enclosure: Revised MBE/WBE Forms

CONTRACT NO. 1945-18066

MBE/WBE LETTER OF INTENT - FORM 2

MWBE Firm: CTMECHANICAL Certifying Agency: City of Chicago
Contact Person: Catherine Tojaga Certification Expiration Date: 3/15/2022
Address: 1200 Capitol Drive Ethnicity: Caucasian
City/State: Addison/IL Zip: 60101 Bid/Proposal/Contract #: 1945-18066
Phone: 630-227-1700 Fax: 847-483-1370 FEIN #: 26-1877103
Email: ctoajaga@ctmechanical.com
Participation: ☒ Direct ☐ Indirect

Will the MWBE firm be subcontracting any of the goods or services of this contract to another firm?

☒ No ☐ Yes -- Please attach explanation. Proposed Subcontractor(s): _____

The undersigned MWBE is prepared to provide the following Commodities/Services for the above named Project/ Contract: (If more space is needed to fully describe MWBE Firm's proposed scope of work and/or payment schedule, attach additional sheets)

INSTALLATION & RELATED SERVICES FOR MECHANICAL PROJECTS UNDER TRANE U.S. INC.

Indicate the Dollar Amount, Percentage, and the Terms of Payment for the above-described Commodities/ Services:

61.765M OVER THE TERM OF THE COOK COUNTY - TRANE U.S. INC CONTRACT WITH NET 75 PAY TERMS.

THE UNDERSIGNED PARTIES AGREE that this Letter of Intent will become a binding Subcontract Agreement for the above work, conditioned upon (1) the Bidder/Proposer's receipt of a signed contract from the County of Cook; (2) Undersigned Subcontractor remaining compliant with all relevant credentials, codes, ordinances and statutes required by Contractor, Cook County, and the State to participate as a MBE/WBE firm for the above work. The Undersigned Parties do also certify that they did not affix their signatures to this document until all areas under Description of Service/ Supply and Fee/Cost were completed.

C23
Signature (MWBE)
Catherine Tojaga
Print Name
CT Mechanical, LLC
Firm Name
June 11, 2020
Date

[Signature]
Signature (Prime Bidder/Proposer)
NIRMAL C. SEICHU
Print Name
TRANE U.S. INC.
Firm Name
JUNE 11th, 2020
Date

Subscribed and sworn before me

this 11 day of June, 2020

Notary Public [Signature]

SEAL

M/WBE Letter of Intent - Form 2

Subscribed and sworn before me

this 11 day of June, 2020

Notary Public [Signature]

WENDY CONIDI
Official Seal
Notary Public - State of Illinois
My Commission Expires Sep 4, 2021

RODNEY WISTROM
Notary Public - Arizona
Maricopa County
My Comm. Expires Jul 31, 2020

MBE/WBE LETTER OF INTENT - FORM 2

MWBE Firm: Hillco Distributing CompanyCertifying Agency: CITY OF CHICAGO + STATE ILContact Person: Nikki Lioody

Certification Expiration Date: _____

Address: 1516 W ARDMOREEthnicity: CAUCASIANCity/State: CHICAGO IL Zip: 60607Bid/Proposal/Contract #: 1945-18066Phone: 312-412-8844 Fax: NAFIRM #: 362893038Email: NIKKI@hillco-distributing.comParticipation: ☒ Direct ☐ Indirect

Will the MWBE firm be subcontracting any of the goods or services of this contract to another firm?

☐ No ☐ Yes - Please attach explanation. Proposed Subcontractor(s): _____

The undersigned MWBE is prepared to provide the following Commodities/Services for the above named Project/ Contract: (if more space is needed to fully describe MWBE Firm's proposed scope of work and/or payment schedule, attach additional sheets)

INTERPOLATION MATERIAL PROVISION FOR MECHANICAL PROJECTS UNDER TRANE U.S. INC.

Indicate the Dollar Amount, Percentage, and the Terms of Payment for the above-described Commodities/ Services:

91.285% DURING THE TERM OF THE COOK COUNTY - TRANE U.S. INC. CONTRACT WITH NET 75 PAY TERMS.

THE UNDERSIGNED PARTIES AGREE that this Letter of Intent will become a binding Subcontract Agreement for the above work, conditioned upon (1) the Bidder/Proposer's receipt of a signed contract from the County of Cook; (2) Undersigned Subcontractor remaining compliant with all relevant credentials, codes, ordinances and statutes required by Contractor, Cook County, and the State to participate as a MBE/WBE firm for the above work. The Undersigned Parties do also certify that they did not affix their signatures to this document until all areas under Description of Service/ Supply and Fuel/Gas were completed.

Signature (MWBE)

NIKKI LIOODY

Print Name

Hillco Distributing

Firm Name

August 6, 2020

Date

Subscribed and sworn before me

this 7 day of AUGUST, 2020Notary Public: Debra Anna Broderick

SEAL

M/WBE Letter of Intent - Form 2

DEBRA ANNA BRODERICK
Official Seal
Notary Public - State of Illinois
My Commission Expires Jan 15, 2023

Signature (Prime Bidder/Proposer)

Vanessa Iorio

Print Name

Trane U.S. Inc

Firm Name

8/11/2020

Date

Subscribed and sworn before me

this 11 day of AUGUST, 2020Notary Public: Lisa G Williams-Rice

SEAL

Revised: 1/29/14

LISA G WILLIAMS-RICE
Official Seal
Notary Public - State of Illinois
My Commission Expires Sep 11, 2023

CONTRACT NO. 1945-18066

MBE/WBE LETTER OF INTENT - FORM 2

M/WBE Firm: QU-BAR, Inc.
Contact Person: Vijay Choksi
Address: 4163 W. 166th Street
City/State: Oak Forest, IL Zip: 60452
Phone: 708-339-8360 Fax: 708-339-8368
Email: vscjr@qubarinc.com

Certifying Agency: Cook County
Certification Expiration Date: Extension Letter - June 22, 2020
Ethnicity: MBE
Bid/Proposal/Contract #: 1945-18066
FEIN #: 36-3776155

Participation: ☒ Direct ☐ Indirect

Will the M/WBE firm be subcontracting any of the goods or services of this contract to another firm?

☐ No ☐ Yes - Please attach explanation. Proposed Subcontractor(s): _____

The undersigned M/WBE is prepared to provide the following Commodities/Services for the above named Project/Contract: (If more space is needed to fully describe M/WBE Firm's proposed scope of work and/or payment schedule, attach additional sheets)

INSTALLATION & RELATED SERVICES FOR MECHANICAL PROJECTS UNDER TRANE U.S. INC.
FOR COOK COUNTY PROJECTS UNDER CONTRACT 1945-18066

Indicate the Dollar Amount, Percentage, and the Terms of Payment for the above-described Commodities/Services:

6.33% OVER THE TERM OF THE COOK COUNTY - TRANE U.S. INC. CONTRACT WITH PAY TERMS

THE UNDERSIGNED PARTIES AGREE that this Letter of Intent will become a binding Subcontract Agreement for the above work, conditioned upon (1) the Bidder/Proposer's receipt of a signed contract from the County of Cook; (2) Undersigned Subcontractor remaining compliant with all relevant credentials, codes, ordinances and statutes required by Contractor, Cook County, and the State to participate as a MBE/WBE firm for the above work. The Undersigned Parties do also certify that they did not affix their signatures to this document until all areas under Description of Service/Supply and Price/Cost were completed.

Signature (M/WBE)

Vijay Choksi

Print Name

QU-BAR, Inc.

Firm Name

June 11, 2020

Date

Subscribed and sworn before me

this 11th day of June, 2020

Notary Public

Signature (Prime Bidder/Proposer)

NIRMAL C. SOKHAI

Print Name

TRANE U.S. INC.

Firm Name

JUNE 11th, 2020

Date

Subscribed and sworn before me

this 11th day of June, 2020

Notary Public

M/WBE Letter of Intent - Form 2

OFFICIAL SEAL
DEBRA A. STERN
Notary Public - State of Illinois
My Commission Expires 9/17/2022

OFFICIAL SEAL
RODNEY WISTROM
Notary Public - Arizona
Maricopa County
My Comm. Expires Jul 31, 2020

MBE/WBE UTILIZATION PLAN - FORM 1

BIDDER/PROPOSER HEREBY STATES that all MBE/WBE firms included in this Plan are certified MBEs/WBEs by at least one of the entities listed in the General Conditions - Section 19.

I BIDDER/PROPOSER MBE/WBE STATUS: (check the appropriate line)

- ☐ Bidder/Proposer is a certified MBE or WBE firm. (If so, attach copy of current Letter of Certification)
- ☐ Bidder/Proposer is a Joint Venture and one or more Joint Venture partners are certified MBEs or WBEs. (If so, attach copies of Letter(s) of Certification, a copy of Joint Venture Agreement clearly describing the role of the MBE/WBE firm(s) and its ownership interest in the Joint Venture and a completed Joint Venture Affidavit - available online at www.cookcountylil.gov/contractcompliance)
- ☒ Bidder/Proposer is not a certified MBE or WBE firm, nor a Joint Venture with MBE/WBE partners, but will utilize MBE and WBE firms either directly or indirectly in the performance of the Contract. (If so, complete Sections II below and the Letter(s) of Intent - Form 2).

II ☒ Direct Participation of MBE/WBE Firms ☐ Indirect Participation of MBE/WBE Firms

NOTE: Where goals have not been achieved through direct participation, Bidder/Proposer shall include documentation outlining efforts to achieve Direct Participation at the time of Bid/Proposal submission. Indirect Participation will only be considered after all efforts to achieve Direct Participation have been exhausted. Only after written documentation of Good Faith Efforts is received will Indirect Participation be considered.

MBEs/WBEs that will perform as subcontractors/suppliers/consultants include the following:

MBE/WBE Firm: QU-BAL INC

Address: 4163 W. 146TH STREET OAK FOUNT IL 60452

E-mail: VSCJR @ QUBALINC.COM

Contact Person: VITAY CHOKSI Phone: 708 339 8368

Dollar Amount Participation: \$ \$6.33M

Percent Amount of Participation: _____ %

*Letter of Intent attached? Yes ☒ No _____

*Current Letter of Certification attached? Yes ☒ No _____

MBE/WBE Firm: CT MECHANICAL

Address: 1700 CAPITOL DRIVE, ADDISON IL 60101

E-mail: CTOJAGA @ CTMECHANICAL.COM

Contact Person: CATHERINE TOJAGA Phone: 847. 483. 1370

Dollar Amount Participation: \$ \$1.265M

Percent Amount of Participation: _____ %

*Letter of Intent attached? Yes ☒ No _____

*Current Letter of Certification attached? Yes ☒ No _____

Attach additional sheets as needed.

* Letter(s) of Intent and current Letters of Certification must be submitted at the time of bid.

MBE/WBE UTILIZATION PLAN - FORM 1

BIDDER/PROPOSER HEREBY STATES that all MBE/WBE firms included in this Plan are certified MBEs/WBEs by at least one of the entities listed in the General Conditions - Section 19.

I BIDDER/PROPOSER MBE/WBE STATUS: (check the appropriate line)

- ☐ Bidder/Proposer is a certified MBE or WBE firm. (If so, attach copy of current Letter of Certification)
- ☐ Bidder/Proposer is a Joint Venture and one or more Joint Venture partners are certified MBEs or WBEs. (If so, attach copies of Letter(s) of Certification, a copy of Joint Venture Agreement clearly describing the role of the MBE/WBE firm(s) and its ownership interest in the Joint Venture and a completed Joint Venture Affidavit - available online at www.cookcountyil.gov/contractcompliance)
- ☒ Bidder/Proposer is not a certified MBE or WBE firm, nor a Joint Venture with MBE/WBE partners, but will utilize MBE and WBE firms either directly or indirectly in the performance of the Contract. (If so, complete Sections II below and the Letter(s) of Intent - Form 2).

II ☒ Direct Participation of MBE/WBE Firms ☐ Indirect Participation of MBE/WBE Firms

NOTE: Where goals have not been achieved through direct participation, Bidder/Proposer shall include documentation outlining efforts to achieve Direct Participation at the time of Bid/Proposal submission. Indirect Participation will only be considered after all efforts to achieve Direct Participation have been exhausted. Only after written documentation of Good Faith Efforts is received will Indirect Participation be considered.

MBEs/WBEs that will perform as subcontractors/suppliers/consultants include the following:

MBE/WBE Firm: HILCO DISTRIBUTION COMPANY

Address: 1516 W. ADAMS CHICAGO, IL 60607

E-mail: NIKKI@HILCODISTRIBUTING.COM

Contact Person: NIKKI LIDDY Phone: 312.482.3344

Dollar Amount Participation: \$ 6,126,571

Percent Amount of Participation: _____ %

*Letter of Intent attached? Yes ☒ No ☐

*Current Letter of Certification attached? Yes ☒ No ☐

MBE/WBE Firm: _____

Address: _____

E-mail: _____

Contact Person: _____ Phone: _____

Dollar Amount Participation: \$ _____

Percent Amount of Participation: _____ %

*Letter of Intent attached? Yes _____ No _____

*Current Letter of Certification attached? Yes _____ No _____

Attach additional sheets as needed.

* Letter(s) of Intent and current Letters of Certification must be submitted at the time of bid.

MBE/WBE UTILIZATION PLAN - FORM 1

BIDDER/PROPOSER HEREBY STATES that all MBE/WBE firms included in this Plan are certified MBEs/WBEs by at least one of the entities listed in the General Conditions - Section 19.

I BIDDER/PROPOSER MBE/WBE STATUS: (check the appropriate line)

- ☐ Bidder/Proposer is a certified MBE or WBE firm. (If so, attach copy of current Letter of Certification)
- ☐ Bidder/Proposer is a Joint Venture and one or more Joint Venture partners are certified MBEs or WBEs. (If so, attach copies of Letter(s) of Certification, a copy of Joint Venture Agreement clearly describing the role of the MBE/WBE firm(s) and its ownership interest in the Joint Venture and a completed Joint Venture Affidavit -- available online at www.cookcountyil.gov/contractcompliance)
- ☒ Bidder/Proposer is not a certified MBE or WBE firm, nor a Joint Venture with MBE/WBE partners, but will utilize MBE and WBE firms either directly or indirectly in the performance of the Contract. (If so, complete Sections II below and the Letter(s) of Intent - Form 2).

II ☒ Direct Participation of MBE/WBE Firms ☒ Indirect Participation of MBE/WBE Firms

NOTE: Where goals have not been achieved through direct participation, Bidder/Proposer shall include documentation outlining efforts to achieve Direct Participation at the time of Bid/Proposal submission. Indirect Participation will only be considered after all efforts to achieve Direct Participation have been exhausted. Only after written documentation of Good Faith Efforts is received will Indirect Participation be considered.

MBEs/WBEs that will perform as subcontractors/suppliers/consultants include the following:

MBE/WBE Firm: VARIANT/PEL PROJECT

Address: _____

E-mail: _____

Contact Person: _____ Phone: _____

Dollar Amount Participation: \$ _____

Percent Amount of Participation: _____ %

*Letter of Intent attached? Yes _____ No _____

*Current Letter of Certification attached? Yes _____ No _____

MBE/WBE Firm: VARIANT/PEL PROJECT

Address: _____

E-mail: _____

Contact Person: _____ Phone: _____

Dollar Amount Participation: \$ _____

Percent Amount of Participation: _____ %

*Letter of Intent attached? Yes _____ No _____

*Current Letter of Certification attached? Yes _____ No _____

Attach additional sheets as needed.

* Letter(s) of Intent and current Letters of Certification must be submitted at the time of bid.

MBE/WBE LETTER OF INTENT - FORM 2M/WBE Firm: VARIANT / PKL PROJECT

Certifying Agency: _____

Contact Person: _____

Certification Expiration Date: _____

Address: _____

Ethnicity: _____

City/State: _____ Zip: _____

Bid/Proposal/Contract #: _____

Phone: _____ Fax: _____

FEIN #: _____

Email: _____

Participation: ☐ Direct ☐ IndirectWill the M/WBE firm be subcontracting any of the goods or services of this contract to another firm? N/A☐ No ☐ Yes -- Please attach explanation. Proposed Subcontractor(s): _____

The undersigned M/WBE is prepared to provide the following Commodities/Services for the above named Project/ Contract: (# more space is needed to fully describe M/WBE Firm's proposed scope of work and/or payment schedule, attach additional sheets)

N/A AT THIS TIME, 4.30.20Indicate the Dollar Amount, Percentage, and the Terms of Payment for the above-described Commodities/ Services:N/A AT THIS TIME, 4.30.20

THE UNDERSIGNED PARTIES AGREE that this Letter of Intent will become a binding Subcontract Agreement for the above work, conditioned upon (1) the Bidder/Proposer's receipt of a signed contract from the County of Cook; (2) Undersigned Subcontractor remaining compliant with all relevant credentials, codes, ordinances and statutes required by Contractor, Cook County, and the State to participate as a MBE/WBE firm for the above work. The Undersigned Parties do also certify that they did not affix their signatures to this document until all areas under Description of Service/ Supply and Fee/Cost were completed.

N/A AT THIS TIME, 4.30.20

Signature (M/WBE)

N/A AT THIS TIME, 4.30.20

Signature (Prime Bidder/Proposer)

Print Name

Print Name

Firm Name

Firm Name

Date

Date

Subscribed and sworn before me

Subscribed and sworn before me

this ____ day of _____, 20____.

this ____ day of _____, 20____.

Notary Public _____

Notary Public _____

SEAL

SEAL

PETITION FOR REDUCTION/WAIVER OF MBE/WBE PARTICIPATION – FORM 3**A. BIDDER/PROPOSER HEREBY REQUESTS: *N/A AT THIS TIME, 4/30/20***☐

FULL MBE WAIVER

☐

FULL WBE WAIVER

☐

REDUCTION (PARTIAL MBE and/or WBE PARTICIPATION)

____ % of Reduction for MBE Participation

____ % of Reduction for WBE Participation

B. REASON FOR FULL/REDUCTION WAIVER REQUEST *N/A AT THIS TIME, 4.30.20*

Bidder/Proposer shall check each item applicable to its reason for a waiver request. Additionally, supporting documentation shall be submitted with this request.

☐

(1) Lack of sufficient qualified MBEs and/or WBEs capable of providing the goods or services required by the contract. (Please explain)

☐

(2) The specifications and necessary requirements for performing the contract make it impossible or economically infeasible to divide the contract to enable the contractor to utilize MBEs and/or WBEs in accordance with the applicable participation. (Please explain)

☐

(3) Price(s) quoted by potential MBEs and/or WBEs are above competitive levels and increase cost of doing business and would make acceptance of such MBE and/or WBE bid economically impracticable, taking into consideration the percentage of total contract price represented by such MBE and/or WBE bid. (Please explain)

☐

(4) There are other relevant factors making it impossible or economically infeasible to utilize MBE and/or WBE firms. (Please explain)

C. GOOD FAITH EFFORTS TO OBTAIN MBE/WBE PARTICIPATION *N/A AT THIS TIME, 4.30.20*☐

(1) Made timely written solicitation to identified MBEs and WBEs for utilization of goods and/or services; and provided MBEs and WBEs with a timely opportunity to review and obtain relevant specifications, terms and conditions of the proposal to enable MBEs and WBEs to prepare an informed response to solicitation. (Attach of copy written solicitations made)

☐

(2) Used the services and assistance of the Office of Contract Compliance staff. (Please explain)

☐

(3) Timely notified and used the services and assistance of community, minority and women business organizations. (Attach of copy written solicitations made)

☐

(4) Followed up on initial solicitation of MBEs and WBEs to determine if firms are interested in doing business. (Attach supporting documentation)

☐

(5) Engaged MBEs & WBEs for direct/indirect participation. (Please explain)

D. OTHER RELEVANT INFORMATION *N/A AT THIS TIME, 4.30.20*

Attach any other documentation relative to Good Faith Efforts in complying with MBE/WBE participation.

CONTRACT NO: 1945-18066

EXHIBIT 6

Economic Disclosure Statement Forms

**COOK COUNTY
ECONOMIC DISCLOSURE STATEMENT
AND EXECUTION DOCUMENT
INDEX**

Section	Description	Pages
1	Instructions for Completion of EDS	EDS i - ii
2	Certifications	EDS 1-2
3	Economic and Other Disclosures, Affidavit of Child Support Obligations, Disclosure of Ownership Interest and Familial Relationship Disclosure Form	EDS 3 - 12
4	Cook County Affidavit for Wage Theft Ordinance	EDS 13-14
5	Contract and EDS Execution Page	EDS 15
6	Cook County Signature Page	EDS 16

SECTION 1
INSTRUCTIONS FOR COMPLETION OF
ECONOMIC DISCLOSURE STATEMENT AND EXECUTION DOCUMENT

This Economic Disclosure Statement and Execution Document ("EDS") is to be completed and executed by every Bidder on a County contract, every Proposer responding to a Request for Proposals, and every Respondent responding to a Request for Qualifications, and others as required by the Chief Procurement Officer. The execution of the EDS shall serve as the execution of a contract awarded by the County. The Chief Procurement Officer reserves the right to request that the Bidder or Proposer, or Respondent provide an updated EDS on an annual basis.

Definitions. Terms used in this EDS and not otherwise defined herein shall have the meanings given to such terms in the Instructions to Bidders, General Conditions, Request for Proposals, Request for Qualifications, as applicable.

Affiliate means a person that directly or indirectly through one or more intermediaries, Controls is Controlled by, or is under common Control with the Person specified.

Applicant means a person who executes this EDS.

Bidder means any person who submits a Bid.

Code means the Code of Ordinances, Cook County, Illinois available on municode.com.

Contract shall include any written document to make Procurements by or on behalf of Cook County.

Contractor or *Contracting Party* means a person that enters into a Contract with the County.

Control means the unfettered authority to directly or indirectly manage governance, administration, work, and all other aspects of a business.

EDS means this complete Economic Disclosure Statement and Execution Document, including all sections listed in the Index and any attachments.

Joint Venture means an association of two or more Persons proposing to perform a for-profit business enterprise. Joint Ventures must have an agreement in writing specifying the terms and conditions of the relationship between the partners and their relationship and respective responsibility for the Contract.

Lobby or *lobbying* means to, for compensation, attempt to influence a County official or County employee with respect to any County matter.

Lobbyist means any person who lobbies.

Person or *Persons* means any individual, corporation, partnership, Joint Venture, trust, association, Limited Liability Company, sole proprietorship or other legal entity.

Prohibited Acts means any of the actions or occurrences which form the basis for disqualification under the Code, or under the Certifications hereinafter set forth.

Proposal means a response to an RFP.

Proposer means a person submitting a Proposal.

Response means response to an RFQ.

Respondent means a person responding to an RFQ.

RFP means a Request for Proposals issued pursuant to this Procurement Code.

RFQ means a Request for Qualifications issued to obtain the qualifications of interested parties.

**INSTRUCTIONS FOR COMPLETION OF
ECONOMIC DISCLOSURE STATEMENT AND EXECUTION DOCUMENT**

Section 1: Instructions. Section 1 sets forth the instructions for completing and executing this EDS.

Section 2: Certifications. Section 2 sets forth certifications that are required for contracting parties under the Code and other applicable laws. Execution of this EDS constitutes a warranty that all the statements and certifications contained, and all the facts stated, in the Certifications are true, correct and complete as of the date of execution.

Section 3: Economic and Other Disclosures Statement. Section 3 is the County's required Economic and Other Disclosures Statement form. Execution of this EDS constitutes a warranty that all the information provided in the EDS is true, correct and complete as of the date of execution, and binds the Applicant to the warranties, representations, agreements and acknowledgements contained therein.

Required Updates. The Applicant is required to keep all information provided in this EDS current and accurate. In the event of any change in the information provided, including but not limited to any change which would render inaccurate or incomplete any certification or statement made in this EDS, the Applicant shall supplement this EDS up to the time the County takes action, by filing an amended EDS or such other documentation as is required.

Additional Information. The County's Governmental Ethics and Campaign Financing Ordinances impose certain duties and obligations on persons or entities seeking County contracts, work, business, or transactions, and the Applicant is expected to comply fully with these ordinances. For further information please contact the Director of Ethics at (312) 603-4304 (69 W. Washington St. Suite 3040, Chicago, IL 60602) or visit the web-site at cookcountyiil.gov/ethics-board-of.

Authorized Signers of Contract and EDS Execution Page. If the Applicant is a corporation, the President and Secretary must execute the EDS. In the event that this EDS is executed by someone other than the President, attach hereto a certified copy of that section of the Corporate By-Laws or other authorization by the Corporation, satisfactory to the County that permits the person to execute EDS for said corporation. If the corporation is not registered in the State of Illinois, a copy of the Certificate of Good Standing from the state of incorporation must be submitted with this Signature Page.

If the Applicant is a partnership or joint venture, all partners or joint venturers must execute the EDS, unless one partner or joint venture has been authorized to sign for the partnership or joint venture, in which case, the partnership agreement, resolution or evidence of such authority satisfactory to the Office of the Chief Procurement Officer must be submitted with this Signature Page.

If the Applicant is a member-managed LLC all members must execute the EDS, unless otherwise provided in the operating agreement, resolution or other corporate documents. If the Applicant is a manager-managed LLC, the manager(s) must execute the EDS. The Applicant must attach either a certified copy of the operating agreement, resolution or other authorization, satisfactory to the County, demonstrating such person has the authority to execute the EDS on behalf of the LLC. If the LLC is not registered in the State of Illinois, a copy of a current Certificate of Good Standing from the state of incorporation must be submitted with this Signature Page.

If the Applicant is a Sole Proprietorship, the sole proprietor must execute the EDS.

A "Partnership" "Joint Venture" or "Sole Proprietorship" operating under an Assumed Name must be registered with the Illinois county in which it is located, as provided in 805 ILCS 405 (2012), and documentation evidencing registration must be submitted with the EDS.

Effective October 1, 2016 all foreign corporations and LLCs must be registered with the Illinois Secretary of State's Office unless a statutory exemption applies to the applicant. Applicants who are exempt from registering must provide a written statement explaining why they are exempt from registering as a foreign entity with the Illinois Secretary of State's Office.

SECTION 2

CERTIFICATIONS

THE FOLLOWING CERTIFICATIONS ARE MADE PURSUANT TO STATE LAW AND THE CODE. THE APPLICANT IS CAUTIONED TO CAREFULLY READ THESE CERTIFICATIONS PRIOR TO SIGNING THE SIGNATURE PAGE. SIGNING THE SIGNATURE PAGE SHALL CONSTITUTE A WARRANTY BY THE APPLICANT THAT ALL THE STATEMENTS, CERTIFICATIONS AND INFORMATION SET FORTH WITHIN THESE CERTIFICATIONS ARE TRUE, COMPLETE AND CORRECT AS OF THE DATE THE SIGNATURE PAGE IS SIGNED. THE APPLICANT IS NOTIFIED THAT IF THE COUNTY LEARNS THAT ANY OF THE FOLLOWING CERTIFICATIONS WERE FALSELY MADE, THAT ANY CONTRACT ENTERED INTO WITH THE APPLICANT SHALL BE SUBJECT TO TERMINATION.

A. PERSONS AND ENTITIES SUBJECT TO DISQUALIFICATION

No person or business entity shall be awarded a contract or sub-contract, for a period of five (5) years from the date of conviction or entry of a plea or admission of guilt, civil or criminal, if that person or business entity:

- 1) Has been convicted of an act committed, within the State of Illinois, of bribery or attempting to bribe an officer or employee of a unit of state, federal or local government or school district in the State of Illinois in that officer's or employee's official capacity;
- 2) Has been convicted by federal, state or local government of an act of bid-rigging or attempting to rig bids as defined in the Sherman Anti-Trust Act and Clayton Act. Act. 15 U.S.C. Section 1 *et seq.*;
- 3) Has been convicted of bid-rigging or attempting to rig bids under the laws of federal, state or local government;
- 4) Has been convicted of an act committed, within the State, of price-fixing or attempting to fix prices as defined by the Sherman Anti-Trust Act and the Clayton Act. 15 U.S.C. Section 1, *et seq.*;
- 5) Has been convicted of price-fixing or attempting to fix prices under the laws the State;
- 6) Has been convicted of defrauding or attempting to defraud any unit of state or local government or school district within the State of Illinois;
- 7) Has made an admission of guilt of such conduct as set forth in subsections (1) through (6) above which admission is a matter of record, whether or not such person or business entity was subject to prosecution for the offense or offenses admitted to; or
- 8) Has entered a plea of *nolo contendere* to charge of bribery, price-fixing, bid-rigging, or fraud, as set forth in subparagraphs (1) through (6) above.

In the case of bribery or attempting to bribe, a business entity may not be awarded a contract if an official, agent or employee of such business entity committed the Prohibited Act on behalf of the business entity and pursuant to the direction or authorization of an officer, director or other responsible official of the business entity, and such Prohibited Act occurred within three years prior to the award of the contract. In addition, a business entity shall be disqualified if an owner, partner or shareholder controlling, directly or indirectly, 20% or more of the business entity, or an officer of the business entity has performed any Prohibited Act within five years prior to the award of the Contract.

THE APPLICANT HEREBY CERTIFIES THAT: The Applicant has read the provisions of Section A, Persons and Entities Subject to Disqualification, that the Applicant has not committed any Prohibited Act set forth in Section A, and that award of the Contract to the Applicant would not violate the provisions of such Section or of the Code.

B. BID-RIGGING OR BID ROTATING

THE APPLICANT HEREBY CERTIFIES THAT: In accordance with 720 ILCS 5/33 E-11, neither the Applicant nor any Affiliated Entity is barred from award of this Contract as a result of a conviction for the violation of State laws prohibiting bid-rigging or bid rotating.

C. DRUG FREE WORKPLACE ACT

THE APPLICANT HEREBY CERTIFIES THAT: The Applicant will provide a drug free workplace, as required by (30 ILCS 580/3).

D. DELINQUENCY IN PAYMENT OF TAXES

THE APPLICANT HEREBY CERTIFIES THAT: The Applicant is not an owner or a party responsible for the payment of any tax or fee administered by Cook County, such as bar award of a contract or subcontract pursuant to the Code, Chapter 34, Section 34-171.

E. HUMAN RIGHTS ORDINANCE

No person who is a party to a contract with Cook County ("County") shall engage in unlawful discrimination or sexual harassment against any individual in the terms or conditions of employment, credit, public accommodations, housing, or provision of County facilities, services or programs (Codo Chapter 42, Section 42-30 *et seq.*).

F. ILLINOIS HUMAN RIGHTS ACT

THE APPLICANT HEREBY CERTIFIES THAT: It is in compliance with the Illinois Human Rights Act (775 ILCS 5/2-105), and agrees to abide by the requirements of the Act as part of its contractual obligations.

G. INSPECTOR GENERAL (COOK COUNTY CODE, CHAPTER 34, SECTION 34-174 and Section 34-250)

The Applicant has not willfully failed to cooperate in an investigation by the Cook County Independent Inspector General or to report to the Independent Inspector General any and all information concerning conduct which they know to involve corruption, or other criminal activity, by another county employee or official, which concerns his or her office of employment or County related transaction.

The Applicant has reported directly and without any undue delay any suspected or known fraudulent activity in the County's Procurement process to the Office of the Cook County Inspector General.

H. CAMPAIGN CONTRIBUTIONS (COOK COUNTY CODE, CHAPTER 2, SECTION 2-585)

THE APPLICANT CERTIFIES THAT: It has read and shall comply with the Cook County's Ordinance concerning campaign contributions, which is codified at Chapter 2, Division 2, Subdivision II, Section 585, and can be read in its entirety at www.municode.com.

I. GIFT BAN, (COOK COUNTY CODE, CHAPTER 2, SECTION 2-574)

THE APPLICANT CERTIFIES THAT: It has read and shall comply with the Cook County's Ordinance concerning receiving and soliciting gifts and favors, which is codified at Chapter 2, Division 2, Subdivision II, Section 574, and can be read in its entirety at www.municode.com.

J. LIVING WAGE ORDINANCE PREFERENCE (COOK COUNTY CODE, CHAPTER 34, SECTION 34-160;

Unless expressly waived by the Cook County Board of Commissioners, the Code requires that a living wage must be paid to individuals employed by a Contractor which has a County Contract and by all subcontractors of such Contractor under a County Contract, throughout the duration of such County Contract. The amount of such living wage is annually by the Chief Financial Officer of the County, and shall be posted on the Chief Procurement Officer's website.

The term "Contract" as used in Section 4, I, of this EDS, specifically excludes contracts with the following:

- 1) Not-For Profit Organizations (defined as a corporation having tax exempt status under Section 501(C)(3) of the United States Internal Revenue Code and recognized under the Illinois State not-for-profit law);
- 2) Community Development Block Grants;
- 3) Cook County Works Department;
- 4) Sheriff's Work Alternative Program; and
- 5) Department of Correction Inmates.

SECTION 3**REQUIRED DISCLOSURES****1. DISCLOSURE OF LOBBYIST CONTACTS**

List all persons that have made lobbying contacts on your behalf with respect to this contract:

Name

Address

N/AN/AN/A**2. LOCAL BUSINESS PREFERENCE STATEMENT (CODE, CHAPTER 34, SECTION 34-230)**

Local business means a Person, including a foreign corporation authorized to transact business in Illinois, having a bona fide establishment located within the County at which it is transacting business on the date when a Bid is submitted to the County, and which employs the majority of its regular, full-time work force within the County. A Joint Venture shall constitute a Local Business if one or more Persons that qualify as a "Local Business" hold interests totaling over 50 percent in the Joint Venture, even if the Joint Venture does not, at the time of the Bid submittal, have such a bona fide establishment within the County.

- a) Is Applicant a "Local Business" as defined above?

Yes: _____ No: ✓

- b) If yes, list business addresses within Cook County:

N/A

- c) Does Applicant employ the majority of its regular full-time workforce within Cook County?

Yes: _____ No: ✓

3. THE CHILD SUPPORT ENFORCEMENT ORDINANCE (CODE, CHAPTER 34, SECTION 34-172)

Every Applicant for a County Privilege shall be in full compliance with any child support order before such Applicant is entitled to receive or renew a County Privilege. When delinquent child support exists, the County shall not issue or renew any County Privilege, and may revoke any County Privilege.

All Applicants are required to review the Cook County Affidavit of Child Support Obligations attached to this EDS (EDS-5) and complete the Affidavit, based on the instructions in the Affidavit.

4. REAL ESTATE OWNERSHIP DISCLOSURES.

The Applicant must indicate by checking the appropriate provision below and providing all required information that either:

- a) The following is a complete list of all real estate owned by the Applicant in Cook County:

PERMANENT INDEX NUMBER(S):

N/A

N/A

N/A

(ATTACH SHEET IF NECESSARY TO LIST ADDITIONAL INDEX NUMBERS)

OR:

- b) ☒ The Applicant owns no real estate in Cook County.

5. EXCEPTIONS TO CERTIFICATIONS OR DISCLOSURES.

If the Applicant is unable to certify to any of the Certifications or any other statements contained in this EDS and not explained elsewhere in this EDS, the Applicant must explain below:

If the letters, "NA", the word "None" or "No Response" appears above, or if the space is left blank, it will be conclusively presumed that the Applicant certified to all Certifications and other statements contained in this EDS.

COOK COUNTY DISCLOSURE OF OWNERSHIP INTEREST STATEMENT

The Cook County Code of Ordinances (§2-610 *et seq.*) requires that any Applicant for any County Action must disclose information concerning ownership interests in the Applicant. This Disclosure of Ownership Interest Statement must be completed with all information current as of the date this Statement is signed. Furthermore, this Statement must be kept current, by filing an amended Statement, until such time as the County Board or County Agency shall take action on the application. The information contained in this Statement will be maintained in a database and made available for public viewing. County reserves the right to request additional information to verify veracity of information contained in this statement.

If you are asked to list names, but there are no applicable names to list, you must state NONE. An incomplete Statement will be returned and any action regarding this contract will be delayed. A failure to fully comply with the ordinance may result in the action taken by the County Board or County Agency being voided.

"Applicant" means any Entity or person making an application to the County for any County Action.

"County Action" means any action by a County Agency, a County Department, or the County Board regarding an ordinance or ordinance amendment, a County Board approval, or other County agency approval, with respect to contracts, leases, or sale or purchase of real estate.

"Person" "Entity" or "Legal Entity" means a sole proprietorship, corporation, partnership, association, business trust, estate, two or more persons having a joint or common interest, trustee of a land trust, other commercial or legal entity or any beneficiary or beneficiaries thereof.

This Disclosure of Ownership Interest Statement must be submitted by :

1. An Applicant for County Action and
2. A Person that holds stock or a beneficial interest in the Applicant and is listed on the Applicant's Statement (a "Holder") must file a Statement and complete #1 only under Ownership Interest Declaration.

Please print or type responses clearly and legibly. Add additional pages if needed, being careful to identify each portion of the form to which each additional page refers.

This Statement is being made by the ☒ Applicant or ☐ Stock/Beneficial Interest Holder

This Statement is an: ☒ Original Statement or ☐ Amended Statement

Identifying Information:

Name: TRANE U.S. INC.
 D/B/A: TRANE FEIN # Only: 25-0900465
 Street Address: 800 E. BIRCH STREET
 City: DAVIDSON State: NC Zip Code: 28036
 Phone No.: 704.655.4000 Fax Number: N/A Email: N/A

Cook County Business Registration Number: N/A
 (Sole Proprietor, Joint Venture Partnership)

Corporate File Number (if applicable): N/A

Form of Legal Entity:

- ☐ Sole Proprietor ☐ Partnership ☒ Corporation ☐ Trustee of Land Trust
- ☐ Business Trust ☐ Estate ☐ Association ☐ Joint Venture
- ☐ Other (describe) _____

Ownership Interest Declaration:

1. List the name(s), address, and percent ownership of each Person having a legal or beneficial interest (including ownership) of more than five percent (5%) in the Applicant/Holder.

Name	Address	Percentage Interest in Applicant/Holder
N/A		
N/A		
N/A		

2. If the interest of any Person listed in (1) above is held as an agent or agents, or a nominee or nominees, list the name and address of the principal on whose behalf the interest is held.

Name of Agent/Nominee	Name of Principal	Principal's Address
N/A		
N/A		
N/A		

3. Is the Applicant constructively controlled by another person or Legal Entity? ☒ Yes ☐ No
If yes, state the name, address and percentage of beneficial interest of such person, and the relationship under which such control is being or may be exercised.

Name	Address	Percentage of Beneficial Interest	Relationship
N/A			
TRANE TECHNOLOGIES	800 E. BEATTY ST. DAVISON, NC 28036	100%	TRANE U.S. INC & TRANE ARE SUBSIDIARIES OF TRANE TECHNOLOGIES
N/A			

Corporate Officers, Members and Partners Information:

For all corporations, list the names, addresses, and terms for all corporate officers. For all limited liability companies, list the names, addresses for all members. For all partnerships and joint ventures, list the names, addresses, for each partner or joint venture.

Name	Address	Title (specify title of Office, or whether manager or partner/joint venture)	Term of Office
MIKE LAMACH	800 E. BEATTY ST DAVISON, NC 28036	CHIEF EXECUTIVE OFFICER	ONGOING
DAVE ROBINSON		CHIEF OPERATING OFFICER	ONGOING
DONNY SIMMONS		PRESIDENT	ONGOING

Declaration (check the applicable box):

- ☒ I state under oath that the Applicant has withheld no disclosure as to ownership interest in the Applicant nor reserved any information, data or plan as to the intended use or purpose for which the Applicant seeks County Board or other County Agency action.
- ☐ I state under oath that the Holder has withheld no disclosure as to ownership interest nor reserved any information required to be disclosed.

COOK COUNTY DISCLOSURE OF OWNERSHIP INTEREST STATEMENT SIGNATURE PAGE

NICK HINZ
Name of Authorized Applicant/Holder Representative (please print or type)

VP BGM
Signature

NSEKHA1@TRANE.COM
E-mail address

VP BGM
Title

5.6.20
Date

630.362.1258
Phone Number

Subscribed to and sworn before me
this 6th day of MAY, 2020

X Margaret Mary Mount
Notary Public Signature

My commission expires: 10/24/2020





COOK COUNTY BOARD OF ETHICS
 69 W. WASHINGTON STREET, SUITE 3040
 CHICAGO, ILLINOIS 60602
 312/603-4304 Office 312/603-9988 Fax

FAMILIAL RELATIONSHIP DISCLOSURE PROVISION

Nepotism Disclosure Requirement:

Doing a significant amount of business with the County requires that you disclose to the Board of Ethics the existence of any familial relationships with any County employee or any person holding elective office in the State of Illinois, the County, or in any municipality within the County. The Ethics Ordinance defines a significant amount of business for the purpose of this disclosure requirement as more than \$25,000 in aggregate County leases, contracts, purchases or sales in any calendar year.

If you are unsure of whether the business you do with the County or a County agency will cross this threshold, err on the side of caution by completing the attached familial disclosure form because, among other potential penalties, any person found guilty of failing to make a required disclosure or knowingly filing a false, misleading, or incomplete disclosure will be prohibited from doing any business with the County for a period of three years. The required disclosure should be filed with the Board of Ethics by January 1 of each calendar year in which you are doing business with the County and again with each bid/proposal/quotation to do business with Cook County. The Board of Ethics may assess a late filing fee of \$100 per day after an initial 30-day grace period.

The person that is doing business with the County must disclose his or her familial relationships. If the person on the County lease or contract or purchasing from or selling to the County is a business entity, then the business entity must disclose the familial relationships of the individuals who are and, during the year prior to doing business with the County, were:

- its board of directors,
- its officers,
- its employees or independent contractors responsible for the general administration of the entity,
- its agents authorized to execute documents on behalf of the entity, and
- its employees who directly engage or engaged in doing work with the County on behalf of the entity.

Do not hesitate to contact the Board of Ethics at (312) 603-4304 for assistance in determining the scope of any required familial relationship disclosure.

Additional Definitions:

"*Familial relationship*" means a person who is a spouse, domestic partner or civil union partner of a County employee or State, County or municipal official, or any person who is related to such an employee or official, whether by blood, marriage or adoption, as a:

Parent
 Child
 Brother
 Sister
 Aunt
 Uncle
 Niece
 Nephew

Grandparent
 Grandchild
 Father-in-law
 Mother-in-law
 Son-in-law
 Daughter-in-law
 Brother-in-law
 Sister-in-law

Stepfather
 Stepmother
 Stepson
 Stepdaughter
 Stepbrother
 Stepsister
 Halfbrother
 Halfsister

CONTRACT #: 1945-18066

**COOK COUNTY BOARD OF ETHICS
FAMILIAL RELATIONSHIP DISCLOSURE FORM**

A. PERSON DOING OR SEEKING TO DO BUSINESS WITH THE COUNTY

Name of Person Doing Business with the County: TRANE U.S. INC.

Address of Person Doing Business with the County: 800 E. BEARY ST. DURHAM NC 28036

Phone number of Person Doing Business with the County: 704.655.4000

Email address of Person Doing Business with the County: N/A

If Person Doing Business with the County is a Business Entity, provide the name, title and contact information for the individual completing this disclosure on behalf of the Person Doing Business with the County:

NIRMAL C. SEKHRI, NATIONAL & STRATEGIC ACCOUNT MANAGER, 630.362.1258, NSEKHRI@TRANE.COM

B. DESCRIPTION OF BUSINESS WITH THE COUNTY

Append additional pages as needed and for each County lease, contract, purchase or sale sought and/or obtained during the calendar year of this disclosure (or the proceeding calendar year if disclosure is made on January 1), identify:

The lease number, contract number, purchase order number, request for proposal number and/or request for qualification number associated with the business you are doing or seeking to do with the County: _____

1945-18066

The aggregate dollar value of the business you are doing or seeking to do with the County: \$ 25,500.00

The name, title and contact information for the County official(s) or employee(s) involved in negotiating the business you are doing or seeking to do with the County: _____

DAN GIZZI, SR. CONTRACT NEGOTIATOR / COOK COUNTY PROCUREMENT, DAN.GIZZI@COOKCOUNTY.IL.GOV, 312.603.6825

The name, title and contact information for the County official(s) or employee(s) involved in managing the business you are doing or seeking to do with the County: _____

SHEILA ATKINS, PROJECT DIRECTOR / COOK COUNTY CAPITAL PLANNING, SHEILA.ATKINS@COOKCOUNTY.IL.GOV, 312.603.5542

C. DISCLOSURE OF FAMILIAL RELATIONSHIPS WITH COUNTY EMPLOYEES OR STATE, COUNTY OR MUNICIPAL ELECTED OFFICIALS

Check the box that applies and provide related information where needed

☐ D The Person Doing Business with the County is an individual and there is no familial relationship between this individual and any Cook County employee or any person holding elective office in the State of Illinois, Cook County, or any municipality within Cook County.

☒ X The Person Doing Business with the County is a business entity and there is no familial relationship between any member of this business entity's board of directors, officers, persons responsible for general administration of the business entity, agents authorized to execute documents on behalf of the business entity or employees directly engaged in contractual work with the County on behalf of the business entity, and any Cook County employee or any person holding elective office in the State of Illinois, Cook County, or any municipality within Cook County.

**COOK COUNTY BOARD OF ETHICS
FAMILIAL RELATIONSHIP DISCLOSURE FORM**

- D** The Person Doing Business with the County is an individual and there is a familial relationship between this individual and at least one Cook County employee and/or a person or persons holding elective office in the State of Illinois, Cook County, and/or any municipality within Cook County. The familial relationships are as follows:

Name of Individual Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship
N/A			
N/A			
N/A			

If more space is needed, attach an additional sheet following the above format.

The Person Doing Business with the County is a business entity and there is a familial relationship between at least one member of this business entity's board of directors, officers, persons responsible for general administration of the business entity, agents authorized to execute documents on behalf of the business entity and/or employees directly engaged in contractual work with the County on behalf of the business entity, on the one hand, and at least one Cook County employee and/or a person holding elective office in the State of Illinois, Cook County, and/or any municipality within Cook County, on the other. The familial relationships are as follows:

Name of Member of Board of Director for Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship
N/A			
N/A			
N/A			

Name of Officer for Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship
N/A			
N/A			
N/A			

**COOK COUNTY BOARD OF ETHICS
FAMILIAL RELATIONSHIP DISCLOSURE FORM**


Name of Person Responsible for the General Administration of the Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*
N/A			
N/A			
N/A			

Name of Agent Authorized to Execute Documents for Business Entity Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*
N/A			
N/A			
N/A			

Name of Employee of Business Entity Directly Engaged in Doing Business with the County	Name of Related County Employee or State, County or Municipal Elected Official	Title and Position of Related County Employee or State, County or Municipal Elected Official	Nature of Familial Relationship*
N/A			
N/A			
N/A			

If more space is needed, attach an additional sheet following the above format.

VERIFICATION: To the best of my knowledge, the information I have provided on this disclosure form is accurate and complete. I acknowledge that an inaccurate or incomplete disclosure is punishable by law, including but not limited to fines and debarment.

 VICEPRESIDENT & GEN
Signature of Recipient

5.6.20
Date

SUBMIT COMPLETED FORM TO:

Cook County Board of Ethics
69 West Washington Street, Suite 3040, Chicago, Illinois 60602
Office (312) 603-4304 – Fax (312) 603-9988
CookCounty.Ethics@cookcountyil.gov

* Spouse, domestic partner, civil union partner or parent, child, sibling, aunt, uncle, niece, nephew, grandparent or grandchild by blood, marriage (i.e. in laws and step relations) or adoption.

SECTION 4

COOK COUNTY AFFIDAVIT FOR WAGE THEFT ORDINANCE

Effective May 1, 2015, every Person, including Substantial Owners, seeking a Contract with Cook County must comply with the Cook County Wage Theft Ordinance set forth in Chapter 34, Article IV, Section 179. Any Person/Substantial Owner, who fails to comply with Cook County Wage Theft Ordinance, may request that the Chief Procurement Officer grant a reduction or waiver in accordance with Section 34-179(d).

"Contract" means any written document to make Procurements by or on behalf of Cook County.

"Person" means any individual, corporation, partnership, Joint Venture, trust, association, limited liability company, sole proprietorship or other legal entity.

"Procurement" means obtaining supplies, equipment, goods, or services of any kind.

"Substantial Owner" means any person or persons who own or hold a twenty-five percent (25%) or more percentage of interest in any business entity seeking a County Privilege, including those shareholders, general or limited partners, beneficiaries and principals; except where a business entity is an individual or sole proprietorship, Substantial Owner means that individual or sole proprietor.

All Persons/Substantial Owners are required to complete this affidavit and comply with the Cook County Wage Theft Ordinance before any Contract is awarded. Signature of this form constitutes a certification the information provided below is correct and complete, and that the individual(s) signing this form has/have personal knowledge of such information. County reserves the right to request additional information to verify veracity of information contained in this Affidavit.

I. Contract Information:

Contract Number: 1945-18066

County Using Agency (requesting Procurement): BUREAU OF ASSET MANAGEMENT/CAPITAL PLANNING

II. Person/Substantial Owner Information:

Person (Corporate Entity Name): TRANS U.S. INC.

Substantial Owner Complete Name: TRANS U.S. INC.

FEIN# 25-0700465

E-mail address: N/A

Street Address: 800 E. BEATY ST

City: DURHAM

State: NC

Zip: 28036

Home Phone: 

III. Compliance with Wage Laws:

Within the past five years has the Person/Substantial Owner, in any judicial or administrative proceeding, been convicted of, entered a plea, made an admission of guilt or liability, or had an administrative finding made for committing a repeated or willful violation of any of the following laws:

Illinois Wage Payment and Collection Act, 820 ILCS 115/1 et seq.,

YES or NO

Illinois Minimum Wage Act, 820 ILCS 105/1 et seq.,

YES or NO

Illinois Worker Adjustment and Retraining Notification Act, 820 ILCS 65/1 et seq.,

YES or NO

Employee Classification Act, 820 ILCS 185/1 et seq.,

YES or NO

Fair Labor Standards Act of 1938, 29 U.S.C. 201, et seq.,

YES or NO

Any comparable state statute or regulation of any state, which governs the payment of wages

YES or NO

If the Person/Substantial Owner answered "Yes" to any of the questions above, it is ineligible to enter into a Contract with Cook County, but can request a reduction or waiver under Section IV.

IV. Request for Waiver or Reduction

If Person/Substantial Owner answered "Yes" to any of the questions above, it may request a reduction or waiver in accordance with Section 34-179(d), provided that the request for reduction of waiver is made on the basis of one or more of the following actions that have taken place:

There has been a bona fide change in ownership or Control of the Ineligible Person or Substantial Owner
YES or NO *N/A*

Disciplinary action has been taken against the individual(s) responsible for the acts giving rise to the violation
YES or NO *N/A*

Remedial action has been taken to prevent a recurrence of the acts giving rise to the disqualification or default
YES or NO *N/A*

Other factors that the Person or Substantial Owner believe are relevant.
YES or NO *N/A*

The Person/Substantial Owner must submit documentation to support the basis of its request for a reduction or waiver. The Chief Procurement Officer reserves the right to make additional inquiries and request additional documentation.

V. Affirmation

The Person/Substantial Owner affirms that all statements contained in the Affidavit are true, accurate and complete.

Signature: *[Signature]* Date: 5.6.20

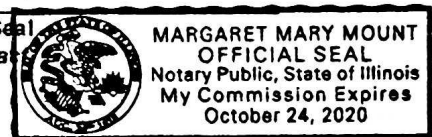
Name of Person signing (Print): NICK HINZ Title: VP & GM

Subscribed and sworn to before me this 6th day of May, 2020

x *[Signature]*
Notary Public Signature

Notary Seal

Note: The above information is subject to verification prior to the award of the Contract



SECTION 5

CONTRACT AND EDS EXECUTION PAGE

The Applicant hereby certifies and warrants that all of the statements, certifications and representations set forth in this EDS are true, complete and correct; that the Applicant is in full compliance and will continue to be in compliance throughout the term of the Contract or County Privilege issued to the Applicant with all the policies and requirements set forth in this EDS; and that all facts and information provided by the Applicant in this EDS are true, complete and correct. The Applicant agrees to inform the Chief Procurement Officer in writing if any of such statements, certifications, representations, facts or information becomes or is found to be untrue, incomplete or incorrect during the term of the Contract or County Privilege.

Execution by Corporation

TRANE
Corporation's Name

Nick Hinz VP & GM NICK HINZ
President's Printed Name and Signature

630. 734. 3200
Telephone

NHINZ@TRANE.COM
Email

N/A
Secretary Signature

5.6.20
Date

Execution by LLC

N/A
LLC Name

*Member/Manager Printed Name and Signature

Date

Telephone and Email

Execution by Partnership/Joint Venture

N/A
Partnership/Joint Venture Name

*Partner/Joint Venturer Printed Name and Signature

Date

Telephone and Email

Execution by Sole Proprietorship

N/A
Printed Name Signature

Assumed Name (if applicable)

Date

Telephone and Email

Subscribed and sworn to before me this
6th day of May, 2020

My commission expires: 10-24-2020

Margaret Mary Mount
Notary Public Signature

Notary Seal



*If the operating agreement, partnership agreement or governing documents require execution by multiple persons, managers, partners, or joint venturers, please complete and execute additional Contract and EDS Execution Pages.

SECTION 6

COOK COUNTY SIGNATURE PAGE

ON BEHALF OF THE COUNTY OF COOK, A BODY POLITIC AND CORPORATE OF THE STATE OF ILLINOIS, THIS CONTRACT IS HEREBY EXECUTED BY:

Raffi Sarrafian

COOK COUNTY CHIEF PROCUREMENT OFFICER

DATED AT CHICAGO, ILLINOIS THIS 20th DAY OF August, 2020

APPROVED AS TO FORM:

Daniel H Brennan Jr

ASSISTANT STATES ATTORNEY
(Required on contracts over \$1,000,000)

CONTRACT TERM & AMOUNT

1945-18066

CONTRACT #

August 1, 2020 through September 30, 2022

RENEWAL OPTIONS (If Applicable)

ORIGINAL CONTRACT TERM

\$25,500,000.00

CONTRACT AMOUNT

June 18, 2020

COOK COUNTY BOARD APPROVAL DATE (If Applicable)

**APPROVED AS AMENDED
BY THE BOARD OF COOK COUNTY COMMISSIONERS**

JUL 30 2020

COM _____

CONTRACT NO: 1945-18066

EXHIBIT 7

Cook County Board of Commissioners Authorization



Board of Commissioners of Cook County

118 North Clark Street
Chicago, IL

Legislation Details

File #: 20-2642 **Version:** 1 **Name:** Trane U.S., Inc., Chicago, Illinois
Type: Contract **Status:** Approved
File created: 5/29/2020 **In control:** Board of Commissioners
On agenda: 7/30/2020 **Final action:** 7/30/2020
Title: PROPOSED CONTRACT

Department(s): Department of Capital Planning and Policy

Vendor: Trane U.S., Inc., Davidson, NC

Request: Authorization for the Chief Procurement Officer to enter into and execute

Good(s) or Service(s): Countywide HVAC Installation and Related Services

Contract Value: \$25,500,000.00

Contract period: 8/1/2020 - 9/30/2022

Potential Fiscal Year Budget Impact: FY 2020 \$4,700,000.00, FY 2021 \$11,200,000.00, FY 2022 \$9,400,000.00 \$9,600,000.00

Accounts: Capital Improvement Program

Contract Number(s): 1945-18066

Concurrences:

The vendor has met the Minority- and Women-owned Business Enterprise Ordinance via direct participation.

The Chief Procurement Office concurs.

Summary: The Vendor shall provide comprehensive HVAC design, installation and related products and services for Board-approved CIP projects.

This Contract is awarded as a Comparable Government Procurement pursuant to Section 31-140 of the Cook County Procurement Code. Trane U.S., Inc. was previously awarded a contract through a Request for Proposals (RFP) process through U.S. Communities, a national government purchasing cooperative sponsored by the National Association of Counties (NaCo), and in cooperation with Hartford County Public Schools, Maryland. Cook County wishes to leverage this procurement effort...end

Sponsors:

Indexes: EARL MANNING, Director, Office of Capital Planning and Policy

Code sections:

Attachments:

Date	Ver.	Action By	Action	Result
7/30/2020	1	Board of Commissioners	approve as amended in the errata	Pass

CONTRACT NO: 1945-18066

Attachment 1



TRANE®

REDACTED TECHNICAL PROPOSAL HARFORD COUNTY PUBLIC SCHOOLS AND U.S. COMMUNITIES

**RFP # 15-JLP-023
REQUEST FOR PROPOSALS
FOR HVAC PRODUCTS, INSTALLATION,
SERVICES AND RELATED PRODUCTS
AND SERVICES**

August 13, 2015





REDACTED TECHNICAL PROPOSAL

TABLE OF CONTENTS

TRANSMITTAL LETTER (per Supplier Information > Background > Q.1)

1. **HCPS CONTRACT AGREEMENT**
2. **SUPPLIER QUALIFICATION WORKSHEET**
3. **SUPPLIER INFORMATION**
4. **SUBMISSION SIGNATURE SHEET**
5. **HCPS ANTI-BRIBERY – DEBARMENT ATTESTATION**
6. **U.S. COMMUNITIES ADMINISTRATION AGREEMENT – SIGNED UNALTERED**
7. **MBE ATTACHMENT A**
8. **MBE ATTACHMENT B**
9. **(REDACTED)**
10. **(REDACTED)**

APPENDIX

11. **(REDACTED)**
12. **Product and Performance Information Sheets**
This appendix corresponds to the Supplier Information section titled "Products, Services and Solutions" question number 1.c.
13. **Installation Operation Maintenance – Air-Cooled Scroll Chillers**
Literature Number: CBSVX17C-EN
This appendix corresponds to the Supplier Information section titled "Products, Services and Solutions" question number 1.d.

**AVAILABLE IN ELECTRONIC FORMAT ONLY
FOR ENVIRONMENTAL PURPOSES**

14. **Catalog or Brochure Type Information**
This appendix corresponds to the Supplier Information section titled "Products, Services and Solutions" question number 1.b.



Trane U.S. Inc.
10847 Golden W Dr #100
Hunt Valley, MD
+1(410) 403-2200
www.trane.com

August 13, 2015

Harford County Public Schools
U.S. Communities
ATTN: Purchasing
102 South Hickory Ave.
Bel Air, MD 21014

RE: TRANSMITTAL LETTER for RFP #15-JLP-023: HVAC PRODUCTS, INSTALLATION, SERVICES AND RELATED PRODUCTS AND SERVICES

Dear Ms. Sherry Ramsey Downen,

We deeply appreciate the opportunity provided for us to submit our Proposal for RFP #15-JLP-023. We understand that the intent of this RFP is to solicit sealed proposals from qualified business entities, such as Trane, to provide and install a Chiller at the Harford County Public Schools North Harford Middle School, and also provide comprehensive HVAC Products, Installation, Services and Related Products and Services on a national level through U.S. Communities. We have tailored our response to meet your needs as outlined in the Request for Proposals.

Trane U. S. Inc., a business of Ingersoll Rand plc, is a business committed to sustainable business practices within our own companies and for our customers. Our real strength is the consultative, interactive approach we take to helping customers identify and implement the conditions that are essential to being an industry leader.

Our team's initial approach to Harford County Public Schools and U.S. Communities projects will include the necessary technical and financial analyses, a process informed by our experience in design-build of similar facilities across the country. We will incorporate consideration for long-term operations and maintenance issues, such as fuel source reliability, life-cycle cost assessment and patient comfort.

We believe the experience of our project team is compelling and worthy of serious consideration as the expertise and "one-stop" value provided by our Trane Team is unique in the industry. Our team's collaborative approach leads to an excellence in project execution to where we are unique in our customer satisfaction scores specific to the installation and commissioning of our programs.

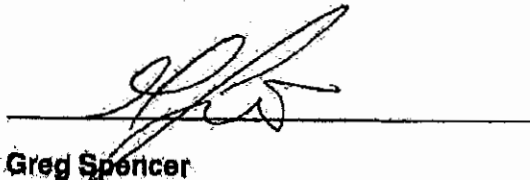
We've responded with information specific to your request, as well as some additional information that may be helpful in developing your projects. To summarize, Trane provides:

- Strong local presence and a "one stop shop" of equipment, service, parts, warehousing and energy services in Maryland and across all 50 states. We believe this uniquely sets us apart from every other OEM.

- The financial foundation of a company with an established record of high-quality and high-performance, and a strong balance sheet to support your projects;
- A strong local project team (supported by regional & national team) with tools and expertise gained from experience in energy efficiency and energy project development and financing specific to the higher education marketplace;
- A "best-in-class" transparent process to objectively assess different technological and financial options as a true partner with Harford County Public Schools and U.S. Communities. We are truly "vendor neutral" and focused on optimizing your assets and finding the most "cost effective" solutions under the direction of the customer. This is "YOUR" project and we are under "YOUR" direction at all times;

Our team's true measure of success for this project will depend on our ability to exceed your sustainability/operational/capital goals in a reasonable and cost-effective manner. We plan to accomplish this by supporting your objectives for your customers with the best personnel and equipment in the industry. As Trane strives to provide the best service specifically tailored to our individual customers, we will work with you, after the award, to customize and craft the final mutually agreeable contract. Trane reserves the right to withdrawal its proposal prior to the award and to decline the award in its sole discretion.

Thank you for the opportunity to respond to this exciting partnership, and we look forward to hearing from you.



Greg Spencer

Strategic Program Leader
Trane U.S. Inc.

Phone: +1(972)406-6090

Email: GSSpencer@Trane.com

Section 5 – Harford County Schools Purchase Agreement

MASTER PURCHASE AGREEMENT:

By and Between:
HARFORD COUNTY PUBLIC SCHOOLS, MARYLAND
102 S. Hickory Ave.
Bel Air, MD 21014
and

TRANE, U.S.

THIS MASTER PURCHASE AGREEMENT made and entered into this, ____ day of _____, 2015, by and between Harford County Public Schools, Maryland (hereinafter referred to as "School District", "HCPS" or "District"), and TRANE, U.S., a corporation authorized to conduct business in the State of Maryland (hereinafter referred to as "Supplier")

This agreement is made on behalf of Harford County Public Schools, Maryland and other participating governmental agencies, through the U.S. Communities Government Purchasing Alliance.

WITNESSETH:

WHEREAS, pursuant to the District, Supplier has submitted a proposal to provide a master agreement for a National Award covering the following: HVAC products, installation, services and related products and services in accordance with the scope, terms and conditions of Request for Proposal, RFP 15-JLP-023, addenda, amendments, appendices, and related correspondence. The Request for Proposal is incorporated in its entirety and included as part of this agreement.

WHEREAS, HCPS desires to engage Supplier to perform said services; and

WHEREAS, HCPS and Supplier desire to state terms and conditions under which Supplier will provide said services to Harford County Public Schools (Lead Agency) and participating public agencies who have registered with U.S. Communities.

NOW, THEREFORE, in consideration of the mutual covenants, condition and promises contained herein, the parties have to agree to as follows:

- A. Services.** Supplier will provide HVAC products, installation, services and related products and services as detailed in the referenced RFP to HCPS, which is attached hereto and incorporated herein as a part of this Master Purchase Agreement.

- B. Purchase Order.** Purchase order shall mean any authorized written, electronic, telephone or fax order sent or made by HCPS pursuant hereto, including but not limited to, written purchase orders, faxed purchase orders, and orders in such other form and/ or mode of transmission as HCPS and Supplier may from time to time agree including purchases made via procurement credit card.
- C. Term.** The initial term of this Master Purchase agreement shall be three (3) years from October 1, 2015 (or the date of HCPS Board approval) through September 30, 2018. This Master Purchasing Agreement may then be renewed by mutual written agreement of the parties for two (2) additional, two (2) year periods.
- D. Compensation.** HCPS agrees to pay, and Supplier agrees to accept as compensation for the products provided pursuant to this Master Purchasing Agreement , the following:
- a. The price proposal set forth in the final RFP response and all related Amendments
- E. Invoicing.** Supplier agrees to invoice HCPS as deliveries are completed or charge purchases to an authorized HCPS Visa credit card. Invoices shall be delivered to HCPS accounts payable. Each invoice shall include- as applicable- the following data: Item Number, Purchase Order Number, Item Description, Quantity Purchased, Unit Price, Extended price and Delivery location. All purchase orders will be invoiced separately. Each invoice submitted by Supplier shall be paid by HCPS within thirty (30) days after approval. The Supplier has agreed to accept payment via a procurement credit card (i.e. Visa, MasterCard, etc.) which is the preferred method of payment.
- F. Insurance.** Supplier shall maintain at its own cost and expense (and shall cause any Subcontractor to maintain) insurance policies in form and substance acceptable to HCPS as detailed in the Request for Proposal.
- G. Termination of Contract.** This contract may be terminated for cause as per the General Requirements of the RFP, Section 1, L, page 7.
- H. Notification.** Notices under this Master Purchase Agreement shall be addressed as follows:

Jeff LaPorta, Supervisor of Purchasing
Harford County Public Schools
102 S. Hickory Avenue
Bel Air, MD 21014

The effective date of any notice under this Master Purchasing Agreement shall be the date of the recipient by the addressee. The failure of either party to give notice of default, or to strictly enforce or insist upon compliance with any of the terms or conditions of this Master Purchase Agreement, or the granting of an extension of time for performance shall not constitute the permanent waiver of any term or condition of this Master Purchasing Agreement. This Master Purchasing Agreement and each of its provisions shall remain at all times in full force effect until modified by the parties in writing.

- I. Governing Law.** This contract shall be interpreted under and governed by the laws of the State of Maryland. Disputes will be settled as per the stipulations contained within the Request for Proposal.
- J. Incorporation of Appendices.** All provisions of Appendices and Amendments are hereby incorporated herein and made a part of this Master Purchase Agreement. In the event of any apparent conflict between any provisions set forth in the main body of the Master Purchasing Agreement and in any provision set forth in the Appendices and Amendments the provisions shall be interpreted, to the extent possible, as if they do not conflict. In the event that such an interpretation is not possible, the provisions set forth in the main body of this Master Purchase Agreement shall control.
- K. Entire Master Purchase Agreement.** This Master Purchase Agreement including the entire RFP solicitation and the Appendices attached hereto contain all the terms and conditions agreed upon by both parties. No other understandings, oral or otherwise, regarding the subject matter of this Master Purchasing Agreement shall be deemed to exist or to bind any of the parties hereto. Not contained herein shall not be binding on either party, nor of any force or effect. Any Best and Final Offer and applicable Amendments are also included and become part of the Master Agreement.
- L. Participating Public Agencies.** Supplier agrees to extend the same terms, covenants and conditions available to HCPS under this Master Purchasing Agreement to other government agencies ("Participating Public Agencies") that, in their discretion, desire to access this Master Purchasing Agreement in accordance with all terms and conditions contained herein or attached hereto. Each participating Public Agency will be exclusively responsible and deal directly with Supplier on matters relating to ordering, delivery, inspection, acceptance, invoicing and payment for products and services in accordance with the terms and conditions of this Master Purchasing Agreement. Any disputes between a Participating Public Agency and Supplier will be resolved directly between them in accordance with and governed by the laws of the State in which the Participating Public agency exists.

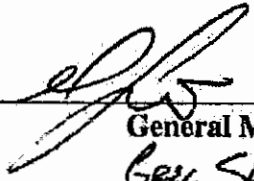
IN WITNESS WHEREOF, THE PARTIES HAVE EXECUTED THIS
AGREEMENT IN THE YEAR AND DAY AS NOTED:
HARFORD COUNTY PUBLIC SCHOOLS, MARYLAND

by _____
Superintendent of Schools Date

by _____
Board of Education President Date

by _____
Supervisor of Purchasing Date

SUPPLIER:

by  _____
General Manager Date
Brian Spencer 8-13-15

SUPPLIER WORKSHEET FOR NATIONAL PROGRAM CONSIDERATION

Suppliers are required to meet specific qualifications. Please respond in the spaces provided after each qualification statement below:

- A. State if pricing for all Products/Services offered will be the most competitive pricing offered by your organization to Participating Public Agencies nationally.
YES ☒ NO ☐
- B. Does your company have the ability to provide service to any Participating Public Agencies in the contiguous 48 states, and the ability to deliver service in Alaska and Hawaii?
YES ☒ NO ☐
- C. Does your company have a national sales force, dealer network or distributor with the ability to call on Participating Public Agencies in at least 35 U.S. states?
YES ☒ NO ☐
- D. Did your company have sales greater than \$100 million last year in the United States?
YES ☒ NO ☐
- E. Does your company have existing capacity to provide electronic and ecommerce ordering and billing?
YES ☒ NO ☐
- F. Will your company assign a dedicated Senior Management level Account Manager to support the resulting U.S. Communities program contract?
YES ☒ NO ☐
- G. Does your company agree to respond to all agency referrals from U.S. Communities within 2 business days?
YES ☒ NO ☐
- H. Does your company maintain records of your overall Participating Public Agencies' sales that you can and will share with U.S. Communities to monitor program implementation progress?
YES ☒ NO ☐
- I. Will your company commit to the following program implementation schedule?
YES ☒ NO ☐
- J. Will the U.S. Communities program contract be your lead public offering to Participating Public Agencies?
YES ☒ NO ☐

TRANS, U.S.
Submitted by: GRACE SPENCER
(Printed Name)
Strategic Program Manager
(Title)

[Signature]
(Signature)
8-13-15
(Date)



BACKGROUND DETAILED NARRATIVE

Describes the strengths of the company and its understanding of the scope of work statement. Include a brief history and description of your company and a description of relevant past performance and experience with regards to contracts of similar scale, scope and complexity.

STRENGTHS OF TRANE

- 17 years of experience on a national cooperative
- 100+ years in business
- Hold #1 or #2 market positions in all of our business lines globally as a corporation
- Experienced sales force, 22 Districts / 84 offices across the U.S. able to do business in all 50 states including remote areas such as Hawaii, Alaska, etc.
- Complete sales and service support
- Value based pricing
- Almost 670 LEED APs, 182 Professional Engineers, and 240 Certified Energy Managers
- Positions in ASHRAE, BOMA, USGBC
- Nationally Accredited ESCO company for 11 years
- Leader in industry training - proven through NC3 Sponsorship
- Product Innovation – chiller design, applications company, IAQ company, thermal energy - comprehensive
- Trane Vision: A World of Sustainable progress and enduring results
- Trane Purpose: We advance the quality of life by creating comfortable, sustainable and efficient environments
- Customer for Life Mentality
- Dedicated Commitment to Safety Commitment to Sustainability - CEES
- Energy Services & Controls concentrated offerings

UNDERSTANDING OF THE SCOPE OF WORK STATEMENT

We understand that the intent of this RFP is to solicit sealed proposals from qualified business entities, such as Trane, to provide and install a Chiller at the Harford County Public Schools North Harford Middle School, and also provide comprehensive HVAC Products, Installation, Services and Related Products and Services on a national level through U.S. Communities. This contract will allow government agencies to purchase the products and services defined herein, in indefinite quantities on an as-needed basis. The method of procurement will be a competitive negotiation via a Request for Proposal (RFP) which may include the submission of best and final offers. Price will not be the sole determinant for the award. As defined by the American Bar Association Model Procurement Code, Competitive Sealed Proposals (RFP) will be evaluated based upon criteria formulated around best value which may include among other criteria: price, quality, performance, references, financial information and the ability to successfully



market to states, local governments, school districts, higher education institutions and other government agencies and nonprofit organizations.

BRIEF HISTORY AND DESCRIPTION OF TRANE

Trane U. S. Inc., a business of Ingersoll Rand, is a corporation committed to sustainable business practices within our company and for our customers. Established in 1913 and incorporated in the State of Delaware in 1929, our story began as a classic American success story that grew globally through heating, ventilation and air conditioning. The industry's most significant advancements occurred because Trane pushed the limits to create more comfortable and cost effective spaces where people live, work and play for 100 years. With HVAC averaging 40% of energy costs for our customers, the energy industry was a natural growth area for our business.



RELEVANT PAST PERFORMANCE AND EXPERIENCE

BOLES INDEPENDENT SCHOOL DISTRICT, Quinlan, Texas

Trane best-value TCPN contract enables construction of new science lab building

Boles Independent School District's (ISD) elementary, middle and high school campuses are located thirty-five miles east of Dallas, on 36,700 acres of land on beautiful Lake Tawakoni. The district's student enrollment is approximately 500 students, with nearly 400 of the students transferring from thirteen other school districts. The mission of Boles ISD is to provide an educational environment in which all students can learn and acquire the skills to be productive citizens. And while Boles ISD is financially the poorest district in Texas, it is rich in academics, as demonstrated by its number of students who have graduated from high school with an Associates Degree, and successfully continued on to major universities.

WASHBURN TECH, Topeka, Kansas

Rigorous curriculum and Trane advanced technologies better prepare tomorrow's workforce

Washburn Tech (WT) is a nationally recognized innovator in career and technical education designed to enhance lives and strengthen the communities it serves. WT's Midwest Training Center (MTC) provides training in current and emerging climate and energy control technologies. Backed by a system of connected and stackable credentials, the center offers existing technicians, new students and displaced workers a multitude of programs in a variety of industry sectors including energy, transportation, and advanced manufacturing. MTC's goal is to provide the workforce with the training needed to enable regional business growth. The center also provides train-the-trainer opportunities to secondary and post-secondary instructors throughout the Midwest.



HOMESTEAD-WAKEFIELD ELEMENTARY, Bel Air, Maryland

TCPN speeds chiller replacement for increased efficiency, energy savings

The 50-year-old Homestead-Wakefield Elementary school is part of the Harford County Public School District. With more than 1,000 students, the school has been identified as one of the three largest elementary schools in Maryland. The district's mission to nurture and inspire learning is evident at Homestead-Wakefield, as assessments continue to show outstanding student achievement and continuous improvement.

MURFREESBORO SCHOOL DISTRICT, Murfreesboro, Arkansas

TCPN helps meet tight funding deadlines, allows reinvestment in community with selection of local contractors

Murfreesboro School District is located in South Pike County in Murfreesboro, Arkansas, a small town of approximately 1600 people. The school district includes two elementary and one high school that serve just over 550 students in grades K through 12.

OSSEO AREA SCHOOLS - ISD #279, Maple Grove, MN

TCPN helps complete procurement process in one-third of normal working time, enables desired brand and vendor selection

Osseo Area Schools - ISD #279 is an award-winning school system that inspires and prepares its students with the confidence, courage, and competence to achieve their dreams; contribute to community; and engage in a lifetime of learning. The district serves more than 20,000 students in seventeen elementary schools, four junior highs, three senior highs, an area learning center, two early childhood centers, two special program sites, and an adult education/enrollment center. Racially and culturally diverse, the students of Osseo Area Schools reflect the global community, coming from homes where more than 80 dialects or languages other than English are spoken.

CALVERT COUNTY PUBLIC SCHOOLS, Prince Frederick, Maryland

Trane Rental Rebate program provides fast response, lower lifecycle cost solution

The Calvert County Career and Technology Academy, for grades eleven and twelve, provides relevant learning and real job related experiences to better prepare students for college and the workplace. The school's mission is to help students develop a productive work ethic, master mathematics and communications requirements, and learn skills in their chosen program. Areas of focus include high-skill occupations, such as information technology, finance, construction trades, homeland security, health professions and pre-engineering.



TRANE

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NATIONAL COMMITMENTS

WRITTEN NARRATIVE

Offer shall provide a written narrative of its understanding and acceptance of the requirements in Supplier Qualifications on pages 28-33.

Trane U.S. Inc. understands and accepts the requirements in the Supplier Qualifications.



COMPANY

1. Provide the total number and location of sales persons employed by your company in the United States.

As of December 31, 2014, Ingersoll Rand employed approximately 43,000 people world-wide. Trane comprises of 7,036 of those employees.

Trane U.S. Inc. Employee Breakdown	
Indirect Sale Associates	740,740
Direct Sales Associates	751,751
Sales Support	1,725
Service Technicians	2,346
Engineering Support	485
Administration	119

The following Trane franchise offices are independently owned and are part of this RFP response. Each franchise is categorized by Zone. Over time, Trane has begun to purchase back franchise offices when the opportunity arises. This is why zones may not be reflected in a complete numerical sequence.

Zone 1 Houston

Indirect Sales Associates	18
Direct Sales Associates	38
Sales Support	10
Service Technicians	84
Engineering Support	8
Administration	6

Zone 10 Wichita

Indirect Sales Associates	6
Direct Sales Associates	5
Sales Support	2
Service Technicians	19
Engineering Support	2
Administration	2

Zone 14 Portland

Indirect Sales Associates	7
Direct Sales Associates	8
Sales Support	5
Service Technicians	28
Engineering Support	4
Administration	5

Zone 7 Arkansas

Indirect Sales Associates	7
Direct Sales Associates	8
Sales Support	3
Service Technicians	40
Engineering Support	4
Administration	2

Zone 12 Philadelphia

Indirect Sales Associates	11
Direct Sales Associates	15
Sales Support	12
Service Technicians	75
Engineering Support	14
Administration	18

Zone 16 San Francisco

Indirect Sales Associates	9
Direct Sales Associates	21
Sales Support	18
Service Technicians	57
Engineering Support	5
Administration	30

**TRANE**

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Zone 17 Wilmington

Indirect Sales Associates	4
Direct Sales Associates	9
Sales Support	3
Service Technicians	21
Engineering Support	8
Administration	30

Zone 21 Las Vegas

Indirect Sales Associates	5
Direct Sales Associates	7
Sales Support	2
Service Technicians	18
Engineering Support	3
Administration	6

Zone 24 Flint

Indirect Sales Associates	4
Direct Sales Associates	4
Sales Support	3
Service Technicians	23
Engineering Support	2
Administration	8

Zone 37 Washington DC

Indirect Sales Associates	20
Direct Sales Associates	18
Sales Support	15
Service Technicians	130
Engineering Support	24
Administration	20

Zone 44 Cleveland

Indirect Sales Associates	15
Direct Sales Associates	13
Sales Support	13
Service Technicians	77
Engineering Support	21
Administration	29

Zone 19 Des Moines

Indirect Sales Associates	6
Direct Sales Associates	5
Sales Support	3
Service Technicians	31
Engineering Support	5
Administration	19

Zone 22 Greensboro

Indirect Sales Associates	20
Direct Sales Associates	15
Sales Support	20
Service Technicians	150
Engineering Support	30
Administration	100

Zone 36 Dayton

Indirect Sales Associates	4
Direct Sales Associates	8
Sales Support	3
Service Technicians	34
Engineering Support	8
Administration	5

Zone 43 Norfolk

Indirect Sales Associates	11
Direct Sales Associates	12
Sales Support	10
Service Technicians	75
Engineering Support	10
Administration	9

Zone 48 Buffalo

Indirect Sales Associates	5
Direct Sales Associates	8
Sales Support	3
Service Technicians	25
Engineering Support	6
Administration	5



Zone 51 Great Falls

Indirect Sales Associates	3
Direct Sales Associates	2
Sales Support	4
Service Technicians	12
Engineering Support	2
Administration	2

Zone 55 Peoria

Indirect Sales Associates	2
Direct Sales Associates	1
Sales Support	2
Service Technicians	11
Engineering Support	1
Administration	8

Zone 53 Louisville

Indirect Sales Associates	10
Direct Sales Associates	23
Sales Support	4
Service Technicians	80
Engineering Support	8
Administration	5

Zone 57 Tampa

Indirect Sales Associates	8
Direct Sales Associates	20
Sales Support	10
Service Technicians	80
Engineering Support	13
Administration	10

2. Describe how the above sales persons would be utilized in selling this contract, including the time commitment each sales person will devote to selling this contract.

Trane's established Team Leader for the program will conduct one half day training program for all sales, operational and administrative personnel in all the Trane district offices. Additionally, there will be follow up training with every office on estimating and complying with the terms and conditions of the U.S. Communities contract. Additionally, there are day and half seminars conducted with role playing, presentations of real world scenarios and other tools to teach the sales force on how to utilize the U.S. Communities contract in the marketplace. Finally, there will be one-on-one customer visits and teleconferences to explain the program to these customers for their acceptance.

Immediately upon contract award, we will distribute a professional Joint News Release to main newspapers in all regions and to appropriate K-12 and government association publications, such as American School and University, Facilities Manager, School Construction News, etc.

We will:

- Send, from the customer list of participating U.S. COMMUNITIES members, a direct mail piece within 30 days of contract award.
- Set up meetings in all appropriate regions for all U.S. COMMUNITIES members' and non-members within 60 days of contract award. Encourage attendance by advertising in advance and include lunch and door prizes. Meeting purpose will be to re-introduce Trane and U.S. COMMUNITIES's program via a formal presentation with questions and answers. Regional Education Service Center, Trane and U.S. COMMUNITIES representatives will participate in these meetings.



- Add U.S. COMMUNITIES to all Trane websites with Trane's capabilities, contract information and how to access the program.
 - Participate in the following conferences (Municipal League, Association of School Administrators, Association of School Board Officials, and CEFPI along with others) providing an exhibit with appropriate signage and literature. In addition, Trane will provide workshops where government entities can be educated on HVAC and refrigeration topics geared for the audience. Hospitality rooms will be provided to show appreciation to the government entities for their support of U.S. COMMUNITIES and Trane.
 - All Trane offices in every state will be informed of the contract award and will be provided with appropriate support materials. Account managers will be asked to personally visit their government customers for "lunch and learns" to teach all local entities of the U.S. COMMUNITIES program and how to utilize the contract.
 - Work with U.S. COMMUNITIES to more prominently advertise our contract on their website.
3. **Provide the total number and location of service/installation technicians and engineering positions employed by your company in the United States.**

Within the United States, Trane employs 2,346 Service Technicians and 485 engineering support positions. These include 181 Professional Engineers, 204 Certified Energy Managers and 675 LEED® Accredited Professionals.

4. **Provide the company annual sales for 2012, 2013 and 2014 in the United States; Sales reporting should be segmented into the following categories:**

*** Figures shown are for Ingersoll-Rand-Parent Company** Overall Annual Sales History

SUPPLIER ANNUAL SALES IN THE UNITED STATES FOR 2012, 2013, AND 2014			
SEGMENT	2012 Sales	2013 Sales	2014 Sales
Cities	N/A	N/A	N/A
Counties	N/A	N/A	N/A
K-12 (Public/Private)	N/A	N/A	N/A
Higher Education (Public/Private)	N/A	N/A	N/A
States	N/A	N/A	N/A
Other Public Sector and Nonprofits	N/A	N/A	N/A
Federal	N/A	N/A	N/A
Private Sector	N/A	N/A	N/A
Total Supplier Sales	\$12.9B	\$12.4B	\$12.0B



5. Provide annual sales for 2012, 2013 and 2014 in the United States for the proposed Products and/or Services; Sales reporting should be segmented into the following categories:

SUPPLIER ANNUAL SALES IN THE UNITED STATES FOR 2012, 2013, AND 2014			
SEGMENT	2012 Sales	2013 Sales	2014 Sales
Cities	\$203.2M	\$201.7M	\$199.2M
Counties	See above	See above	See above
K-12 (Public/Private)	\$244.5M	\$246.6M	\$258.6M
Higher Education (Public/Private)	\$167.5M	\$153.8M	\$162.4M
States	See above	See above	See above
Other Public Sector and Nonprofits	\$9M	\$11.4M	\$9.4M
Federal	See above	See above	See above
Private Sector	\$2,089M	\$2,158.8M	\$2,265.5M
Total Supplier Sales	\$2,743.6M	\$2,772.3M	\$2,895.1M

6. Provide a description of your company's relevant market and your position within it.

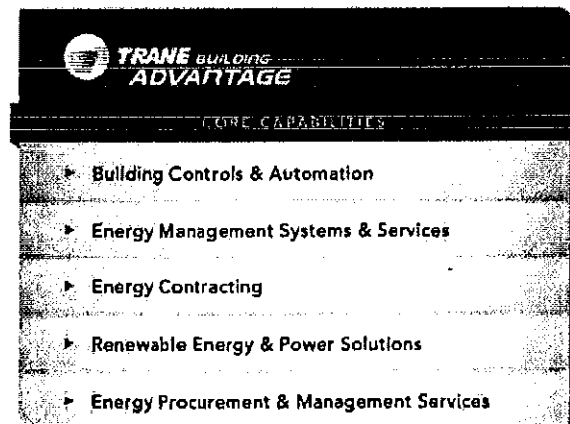
HVAC Equipment and Services

Trane holds the top position within the manufacturing, sales, installation and service of commercial HVAC equipment and services. Trane has the broadest, most complete product line in the global HVAC industry. Our completion varies depending on whether the client is purchasing equipment, controls, turnkey installation, Performance contracting, services or Parts. Our industry share position is first in the following areas: New Installation, Controls, Chiller Systems, Applied Air Handling Systems, Applied Rooftop Systems, Applied Variable Air Volume Systems.

Energy Services and Solutions

Trane has been known as a trusted HVAC equipment provider for more than 100 years, yet the evolution of our future is introduced through the Trane Building Advantage™ brand.

Trane Building Advantage is the new brand for our energy services and solutions business. This breadth of capabilities allows Trane to deliver outcomes that have a larger impact to the business results of our customers. This means we will continue to expand our resources to best support equipment, BAS systems and utility systems of all manufacturers to best manage the energy, capital and operating costs for our clients. The image on this page captures our core capabilities.





7. Submit your current Federal Identification Number and latest Dun & Bradstreet report.

Trane U.S. Inc.
Federal Identification Number: 25-0900465
Dun & Bradstreet Record Number: 126365795

8. Provide a list with contact information of your company's ten largest public agency customers.

Member Name	Member Contact	Address
Lakota Board of Education	Robert Fischer 513/777-3316	5572 Princeton Rd Hamilton, OH
Osseo Area Schools ISD 279	William Tourdot 715/597-3141	11200 93rd Avenue North Maple Grove, MN
City of Dallas	Jesse Dillard 214/670-3296	1500 Marilla Street Dallas, TX
Martin County School District	Jay Angel 772/219-3104	500 East Ocean Blvd Stuart, FL
Gregg County	Kristy Reynolds 903/237-2657	101 E. Methvin St. Ste. 205 Longview, TX
University of Arkansas	Ian Hadden 501/569-3000	1 University Of Arkansas Little Rock, AR
Minneapolis Public Schools	Greg Nash 612/668-0377	807 NE Broadway Minneapolis, MN
Prospect Heights Park District	Scott Devlin 847/666-4868	110 W Camp McDonald Rd Prospect Heights, IL
Cook County School District 104	Allan McDonald 708/385-6800	6021 S. 74th Avenue Summit, IL
New Kensington-Arnold School District	Mike Orr 724/335-4401	703 Stevenson Blvd New Kensington, PA



DISTRIBUTION

1. **Describe how your company proposes to distribute the Products and Services nationwide.**

Ingersoll Rand/Trane utilizes multiple carriers/modes across North America (and beyond) in the process of moving product from our plants and warehouses/distribution centers to our customers.

2. **Identify all other companies that will be involved in processing, handling or shipping the Product to the end user.**

Ingersoll Rand/Trane utilizes multiple carriers/modes across North America (and beyond) in the process of moving product from our plants and warehouses/distribution centers to our customers. We partner with carriers who meet our requirements and/or industry standards for quality and service performance. Carrier specifics vary by mode, origin/destination points and customer requirements.

3. **State the effectiveness of the proposed distribution in providing the lowest cost to the end user.**

Our shipping locations attempt to use the best combination of service and price to meet each customer's specific need every time. Origin of the product depends solely on the product being ordered. Regional stock is also inventoried for things such as parts and unitary equipment.

4. **Provide the number, size and location of your company's distribution facilities, warehouses and retail network as applicable.**

We have 16 express warehouses, 2 Global parts warehouses, 16 plant sites and about 250 retail parts centers.

5. **Provide the number and location of support centers (if applicable).**

Zone 1 Houston

Hunton Trane Services
5622 Luce Street
Houston, TX 77087

Tel 713-643-8336
Toll Free 1-800-880-7378
Fax 713-643-3693

Has the largest service department in the Trane network of distributors. They service industrial and commercial accounts with HVAC service, pipefitting, plumbing, filters, modifications and fabrication. There are 3 parts locations throughout the Greater Houston area.

**Zone 2 Dallas**

Texas Trane (Owned and operated by the Corporation)

1400 Valwood Parkway, Suite 100

Carrollton, TX 75006

Tel 972-406-6000

Fax 972-243-1398

- (3) Service Centers located in Dallas, Ft. Worth and Lubbock
- (5) Parts locations located in Dallas, Ft. Worth, Arlington, Garland, Lubbock.
- All locations are Company owned.
- Currently have (130) technicians
- Office business hours: 8-5 M-F
- Parts: Normal business hours, 8-5 M-F
- Summer business hours (5/15/10 thru 9/30/10) 7:30 to 5:30 M-F, 8:00 to 1:00pm on Saturday.
- Service: Normal business hours, 8-5 M-F. 24hr after hour support (# 972-406-3666)

Zone 3 San Antonio

San Antonio (Owned and operated by the Corporation)

9535 Ball St., Suite 1100

San Antonio, TX 78217

Austin Sales District

9801 Metric Blvd, Suite 400

Austin, TX 78758

24 Hr Phone 512-416-8822

Tel 210-657-0901

Fax 210-657-1761

24 Hr Phone 210-657-0932

Tel 512-416-8823

Fax 512-416-8894

*****REMOTE LOCATION*****

Harlingen

Dispatch is handled out of San Antonio

*****REMOTE LOCATION*****

Corpus Christi

Dispatch is handled out of San Antonio

Zone 5 El Paso

Southwest Trane (Owned and operated by the Corporation)

1405 Vanderbilt

El Paso, TX 79935

24 hour response from service department 1 service center in El Paso 1 parts Dept. In El Paso

Tel 915-593-3484

Fax 915-593-3490

Zone 6 Arizona

Southwest Trane (Owned and operated by the Corporation)

Terry Stevens – District Mgr.

Trane – South West District

850 West Southern Ave.

Tempe. AZ 85282

Tel 602-258-9600

Fax 602-253-3801

trstevens@trane.com



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Harford County Schools and U.S. Communities

Hours of operation are 7:00 am to 4:30 pm for the 4 service centers and 6 parts outlets. Service centers located in Tucson and Tempe and are all company owned. 4 Parts centers in Arizona as part of the Southwest Trane District and are all company owned. We have approximately 100 service and 15 controls technicians in the district.

Zone 7 Arkansas

Mike McClellan – District Manager

Tel 501-661-0621

Trane – Arkansas Sales District

Fax 501-661-9109

1501 Westpark Drive, Suite 9 Little Rock, AR 72204

7 Account Managers

4 Trane Arkansas Owned Service Centers

3 Parts Center Locations 40 Service Technicians

5 Customer Service Representatives

Office Hours: 7:00 am—5:00 pm Monday-Friday

Emergency Service Available 24 hours per day, 7 days per week

Zone 8 New Mexico

Southwest Trane (Owned and operated by the Corporation)

Terry Stevens – District Mgr.

Tel 602-258-9600

Trane – South West District

Fax 602-253-3801

850 West Southern Ave.

trstevens@trane.com

Tempe, AZ 85282

Hours of operation are 7:00 am to 4:30 pm for the service centers and parts outlets. Service center located in Albuquerque and are all company owned. 1 Parts centers in Albuquerque as part of the Southwest Trane District and are all company owned. We have approximately 100 service and 15 controls technicians in the district.

Zone 9 Oklahoma

24/7 as far as hours of operation for Service, Parts hours are Mon thru Fri 7:00 am to 5:00 pm with emergency on call 24/7.

One service center, one parts center, 12 service technicians, Operation owned by Ingersoll Rand.

Zone 10 Wichita

Our normal hours of operation are from 8 to 5, and we always have a service tech on call 24 hours/7days a week. We only have a service center located in down town Wichita but have 2 service techs located in western Kansas. There is only one parts center and it is also located in down town Wichita. We currently have 12 service techs, 4 BAS techs, and 1 electrician. Everything is owned by us and not a network of subcontractors.

Zone 11 Kansas City

District Customer Service Department - 24 hours / 7 days a week, 6 Service Centers, 4 Parts Centers, and 75 Technicians

All company owned.



Zone 12 Philadelphia

Tozour-Trane's dispatch center is staffed with four Service Coordinators from 7AM to 5PM Monday through Friday. After hours and on weekends, the service line rings to an answering service that passes all service emergencies directly to an on-call service technician. Our 75+ technicians, all working directly for Tozour-Trane, operate out of the King of Prussia, PA, Moorestown, NJ and Pleasantville, NJ Service and Parts Centers. They are dispatched by a wireless dispatch system that captures all details regarding maintenance and service performed. The time tickets can be transmitted electronically to our clients or remain in a web accessible database for private use at any time.

Each of our three territories has an Area Service Manager and Customer Service Representative. All are under the direction of our Director of Service. Additionally, our technicians are backed up by our Sustainability Services Center which monitors sites, downloads data and creates performance reports on system operation. The Center can remotely access most client's sites and check status, diagnose or make setpoint changes as needed.

Zone 13 Tennessee

Tennessee Trane (Owned and operated by the Corporation)
Brian Durr
District General Manager Phone: 615-565-9426
Mobile: 410-967-9837 (please leave messages on Cell)
Email: bgdurr@trane.com

Zone 14 Portland

OregonTrane
7257 SW Kable Lane-STE 300
Tigard, Oregon 97281
normal hours of operation (8 a.m. to 5 p.m.)

Tel 503-630-8031
Fax 503-639-8031
After hrs Tel 503-620-8031

Zone 15 Washington

Washington

- 3 Service Centers
- 3 Parts Outlets
- 20 Technicians

Hawaii

- 3 Service Centers
- 1 Parts Outlet
- 15 Trane Technicians



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Harford County Schools and U.S. Communities

Zone 16 San Francisco

Pacific Coast Trane Service is a locally owned franchise office for the Trane Company.

Our normal hours of operation are 7:00 AM to 4:30 PM. We offer after hours service 24 hours per day / 7 days per week.

Pacific Coast Trane Service operates out of our Sunnyvale office as does the main portion of our commercial sales team. We have satellite commercial sales offices in Oakland and Santa Rosa. We have parts centers in San Jose and Benicia.

Pacific Coast Trane Service currently employs 57 service mechanics.

Zone 17 Wilmington

Wilmington, DE

The Service Department for Seiberlich Trane is located in our main office at 66 Southgate Blvd, New Castle, De 19720. We have 22 company service technicians on staff, positioned throughout the State of Delaware. Our main office hours are 8am – 5pm Monday through Friday. We have technicians on call 24 hours a day for emergency calls. The on-call technicians can be reached through our main phone number at 302-395- 0200, Toll Free: 877-246-7200, Fax: 302-395-0700, Email: wilmington-trane@trane.com

Our parts store, Seiberlich Trane HVAC Parts & Supplies, is located at 18 Boulden Circle, Suite 10, New Castle, De 19720. Our normal store hours at 8am – 5pm Monday – Friday. Our spring & summer hours at 7:30am – 5pm Monday – Friday. The parts store phone number is 302-395-0200, Direct line: 302-356-2400, Fax 302-356-2401, Email parts@seiberlich.com

Zone 18 Gulf States

Hours of Operation: 7:00am – 4:00pm, but we are on call 24/7.

Number of Service Centers: 4 (Baton Rouge, New Orleans, Mobile, and Pensacola)

Parts Outlets: 5 (Baton Rouge, New Orleans, Gulfport, Mobile, and Pensacola)

Number of Service Technicians: 46

Number of Controls Technicians: 7

All of our service centers are company-owned.

Zone 19 Des Moines

Our customer service department is centered in Des Moines, IA. We have a sub-office in Cedar Rapids, IA, which rings back to our main office in Des Moines. Our hours of operation are 8 am to 5 pm, Monday through Friday. We have after hours service via our automated phone system, and provide 24/7 emergency service for both HVAC service and BAS systems. Our Parts center is located in Des Moines. We have 19 BAS/Service technicians, who are our employees (not subcontractors).

Zone 20 Rocky Mountain

Rocky Mountain District

The hours of operation for the Rocky Mountain seven (7) service locations is 8 am to 5 pm.

Locations in Colorado: Denver, Colorado Springs, Grand Junction, Fort Collins. All Colorado



locations have Trane parts centers. Utah: Salt Lake City including a parts center. Idaho: Boise and Twin Falls. Boise has a parts center. Total number of technicians: 72. All locations are company owned.

Zone 21 Las Vegas

Lawyer Trane

3036 S. Valley View Blvd. Las Vegas, NV 89102

Hours of operation:

7:00am – 4:00pm Mon-Fri

Single service center, single parts center (same location, both owned by us) 25 Technicians

Zone 22 Greensboro

Brady Trane Service Agency's hours of operation are 7:30 am to 4:30 PM Monday thru Friday with after hours emergency call procedure for technical assistance. Greensboro is the main dispatch center with nine service technicians strategically located throughout our coverage area. The company is wholly owned by Brady Trane. We employ 108 technicians, 6 service resource coordinators. In addition providing normal service and diagnostic work we offer:

- EPA reclaim station
- Refrigerant Storage
- Water Treatment
- Laser Alignment
- Eddy Current Test
- Vibration Analysis
- Thermal Imagery
- Overhauls
- Controls-Virtual Service & Monitoring

Our customer base and service agency is supported by five parts outlets.

Zone 23 Virginia

Trane Virginia District

(3) Three Service centers located in; (These offices are owned and operated by Ingersoll Rand)

- Richmond
- Roanoke
- Danville

(4) Four parts outlets: ◦ Richmond ◦ Roanoke ◦ Fredericksburg ◦ Charlottesville

Hours of operation are from ◦ 8am to 5pm Monday thru Friday ◦ 7 / 24/ 365 emergency response through a 1-800 on call service.

The district has 237 associates:

- 108 dedicated service technicians.
- 7 professional engineers
- 9 certified energy managers



- 19 LEED accredited associates
- 11 controls service technicians
- 6 controls project managers
- 2 solutions project managers.

Contact info

Jim Hahn

Direct Sales Leader Tel 540-563-2828 jimhahn@trane.com

Zone 24 Flint

Nelson Trane – Building Technical Services , Normal Hours of Operation 7:30 AM – 4:30 PM
Mon. Fri., After Hours Service Available 24/7....Twenty-Two (22) Service technicians, Two (2)
Team Leaders/Field Supervisors, One (1) Technical Services Manager. One (1) Central
Dispatching Point, One (1) Service Coordinator. One (1) Parts Outlet, with Three (3) Parts
Consultants

Zone 25 Charlotte

Charlotte, NC

7:30am – 5:30pm 24 / 7 hour after hour response

9 parts centers

85 technicians

All company owned

Zone 26 Sacramento

Hours of operation: 8am-5pm with 24/7 after hours service support. Service centers: (3)
Sacramento, Reno and Fresno

Parts outlets: (3) – Sacramento, South Sacramento, Fresno

Techs: 23

All service centers are company owned.

Zone 27 Atlanta

Georgia

We have 1 main service center (all service dispatchers and PA's work out of the Atlanta office).

We have 4 additional full service remote offices that technicians work out of but again their
dispatcher resides in the main service center in Atlanta. The business hours are 7:30 AM – 5:00
PM. We have a live after hours answering service (all non-business hours). We have 8 parts
centers. We have 77 service technicians. All service centers are company owned.

Alabama

We have 1 main service center (all service dispatchers and PA's work out of the Birmingham
office). We have 2 additional full service remote offices that technicians work out of but again
their dispatcher resides in the main service center in Birmingham. The business hours are 7:30



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AM – 4:30 PM. We have a live after hours answering service (all non-business hours). We have 3 parts centers. We have 32 service technicians. All service centers are company owned.

***All company owned stores have business hours from 7:30-4:30, with a live after-hours answering service.**

Zone 28 New Jersey

NORTH JERSEY, NJ (B6)
NEW YORK_NEW JERSEY DISTRICT
(973) 887-8800 – Sales & Service
(973) 887-8800 – After Hours
FAX: (973) 887-8844
4 Wood Hollow Road
Parsippany, New Jersey 07054
Trane Parts Center of New Jersey
(973) 882-3220
FAX: (973) 882-5592
P. O. Box 154
26 Chapin Road
Pine Brook, New Jersey 07058

Trane Parts Center of New Jersey
(908) 412-1001
FAX: (908) 412-1331
107 H Corporate Blvd.
South Plainfield, New Jersey 07080

Trane Parts Center of New Jersey
(201) 489-9001
FAX: (201) 489-8429
800 Huyler Street
Teterboro, New Jersey 07608

Zone 29 Baltimore

BALTIMORE DISTRICT
(410) 403-2200
(410) 403-2210 – Service After Hours
FAX: (410) 403-2225
10947 Golden West Drive, Suite 100
Hunt Valley, Maryland 21031

Millersville Parts Store
(410) 729-4230
FAX: (866) 788-5383
8229 Cloverleaf Drive
Bldg. 5 Ste. 455
Millersville, Maryland 21108

Timonium Parts Store
(410) 252-9550
FAX: (410) 252-9436
2208 Greenspring Drive
Timonium, Maryland 21093

Zone 30 Chicago /W Michigan

CHICAGO, IL (R1)
CHICAGO/WEST MICHIGAN DISTRICT
(630) 734-3200
(630) 455-9900 – Parts
(630) 734-3200 – After Hours
FAX: (630) 323-9040 – Sales
FAX: (630) 323-7480 – Service
FAX: (630) 323-7420 – Parts
7100 South Madison Street
Willowbrook, Illinois 60527-5505

Trane Aftermarket Supply Aurora West Branch
(630) 499-9650
FAX: (630) 499-9789
1585 Beverly Court #117
Aurora, Illinois 60502

Trane Aftermarket Supply Buffalo Grove North Branch
(847) 229-1671
FAX: (630) 734-7975
1322 Barclay Blvd.
Buffalo Grove, Illinois 60089

PARTS CENTERS:

CHICAGO
Trane Aftermarket Supply Willowbrook Central Branch
(630) 455-9900
FAX: (630) 323-7420
7100 South Madison Street
Willowbrook, Illinois 60527-5505

Trane Aftermarket Supply Tinley Park South Branch
(708) 532-8004
FAX: (708) 532-6140
18450 South Westcreek Drive
Tinley Park, Illinois 60477



TRANE

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GRAND RAPIDS, MI (M5)
CHICAGO/WEST MICHIGAN DISTRICT
(616) 971-1400 – Sales & Service
(616) 971-1400 – After Hours
FAX: (616) 971-1401

GRAND RAPIDS
Trane Aftermarket Supply– Grand Rapids
(616) 234-5641
FAX: (616) 234-5643
1200 Monroe Avenue NW
Grand Rapids, MI 49505

Zone 31 Pennsylvania

PITTSBURGH, PA (D3)
PENNSYLVANIA DISTRICT
(412) 747-3000
(412) 747-3000 – After Hours
FAX: (412) 747-4550
400 Business Center Dr.
Pittsburgh, Pennsylvania 15205

HARRISBURG, PA (D1)
PENNSYLVANIA DISTRICT
(717) 561-5400
FAX: (717) 561-5499
3909 TecPort Drive
Harrisburg, Pennsylvania 17111

JOHNSTOWN, PA (D7)
PENNSYLVANIA DISTRICT
(814) 266-3020
FAX: (814) 266-3015

Zone 32 Minnesota / Dakotas

TWIN CITIES, MN
(612) 861-1705
FAX: (952) 767-0436
7860 12th Avenue South
Bloomington, Minnesota 55425

Trane HVAC Parts and Supplies
(651) 468-2200
FAX: (651) 468-2237
720 Vandalia
St. Paul, MN 55114

FARGO, ND
Trane
701-235-7290
FAX: 701-799-0813
300 45th St S

Trane Aftermarket Supply– Kalamazoo
(269) 226-2806
FAX: (269) 226-2807
5111 E. M.L. Avenue, Suite A100
Kalamazoo, Michigan 49048

HARRISBURG, PA
Trane Parts Center
(717) 541-1570
FAX: (717) 541-1577
491 E. Blue Eagle Ave.
Harrisburg, Pennsylvania 17112

PITTSBURGH, PA
Pittsburgh Trane
(412) 394-9030
FAX: (412) 394-9031
3042 New Beaver Avenue
Pittsburgh, Pennsylvania 15233

NORTH HUNTINGDON, PA
Trane Parts Center
(412) 816-1701
FAX: (412) 823-8389
15091 Rt. 30
North Huntingdon, Pennsylvania 15642

SIOUX FALLS, SD
Trane Company of Sioux Falls
605-373-8167
FAX: 605-334-4053
609 N. Kiwanis
Sioux Falls, South Dakota 57104



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

Fargo, North Dakota 58103

Zone 33 Wisconsin

MADISON, WI (T1)
GREAT NORTHERN PLAINS DISTRICT
(608) 838-8200
FAX: (608) 838-6015
4801 Voges Road, Suite A
Madison, Wisconsin 53718

LA CROSSE, WI (T2)
GREAT NORTHERN PLAINS DISTRICT
(608) 788-8430
FAX: (608) 787-0454
2525 Larson Street
La Crosse, Wisconsin 54603

MILWAUKEE, WI (T5)
GREAT NORTHERN PLAINS DISTRICT
(414) 266-5200
FAX: (414) 266-5216
234 W. Florida Street
Milwaukee, WI 53204

APPLETON, WI (T6)
GREAT NORTHERN PLAINS DISTRICT
(920) 734-4531
(920) 734-4531 – After Hours
FAX: (920) 734-2044
2500 N. Lynndale Dr., Ste. H
Appleton, Wisconsin 54914-4306

Zone 34 Detroit / Toledo

COLUMBUS, OH (N4)
OHIO - DETROIT DISTRICT
(614) 473-3500
(614) 473-3400 – Service
FAX: (614) 473-3501
2300 CityGate Drive
Columbus, Ohio 43219-3652

CINCINNATI, OH (N2)
OHIO DISTRICT
(513) 771-8884
FAX: (513) 772-7281
10300 Springfield Pike
Cincinnati, Ohio 45215-1118

DETROIT, MI (M1)
OHIO - DETROIT DISTRICT
(FAX: (734) 452-2020 - Sales
FAX: (734) 452-2055 - Service
37001 Industrial Road
Livonia, Michigan 48150-1146

PARTS CENTERS:

MADISON, WI
Trane Parts Center of Madison
(608) 838-4499
FAX: (608) 838-5513
4801 Voges Road
Madison, Wisconsin 53718

MILWAUKEE, WI
Milwaukee Trane Parts Center
(414) 266-5201
FAX: (414) 266-5202
4512 W. Burnham Street
West Milwaukee, WI 53219

APPLETON, WI
Appleton Trane Parts Center
(920) 734- 6054/ 920-636-42xx
FAX: (920) 734- 4945

TOLEDO, OH (N6)
DETROIT DISTRICT
(419) 491-2280
FAX: (419) 491-2279
1001 Hamilton Drive
Holland, Ohio 43528

PARTS CENTERS:

CINCINNATI, OH
Trane HVAC Parts & Supplies
(513) 771-8997
FAX: (513) 772-7286
10300 Springfield Pike
Cincinnati, Ohio 45215-1118

COLUMBUS, OH
Trane HVAC Parts & Supplies
(614) 473-3131
FAX: (614) 473-3141
Suite 100
2300 CityGate Drive
Columbus, Ohio 43219-3652



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

DETROIT, MI

Trane HVAC Parts & Supplies
(248) 577-0277
FAX: (248) 577-0266
251 Executive Drive
Troy, Michigan 48083

Trane HVAC Parts & Supplies
(734) 222-3600
FAX: (734) 222-3605
1947 S Industrial Hwy
Ann Arbor, Michigan 48104

Trane HVAC Parts & Supplies
(734) 367-0700
FAX: (734) 367-7135
33725 Schoolcraft
Livonia, Michigan 48150

Zone 35 Los Angeles

LOS ANGELES, CA (W2)

(626) 913-7123 – Sales
(626) 913-7913 – Service & After Hours
FAX: (626) 913-7153 – Sales
FAX: (626) 913-7923 – Service
17760 Rowland Street
City of Industry, California 91748

PARTS CENTERS

City of Industry

17760 Rowland Street
City of Industry, California 91748
(626) 913-7913
FAX: (626) 913-9673

Glendale

3631 San Fernando Road
Glendale, California 91204
(818) 662-5096
FAX: (818) 662-9068

Zone 36 Dayton

DAYTON, OH (N5)

(N5) DAYTON DISTRICT
(937) 264-4343
(937) 264-4345 – After Hours
FAX: (937) 264-4360
815 Falls Creek Drive
Vandalia, Ohio 45377

TOLEDO, OH

Trane HVAC Parts & Supplies
(419) 491-2278
FAX: 419-491-2277
1001 Hamilton Drive
Holland, Ohio 43528

Tustin

1551 Red Hill Ave, Suite C
Tustin, California 92780
(714) 258-7403
FAX: (714) 258-7471

Riverside

2222 Kansas Street, Ste. C
Riverside, California 92507
(951) 801-6020
FAX: (951) 248-0520

Long Beach

1930 E. Carson Street, Ste. 101
Long Beach, CA 90810
(310) 971-4555
FAX: (310) 971-4537

PARTS CENTER

Waibel Trane Specialty Products
(937) 264-4333
FAX: (937) 264-4336
811 Falls Creek Drive
Vandalia, Ohio 45377



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

Zone 37 Washington DC

WASHINGTON, DC (E2)
WASHINGTON D.C. DISTRICT
(240) 306-3300 – Service & After Hours
FAX: (240) 306-3400
30 West Watkins Mill Road
Gaithersburg, Maryland 20878

Boland Trane Service
(240) 306-3100
FAX: (301) 984-0583
30 West Watkins Mill Road
Gaithersburg, Maryland 20878
(240) 306-3100
FAX: (301) 984-0583
9475 Lottsford Road, Suite 160
Largo, Maryland 20774

Zone 38 San Diego

SAN DIEGO, CA (W3)
SOUTHERN CALIFORNIA DISTRICT
(858) 576-2500
(858) 576-2555 – After Hours
FAX: (858) 576-2554
FAX: (858) 268-4202
3565 Corporate Court
San Diego, California 92123

PARTS STORE

San Diego
3565 Corporate Court
San Diego, California 92123
(858) 292-0833
FAX: (858) 292-8952

Zone 39 St Louis / Davenport

ST. LOUIS, MO (SALES OFFICE) (Q3)
ST. LOUIS DISTRICT
(636) 305-3600 – Sales
636-305-3600 FAX: (636) 349-0601 – Sales
FAX: (636) 343-0463 – Parts
FAX: (877) 367-8726 – Service (toll free)
101 Matrix Commons Drive
Fenton, Missouri 63026

Trane Supply
217-373-1610
FAX: 217-373-1620
301 Mercury Drive

Trane Supply
(618) 606 9009
1605 Eastport Plaza Dr., Suite 129
Collinsville, IL 62234

CAPE GIRARDEAU, MO (Q5)

ST. LOUIS DISTRICT
(573) 334-0591
FAX: (573) 334-0680
1078 Wolverine Lane #D
Cape Girardeau, Missouri 63701
PARTS CENTERS

DAVENPORT, IA (R4)

DAVENPORT OFFICE
(563) 468-4900
(563) 468-4900 – After Hours
FAX: (563) 391-0277 – Sales
FAX: (563) 391-1973 – Service & Supply
109 W 55th Street
Davenport, Iowa 52806

Trane Supply
(636) 343-5577
FAX: (636) 343-0463
125 Matrix Commons Drive
Fenton, Missouri 63026

Trane Supply Center – Davenport
(563) 468-4900
FAX: (563) 391-1973
109 W 55th Street
Davenport, Iowa 52806

Trane Supply
(314) 513 9322
FAX: (636) 305-3678
3663 Corporate Trail Drive
Earth City, MO 63045

Trane Metro St. Louis
(314) 898-4960

Trane U.S. Inc.

DISTRIBUTION - 12



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

FAX: (314) 898-4970
4929 Manchester Road, St. Louis, Missouri 63110

Zone 40 Miami

MIAMI, FL (H4)
MIAMI DISTRICT
(305) 592-0672 (Dade)
(305) 592-0672+6 During Recording – After Hours
(954) 499-6900 (Broward)
(954) 499-6900+6 During Recording – After Hours

WEST PALM BEACH, FL (H6)
MIAMI DISTRICT
(561) 683-1521
(561) 683-1521+6 During Recording – After Hours
FAX: (561) 697-8714
6965 Vista Parkway North
Suite 11
West Palm Beach, Florida 33411

POMPANO BEACH, FL
Trane Parts Center of South Florida
(954) 360-7707
FAX: (954) 360-7666
2103 SW 3 Street
Pompano Beach, Florida 33069

MIAMI, FL
Trane Parts Center of South Florida
(305) 470-2300
FAX: (305) 470-2319
2660 NW 89 Court
Miami, Florida 33172

Zone 41 & 42 Central & North Florida

ORLANDO, FL (H3)
Central and North Florida District
(407) 660-1111 or 407-551- then ext. # – Dial in Direct
FAX: (407) 660-0303
2301 Lucien Way
Suite 430
Maitland, Florida 32751

JACKSONVILLE, FL (H2)
Central and North Florida District
(904) 363-6088 or (904) 596- then ext. # – Dial in Direct
FAX: (904) 363-1134
8929 Western Way, Suite 1
Jacksonville, Florida 32256

TALLAHASSEE, FL (H7)
CENTRAL AND NORTH FLORIDA DISTRICT
(850) 574-1726
FAX: (850) 575-5880
109 Hamilton Park Drive, Suite 1
Tallahassee, Florida 32304

WEST PALM BEACH, FL
Trane Parts Center of South Florida
(561) 683-3306
FAX: (561) 683-8805
6965 Vista Parkway North, Suite 11
West Palm Beach, Florida 33411

PORT ST. LUCIE, FL
Trane Parts Center of South Florida
(772) 621-3200
Fax: (772) 621-3201
400 NW Enterprise Drive
Port St. Lucie, Florida 34986

MIRAMAR, FL
Trane Parts Center of South Florida
(954) 447-6540
Fax: (954) 447-6555
11600 Miramar Parkway, Suite 500
Miramar, FL 33025
Craig McDonell, Parts Store Mgr. (ext. 71636)

PARTS CENTERS:
ORLANDO, FL
North Orlando Parts Center
(407) 660-1212
FAX: (407) 670-6000
1151-A North Keller Road
Orlando, Florida 32810

Melbourne Parts & Equipment
(321) 473-1111 – DSO Equipment
FAX: (321) 473-1228
(321) 473-1212 – CSO Parts
FAX: (321) 473-1227
5150 Industry Drive
Melbourne, Florida 32940

South Orlando Parts Center
(407) 351-8060
FAX: (407) 351-8066
9424 Southridge Park Court Suite 100
Orlando, Florida 32819

**JACKSONVILLE, FL**

Jacksonville Parts Center
(904) 596-0707
FAX: (904) 363-3970
8929 Western Way, Suite 1
Jacksonville, Florida 32256

Daytona Parts Center
(386) 274-0270
FAX: (386) 274-0275
970 N. Clyde Morris Blvd. Suite 100
Daytona Beach, Florida 32117

TALLAHASSEE, FL

Tallahassee Parts Center
(850) 574-6044
FAX: (850) 575-5880
109 Hamilton Park Drive, Suite 1
Tallahassee, Florida 32304

Ocala Parts Center
(352) 237-0136
FAX: (352) 237-2694
4500 S W 40th Avenue
Ocala, Florida 34474

Zone 43 Norfolk

NORFOLK, VA (E5)
NORFOLK DISTRICT
(757) 558-0200
(757) 558-0200 – After Hours
FAX: (757) 558-9715
1100 Cavalier Blvd.
P.O. Box 6276
Chesapeake, Virginia 23323

PARTS CENTERS:

Trane HVAC Parts & Supplies
(757) 558-8585
FAX: (757) 558-9713
1104 Cavalier Blvd.
Chesapeake, Virginia 23323

Trane Parts Center
(757) 490-2390
FAX: (757) 490-2937
230 Clearfield Avenue, Suite 126
Virginia Beach, Virginia 23462

Trane Parts Center
(757) 369-9400
FAX: (757) 369-9401
311 Ed Wright Lane, Suite E
Newport News, Virginia 23606

Zone 44 Cleveland

CLEVELAND, OH (N3)
CLEVELAND DISTRICT
(440) 248-3400 24 hours a day
(440) 248-3400 – After Hours enter the extension
number to reach your party.
FAX: (440) 349-6980
31200 Bainbridge Road
P.O. Box 76129
Solon, Ohio 44139

AKRON – CANTON, OH (N8)

CLEVELAND DISTRICT
(330) 896-9358
FAX: (330) 896-4158
1530 Corporate Woods Parkway Suite 200
Uniontown, Ohio 44685

PARTS CENTERS:

Gardiner Trane HVAC Parts & Supplies
(440) 248-3400
(440) 394-4000 Direct Line
FAX: (440) 528-0009
31225 Bainbridge Road, Suite M
Solon, Ohio 44139

Gardiner Trane HVAC Parts & Supplies
(330) 896-9358
FAX: (330) 896-4158
1530 Corporate Woods Parkway, Suite 300
Uniontown, Ohio 44685



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

Zone 45 Indianapolis

INDIANAPOLIS, IN (P1)

INDIANA DISTRICT
(317) 255-8777
(317) 255-0312 – After Hours
FAX: (317) 251-8556
5355 N. Post Road
Indianapolis, Indiana 46216

FORT WAYNE, IN (N7)

INDIANA DISTRICT
(260) 489-0884 – Sales
(260) 489-0984 – Parts
(260) 489-0884 – Service & After Hours
FAX: (260) 489-5117
6602 Innovation Blvd.
Fort Wayne, Indiana 46818

SOUTH BEND, IN (P2)

INDIANA DISTRICT
(574) 288-4914 – Sales
(574) 282-4880 – Service & After Hours
(574) 282-4914 – Parts
FAX: (574) 282-4874
2301 N. Bendix Drive, Suite 400
South Bend, Indiana 46628

PARTS CENTERS:

INDIANAPOLIS, IN

Central Indiana Parts
(800) 285-2487
FAX: (317) 466-3315
5355 N Post Road
Indianapolis, Indiana 46216

Zone 46 Connecticut/NY/VT

ROCHESTER, NY (C4)

CONNECTICUT-NEW YORK-VERMONT DISTRICT
(See also Albany, Burlington, Corning, Hartford & Syracuse offices and Parts Centers listed below)
(585) 256-2500 – General
(607) 936-8116 – Corning
(585) 783-6019 – After Hours
FAX: (585) 256-0067 – General
FAX: (585) 256-0384 – Parts
75 Town Centre Drive, Suite 300
Rochester, New York 14623

BLOOMINGTON, IN

Trane Parts Center
(800) 285-2487
2325 Industrial Drive
Bloomington, Indiana 47404

DALEVILLE, IN

Trane Parts Center
(800) 285-2487
14301 Commerce Drive
Daleville, Indiana 47334

FORT WAYNE, IN

Trane Parts Center
(800) 285-2487
FAX: (260) 489-5117
6602 Innovation Dr.
Fort Wayne, Indiana 46818

LAFAYETTE, IN

Trane Parts Center
(800) 285-2487
FAX: (765-448-6151
717 Farabee Court S
Lafayette, Indiana 47905

PLAINFIELD, IN

Trane Parts Center
(800) 285-2487
2363 Hadley Road, Suite 140
Plainfield, Indiana 46168

SOUTH BEND, IN

Trane Parts Center
(800) 285-2487
FAX: (574) 282-4874
2301 N. Bendix Drive, Suite 400
South Bend, Indiana 46628

ALBANY, NY (C1)

CONNECTICUT-NEW YORK-VERMONT DISTRICT
(518) 785-1315
(518) 785-6486 – After Hours
(518) 785-6486 – Service
FAX: (518) 785-4359 – General
FAX: (518) 785-4315 – Service
301 Old Niskayuna Road
Latham, New York 12110-2214



SYRACUSE, NY (C5 & C7)
CONNECTICUT-NEW YORK-VERMONT DISTRICT
(315) 234-1500
(315) 434-6333 – After Hours
FAX: (315) 433-9120
FAX: (315) 433-1939 – Parts
15 Technology Place
East Syracuse, New York 13057

HARTFORD (ROCKY HILL) CT (B2)
CONNECTICUT-NEW YORK-VERMONT DISTRICT
(See also Parts Centers listed below)
(860) 616-6600
Toll Free: (800) 959-9092
Service: 860-263-2200 or (800) 959-7236
FAX: (860) 616-6599
716 Brook Street, Suite 130
Rocky Hill, Connecticut 06067

BURLINGTON, VT (C2)
CONNECTICUT-NEW YORK-VERMONT DISTRICT
(802) 864-3816
FAX: (802) 864-5093
175 Leroy Road
Williston, Vermont 05495

PARTS CENTERS:

ALBANY, NY
(518) 453-6005
FAX: (518) 453-1394
51 Railroad Avenue
Albany, New York 12205

ROCHESTER, NY
(585) 256-1028
FAX: (585) 256-0384
460 Buffalo Road
Rochester, New York 14623

Zone 47 Long Island-NYC-Westchester

NEW YORK / NEW JERSEY DISTRICT
(718) 269-3600
FAX: (718) 269-3601
45-18 Court Square
Long Island City, New York 11101-4347

LONG ISLAND, NY (B4)
NEW YORK_NEW JERSEY DISTRICT
(718) 269-3600
FAX: (718) 269-3758
245 Newtown Road, Suite 500
Plainview, NY 11803

SYRACUSE, NY
(315) 432-9119
FAX: (315) 433-1939
6211 East Molloy Road
East Syracuse, New York 13057

HARTFORD, CT
Hartford
(860) 541-1721
FAX: (860) 541-1722
Toll Free: 1-800-423-8965
485 Ledyard Street
Hartford, Connecticut 06114

Norwalk
(203) 295-2170
FAX: (203) 229-0178
Toll Free: 1-800-544-1642
47 Harbor View Ave.
Norwalk, Connecticut 06902

New London
(860) 437-6208
FAX: (860) 440-2516
Toll Free: 1-866-538-7263
571 Broad Street
New London, Connecticut 06320

WESTCHESTER, NY (B5)
NEW YORK_NEW JERSEY DISTRICT
(914) 593-0303
FAX: (914) 593-7222
12 Skyline Drive
Hawthorne, New York 10532

PARTS CENTERS:

NEW YORK
Trane New York Parts
(718) 269-3600
FAX: (718) 269-3684



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Harford County Schools and U.S. Communities

Trane New York Parts
(914) 593-0303
FAX: (914) 593-7222
12 Skyline Drive
Hawthorne, New York 10532

Zone 48 Buffalo

BUFFALO, NY (TSO) (C3)
BUFFALO DISTRICT
(716) 626-1260
(716) 626-1260 – After Hours
FAX: (716) 626-9412
45 Earhart Drive, Suite 103
Buffalo, New York 14221

PARTS CENTER:

(716) 626-1260
FAX: (716) 626-7545
45 Earhart Drive, Suite 103
Buffalo, New York 14221

Zone 49 Charleston

CHARLESTON, WV (E7)
CHARLESTON WV DISTRICT
(304) 346-0549
(304) 346-0549 – After Hours
FAX: (304) 346-8920
540 Leon Sullivan Way (25301)
P.O. Box 627
Charleston, West Virginia 25322

Zone 51 Great Falls

GREAT FALLS, MT (Y7)
GREAT FALLS DISTRICT
(406) 727-5111
(406) 248-4882 – After Hours
FAX: (406) 727-3660
422 9th Street S. (59405)
P.O. Box 2642
Great Falls, Montana 59403

BILLINGS, MT (Y1)
GREAT FALLS DISTRICT
(406) 248-4882
(406) 248-4882 – After Hours
FAX: (406) 248-5196
3311 4th Ave. North, Suite #4 (59101)
P.O. Box 22742
Billings, Montana 59104

45-18 Court Square
Long Island City, New York 11101-4347
Trane New York Parts
631-952-9477
FAX: 631-952-9466
245 Newtown Road, Suite 500
Plainview, NY 11803

DEALER SALES

Gerster Equipment Co., Inc.
(716) 626-1382
Fax: (716) 626-7539
45 Earhart Drive, Suite 103
Buffalo, New York 14221

PARTS CENTER

Casto Technical Services
(304) 346-0549
FAX: (304) 346-8920
540 Leon Sullivan Way
Charleston, West Virginia 25301

PARTS CENTERS:

BILLINGS, MT

Armcast Trane Service Co.
(406) 252-0907
FAX: (406) 248-4882
3311 4th Ave. N, Suite 4
P. O. Box 22742 (59104)
Billings, Montana 59101

GREAT FALLS, MT

Armcast Trane Service Company
(406) 727-5111
FAX: (406) 761-5173
P. O. Box 2642 (59403)
422 9th Street South
Great Falls, Montana 59405



TRANE

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Harford County Schools and U.S. Communities

Zone 52 Jackson

JACKSON, MS (K1)
JACKSON DISTRICT
(601) 956-9211
FAX: (601) 957-9340
Office location:
746 S. Ridgewood Road
Ridgeland, Mississippi 39157

PARTS CENTER

Terry Trane Parts Center
(601) 956-9211
FAX: (601) 956-7717
P.O. Box 1557 (39158-1557)
746 South Ridgewood Road
Ridgeland, Mississippi 39157

Zone 53 Louisville

LOUISVILLE, KY (P3)
LOUISVILLE DISTRICT
(502) 499-7000
(502) 499-0716 – Voice Mail
(502) 499-7003 – After Hours
FAX: (502) 499-7870
12700 Plantside Drive
Louisville, KY 40299-6387

EVANSVILLE, IN
Trane Parts Center
(812) 421-8700
FAX: (812) 421-8730
1024 E. Sycamore Street
Evansville, Indiana 47714

EVANSVILLE, IN (P6)
LOUISVILLE DISTRICT
(812) 421-8725
FAX: (812) 421-8735
1024 E. Sycamore Street
Evansville, Indiana 47714

LEXINGTON, KY
Trane Parts Center
(859) 514-7011
FAX: (859) 514-7870
Turner Business Center
2350 Fortune Drive
Lexington, Kentucky 40509

LEXINGTON, KY (P5)
LOUISVILLE AREA OFFICE
LOUISVILLE DISTRICT
(859) 514-7000
FAX: (859) 514-7870
2350 Fortune Drive
Lexington, Kentucky 40509-4125

LOUISVILLE, KY - EAST
The Trane Parts Center
(502) 499-7011
FAX: (502) 499-0307
12850 Plantside Drive
Louisville, Kentucky 40299

TRANE HVAC PARTS & SUPPLIES:

BOWLING GREEN, KY
Trane Parts Center
(270) 846-7611
FAX: (270) 846-7601
141 Center Street
Bowling Green, Kentucky 42101

LOUISVILLE, KY – DOWNTOWN
The Trane Parts Center
(502) 410-7998
FAX: (502) 587-9850
1000 East Market Street, Suite B
Louisville, Kentucky 40206

Zone 54 Boston

BOSTON, MA (A1)
BOSTON DISTRICT
Direct Dial (781) 305-ext.
(781) 938-9700 – Sales & Service
(781) 721-1858 – After Hours
(781) 932-0423 – Parts
FAX: (781) 938-8912 or (781) 932-5843
225 Wildwood Avenue
Woburn, Massachusetts 01801

PORTLAND, ME (A2)
BOSTON AREA OFFICE
BOSTON DISTRICT
Direct Dial: (207) 239-ext.
(207) 828-1777 – Sales & Service
(207) 828-1777 – After Hours
(207) 828-1555 – Parts
FAX: (207) 828-1511 – Sales & Service
860 Spring Street, Unit 1



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

Westbrook, Maine 04092

PROVIDENCE, RI (A5)
BOSTON DISTRICT
Direct Dial (401) 435-ext.
(401) 434-3145
(401) 434-3258 – After Hours
FAX: (401) 434-8537

PROVIDENCE, RI
Trane Parts Center
(401) 434-3145
FAX: (401) 431-5257
50 Vision Blvd.
East Providence, Rhode Island 02914

SPRINGFIELD, MA (A3)
BOSTON DISTRICT
(413) 746-3090
FAX: (413) 746-0537
90 Carando Drive
Springfield, Massachusetts 01104

MANCHESTER, NH
Trane Parts Center
(603) 421-2780
FAX: (603) 421-2787
1050 Holt Avenue, Unit 11
Manchester, New Hampshire 03109

BEDFORD, NH (D0)
BOSTON DISTRICT
(603) 263-2060
FAX: 603-263-2062
47 Constitution Drive
Bedford, New Hampshire 03110

BRAINTREE, MA
Trane Parts Center
(781) 794-9922
FAX: (781) 794-9970
100S Messina Drive
Braintree, Massachusetts 02185

PARTS CENTERS:

BOSTON, MA
Trane Parts Center of New England
(781) 932-0423
FAX: (781) 938-9038
96 E. Commerce Way
Woburn, Massachusetts 01801

SPRINGFIELD, MA
Trane Parts Center
(413) 271-3001
FAX: (413) 241-2464
90 Carando Drive
Springfield, Massachusetts 01104

Zone 55 Peoria

PEORIA, IL (R3)
PEORIA DISTRICT
(309) 691-4224 – Sales
(309) 691-3052 – Service & After Hours
FAX: (309) 691-1366
8718 N. University
Peoria, Illinois 61615-1681

PARTS CENTER:

Peoria Trane Parts Center
(309) 691-6147
FAX: (309) 691-4244
8720 North University
Peoria, Illinois 61615

Zone 56 Spokane

SPOKANE, WA (Y4)
SPOKANE DISTRICT
(509) 535-9057
(509) 535-9057 – After Hours
FAX: (509) 535-4354
715 N. Hogan, Box 3304
Spokane, Washington 99220

PARTS CENTER

Bullock Trane Parts Center
(509) 535-9057
FAX: (509) 535-4354
715 N. Hogan
P.O. Box 3304
Spokane, Washington 99220

Zone 57 Tampa

TAMPA, FL (H5)
TAMPA DISTRICT
(813) 877-8251 – 7:00 a.m. – 5:30 p.m.

CLEARWATER, FL
Trane HVAC Parts & Supplies
(727) 572-8255



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

(813) 877-8256 – After Hours

(800) 966-8251 – Florida Toll Free

After hours you will still be able to contact individuals who are in the office by dialing the afterhours number and entering their extension.

FAX: (813) 877-8257

902 N. Himes Avenue (33609)

P.O. Box 18547 (33679)

Tampa, Florida

FORT MYERS, FL (H9)

TAMPA DISTRICT

(239) 275-9420

FAX: (239) 275-9775

Toll Free: (888) 484-9420

6461 Topaz Court

Fort Myers, Florida 33966

TRANE HVAC PARTS AND SUPPLIES:

HUDSON, FL

Trane HVAC Parts & Supplies

(727) 245-1320

FAX: (727) 245-1321

16520 Scheer Blvd.

Hudson, Florida 34667

TAMPA, FL

Trane HVAC Parts and Supplies

(813) 877-8253

FAX: (813) 876-4778

3911 W. Cypress Street

Tampa, Florida 33607

Lisa Barnes, Store Manager (ext. 2101)

FAX: (727) 573-1604

11577 U.S. Highway 19 North

Clearwater, Florida 33764

SARASOTA, FL

Trane HVAC Parts & Supplies

(941) 360-0010

FAX: (941) 358-0032

2224 72nd Terrace E.

Sarasota, Florida 34243

FORT MYERS, FL

Trane HVAC Parts & Supplies

(239) 275-9577

FAX: (239) 278-5502

6461 Topaz Court

Ft. Myers, Florida 33966

NAPLES, FL

Trane HVAC Parts & Supplies

(239) 384-5400

FAX: (239) 384-5401

544 Commercial Blvd.

Naples, Florida 34104

6. Describe your company's customer service department staffing levels, hours of operation and other relevant details.

Each office has its own 24/7/365 Emergency call number. Our goal is to answer each call within 30 seconds of receipt, 90% of the time. Our goal is to respond to all emergency calls within 4 hours or less.

7. If applicable, describe your company's ability to do business with manufacturer/dealer/distribution organizations that are either small or MWBE businesses as defined by the Small Business Administration.

The Company's subcontracting plan is aimed to satisfy your requirements for minority participation. The plan will maximize the utilization of SDB/MBE/WBE companies, while maintaining efficient contract performance for [Customer Name]. We will work closely with local organizations in identifying and soliciting the active participation of SDB/MBE/WBE on this project.



The company takes Small and Disadvantaged Business subcontracting very seriously and endeavors to actively seek out and recruit these companies as both subcontractors and vendors whenever possible. These include the development, preparation and execution of subcontracting plans and monitoring performance against the goals contained in those plans.

The company's subcontractor identification process targets subcontracting candidates by their past experience with the company. These candidates, who have already established a track record with the company, are strategically selected on a project by project basis. The criteria for their selection are experience, ability, history, and potential business impact. Utilizing this process and having already identified Small Businesses, Minority Owned Businesses, Small Disadvantaged Businesses, Women Owned Businesses and Small Business Administration 8(a) certified businesses, we seek to utilize these resources.

- a. **If applicable, describe other ways your company can be sensitive to Participating Public Agency's desire to utilize local and/or MWBE companies, such as number of local employees and offices in a particular geographic area, companies your firm is using that may be local (i.e. local delivery truck company), your company's diversity of owner employees, etc.**

Please see above.

- b. **If applicable, provide details on any products or services being offered by your company where the manufacturer or service provider is either a small or MWBE business as defined by the Small Business Administration. Provide product/service name, company name and small/MWBE designation.**

N/A



MARKETING

1. Outline your company's plan for marketing the Products and Services to state and local government agencies nationwide.

- A co-branded press release within first 30 days-this would be both internal to Trane, national publications and targeted industry publications
- Announcement of award through any applicable social media sites; these include Trane's Facebook presence, Trane Twitter presence and Trane's LinkedIn presence
- Direct mail campaigns
- Co-branded collateral pieces
- Advertisement of contract in regional or national publications
- Participation in trade shows
- Dedicated U.S. Communities internet web-based homepage with:
 - U.S. Communities Logo
- Link to U.S. Communities website
 - Summary of contract and services offered
 - Due Diligence Documents including; copy of solicitation, copy of contract and any amendments, marketing materials
- Co-developing a case study and pursue article placements with key publications

2. Explain how your company will educate its national sales force about the Master Agreement.

The Trane offices have been associated with a national cooperative for over 10 years and are intimately involved with a contract that encompasses HVAC equipment and services. That said; we have several opportunities to announce this award and to work in expanding the cooperative contract:

1. First, we will announce this in our quarterly newsletter, U.S. Communities Topics, which is distributed to over 750 Trane employees and affiliates.
2. Trane's U.S. Communities team distributes a monthly eNewsletter to internal users of the program.
3. Also weekly, Ingersoll Rand has an internal portal where new items are announced.
4. We have a K-12 vertical market portal dedicated to U.S. Communities where we place important documentation such as due diligence items, pricing, Power Points, contract award letters, newsletters and any pertinent information germane to the topic.



5. The U.S. Communities program managers meet weekly with individual sales offices, helping them to understand cooperative markets, targeted sales strategies and presenting the Trane story to the marketplace.
6. Conduct regional workshops designed to promote the cooperative contracts, legal statutes, product and services pricing methodology, marketing tools and other topics designed to promote the contract(s).
7. One-on-one office visits.

3. Explain how your company will market and transition the Master Agreement into the primary offering to Participating Public Agencies.

- A co-branded press release within the first 30 days
- Announcement of award through any applicable social media sites
- Direct Mail campaigns to known entities
- Co-branded collateral pieces
- Advertisement of contract in regional or national publication
- Participation in trade shows
- Dedicates U.S. Communities internet web based homepage on the Trane portal
- Work with local offices to establish a one-on-one relationship from U.S. Communities participant list

4. Explain how your company plans to market the Master Agreement to existing government customers and transition these customers to the Master Agreement. Please provide the amount of purchases of existing public agency clients that your company will transition to the U.S. Communities contract for the initial three years of the contract in the following format within your proposal.

We will send to our existing customer list a direct mail piece within 30 days of contract award. The Trane National Cooperative team will then set up meetings in all appropriate regions for all U.S. Communities members within 60 days of contract award. Encourage attendance by advertising in advance and include lunch and door prizes. Meeting purpose will be to re-introduce Trane and this contract via a formal presentation with questions and answers. Trane and US Communities representatives will participate in these meetings:

- a. \$100M will be transitioned in year one.
- b. \$115M will be transitioned in year two.
- c. \$132M will be transitioned in year three.



NATIONAL STAFFING PLAN

1. A staffing plan is required which describes the Offeror's proposed staff distribution to implement and manage this contract throughout the term of the contract. At a minimum, this plan should include the following:

- a. Identify the key personnel who will lead and support the implementation period of the contract outlined in Section 6, New Supplier Implementation Checklist, along with the amount of time to be devoted to implementation;

KEY PERSONNEL TO LEAD AND SUPPORT U.S. COMMUNITIES NATIONWIDE

Greg Spencer, Strategic Program Leader with over 35 years of experience

KEY PERSONNEL TO LEAD AND SUPPORT BY REGION

Each customer will have a local account manager dedicated to their project.

They are listed in the Appendix.

- b. Identify the key personnel who are to be engaged in this contract throughout the term of the contract and their relationship to the contracting organization;

KEY PERSONNEL ENGAGED IN CONTRACT THROUGHOUT THE TERM

Jeremy Lee, Strategic Account Manager

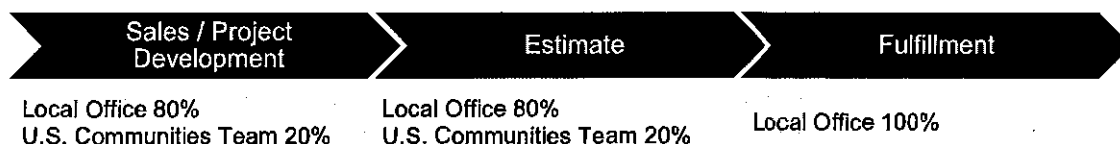
Christopher Teller, Strategic Account Manager

- c. Provide a chart that shows 1) the time commitment of each professional staff member that will be devoted to the contract, 2) each member's role in maintaining and growing the contract; and 3) a timeline of each member's involvement throughout the contract.

1) Time Commitment See below. 2) Member's Role See below.

VP Trane Manufacturing and Distribution	VP Vertical Sales and Marketing	Strategic Program Sponsor	U.S. Communities Team	Local Office
<ul style="list-style-type: none">• Jeff Watson• 5% Time Commitment	<ul style="list-style-type: none">• Phillip Pereira• 10% Time Commitment	<ul style="list-style-type: none">• Patrick Archambault• 25 % Time Commitment	<ul style="list-style-type: none">• Greg Spencer, Jeremy Lee, Christopher Teller, Lucas Erdmann• 100% Time Commitment	<ul style="list-style-type: none">• 10-15% Time Commitment

2) Timeline of Involvement





2. Submit the resumes of the below personnel:
a. The person your company proposes to serve as the National Accounts Manager,

GREG SPENCER

Strategic Program Leader

TCPN



1400 Valwood Pkwy #100
Carrollton, TX

Cell: 972-406-6090
Home: 469-442-6055

gsspencer@trane.com

Title:

Strategic Program Leader -
TCPN

Years of Experience:

35+ years

Previous Work Experience:

General Sales Leader
Area Manager
Sales Engineer

Education / Certifications:

BS/Mechanical Engineering
/Texas Tech University
GTP Program/Trane
Trane Leadership
Development
Program/Trane

Current Responsibilities:

TCPN Strategic Program Leader who is a Professional Engineer with over 35 years of experience in the HVAC industry focusing on Mechanical Design and Solutions Development. For the past 30 years he has been contributing to the knowledge base of Texas Trane helping clients such as Cannon AFB and Covenant Medical Group optimize their buildings by applying Trane's Comfort Solutions. Mr. Spencer is a proven leader; he has served in many leadership positions, most recently as the TCPN Strategic Program Leader, North America. He understands every facet of HVAC technologies having served in sales, service, and leadership capacities. Mr. Spencer operates at a senior level providing council on specific marketing strategies and programs that target superintendents, business managers, purchasing managers, education board members, construction decision makers, mayors, facilities managers, elected officials, county officers, and key financial consultants. Responsible for growing revenue as assigned for all products and services represented by the Trane/TCPN contract.

Areas of Expertise:

- Equipment Sales
- Turnkey Solutions
- Building Automation
- Comprehensive Solutions
- Customer Fulfillment
- Management Team Leadership
- Product Positioning



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- b. Each person that will be dedicated full time to U.S. Communities account management, and

JEREMY LEE

Regional Team Leader, Strategic Programs
TCPN



TRANE

16401 Riggs Rd.
Stilwell, KS 66085

Cell: 913.208.8215
Home: 913.814.3905

JLEE3@trane.com

Title:

Regional Team Leader,
Strategic Programs - TCPN

Years of Experience:

11+ years

Previous Work Experience:

Sales Engineer & HVAC,
Process, Controls Consultant
Trane Graduate Training
Program Student

Education / Certifications:

Bachelor of Science (B.S.),
Industrial Engineering and
Management, Oklahoma State
University, Stillwater, OK,
2000 - 2004

Current Responsibilities:

Regional Team Leader who operates at a senior level providing council on specific marketing strategies and programs that target superintendents, business managers, purchasing managers, education board members, construction decision makers, mayors, facilities managers, elected officials, county officers, and key financial consultants.

Responsible for growing revenue as assigned for all products and services represented by the Trane/TCPN contract.

Areas of Expertise:

- Strategic Sales Planning & Tactical Execution
- Communication / Presentation
- Customer Relationship Management
- Organizational Development
- Performance Management
- Financial Selling, Energy Efficiency & Payback Analyzing
- Plan & Specification Bid, Design Build, Process Selling
- Cooperative / Consortium Purchasing
- Budgeting, Capital Improvement Planning
- HVACR, Process, Geo-Thermal, Energy Recovery, VRF



CHRISTOPHER TELLER

Regional Team Leader, Strategic Programs
TCPN



134 Thunder Rd
Holbrook, NY 11741

Cell: 917-440-2808

CTELLER@TRANE.COM

Title:

Regional Team Leader,
Strategic Programs - TCPN

Years of Experience:

10+ years

Previous Work Experience:

Trane Account Manager

Education / Certifications:

Bachelor of Science in Marine
Transportation and
International Business, State
University of New York,
Maritime College at Fort
Schuyler, Bronx, NY
Licensed Third Mate Ocean
Steam or Motor Vessels of Any
Gross Tons, S.T.C.W. 95,
United States Coast Guard

Current Responsibilities:

Regional Team Leader who operates at a senior level providing council on specific marketing strategies and programs that target superintendents, business managers, purchasing managers, education board members, construction decision makers, mayors, facilities managers, elected officials, county officers, and key financial consultants.
Responsible for growing revenue as assigned for all products and services represented by the Trane/TCPN contract.

Areas of Expertise:

- Strategic Sales Planning & Tactical Execution
- Communication / Presentation
- Customer Relationship Management
- Organizational Development
- Performance Management
- Financial Selling, Energy Efficiency & Payback Analyzing
- Plan & Specification Bid, Design Build, Process Selling
- Cooperative / Consortium Purchasing
- Budgeting, Capital Improvement Planning
- HVACR, Process, Geo-Thermal, Energy Recovery, VRF

LUCAS ERDMANN

Staff Accountant
Finance



3600 Pammel Creek Rd
La Crosse, WI 54601

Work: 608-787-2836

LUCAS.ERDMANN@TRANE.COM



c. Key executive personnel that will be supporting the program.

JEFF WATSON

Vice President – North American
Product Management and Marketing



800-E Beaty Street
Davidson, NC 28036

Work: 704-655-5499

JTWATSON@TRANE.COM

PATRICK ARCHAMBAULT

Director, Strategic Programs Leader
Trane



800-A Beaty Street
Davidson, NC 28036

(920) 203-4265

PARCHAMBAULT@TRANE.COM

Title:

Director, Strategic Programs
Leader

Years of Experience:

30+ years

Previous Work Experience:

Vertical Market Leader
Six Sigma Black Belt
Business Unit Manager
Project Manager
Sales/Contracting Manager
Sr. Contract Administrator
Contract Administrator

Education / Certifications:

BA University of Wisconsin –
Whitewater
MBA University of St
Thomas – St Paul

Current Responsibilities:

Director, Strategic Programs Leader is presently responsible for Strategic Accounts and Program at Trane Commercial Systems. Thirty plus years' experience in sales, operations, service, quality, and project management.

Areas of Expertise:

- Strategic Sales Planning & Tactical Execution
- Communication / Presentation
- Customer Relationship Management
- Organizational Development
- Performance Management
- Financial Selling, Energy Efficiency & Payback Analyzing
- Plan & Specification Bid, Design Build, Process Selling
- Cooperative / Consortium Purchasing
- Budgeting, Capital Improvement Planning
- HVACR, Process, Geo-Thermal, Energy Recovery, VRF



PRODUCTS, SERVICES AND SOLUTIONS

The primary objective is for each Supplier to provide its complete product and service offerings so that Participating Public Agencies may order a range of products and services as appropriate for their needs.

1. Describe in detail the depth of product your company provides.

a. Provide a description of the Products, including all related components and parts to be provided by the major product category set forth in the General Definition of Products and/or Services in Section 2 of the RFP.

1. HVAC PRODUCTS

- **HVAC Refrigeration** Type- Rotary, Centrifugal, Scroll, Reciprocating, Absorption
- **Indoor Air Quality Products and Devices** Type- Active polarization, non-ionizing, electronic air cleaning systems intended to replace passive filtration, any other.
- **Unitary** Type-rooftops, split systems, VRFs, Heat Pumps, PTACs, water-source, mini-splits
- **Air handling** Type- central station-manufactured or custom makeup air, fan, filter, coil sections
- **Air Terminal Devices and Heating Products** Type-VAV, Fan Coils, Unit Ventilators, Unit Heaters, Fin Tube Radiation/Convectors
- **Cooling Towers** Type- open, closed, evaporative, other
- **Pumps** Type- single stage, split case, end suction, inline, circulator, turbines
- **Invertors**
- **Boilers & Water Heaters** Type- modulating, condensing, cast iron, water tube, packaged and other
- **HVAC Specialty Products** Type - modular, outside/inside, S&T Heat Recovery, Humidity Control, Heat Wheel, Heat Pipe, Heat Exchangers

2. INSTALLATION AND SERVICES

- **Startup & Commissioning Services** Type - equipment startups, system checkouts, control verification, retro commissioning, M & V verifications, rebate auditing, other
- **Service & Maintenance** Type- preventative and full maintenance contracts, man-at attendance, remote monitoring, annuals, emergency services, regulatory compliance, cleaning (e.g., duct, coils and filters), scheduled maintenance (e.g., oil, chemical and vibration analysis) and other
- **Installation and Turnkey Contracting** Type- retrofit, new construction, energy retrofit, controls new- and upgrade and other
- **Warranty Services** Type- Extended parts & labor (define maximum number of years available), delayed start-up and other



- **Professional Services** Type- Engineering, Design, Drafting, Architectural, Project Management and other
- **Site Surveys** Type- Equipment, system analysis, operational, architectural and other

3. RELATED PRODUCTS AND SERVICES

- **DDC Controls** Type-core components, end devices, lighting, panels
- **Equipment Parts and Supplies** Type- manufactured parts, emergency parts service, miscellaneous material and supplies and other
- **Equipment Rentals** Type-chillers, pumps, transformers, terminal units, generators, cooling towers, packaged unitary and other
- **Financial Services** Type- leasing, prompt and pre-payment discounts, guaranteed savings and other
- **Startup & Commissioning Services** Type - equipment startups, system checkouts, control verification, retro commissioning, M & V verifications, rebate auditing, other
- **Energy Services** Type-Energy Tracking, Energy Analysis, Evaluation of Potential Upgrades, demand response, rebates and other

b. Provide catalog or brochure type information as applicable.

****See Appendix ****



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- c. Provide a matrix breaking out product information on all products, options, accessories such as product type, capacity range, standard warranty information, extended warranty information, estimated lead time/delivery time, etc.

Due to the size, we have placed our Product and Performance Information Sheets in the Appendix. Below is an image of what these will look like.

INDOOR UNIT FEATURES		SYSTEM FEATURES	
<p>4 WAY CASSETTES Powerful airflow assures greater distribute Highly advanced blade design provides Individual blades adjustable from 32° to Blades close completely to prevent dust Stylish and aesthetic panel design minim Simple, easy to read display Factory installed condensate drain inclu drain pan Fresh air intake allows outside air to int Sub duct allows one unit to cool both a Light weight design makes installation e</p> <p>MINE 4 WAY CASSETTES Powerful airflow assures greater distribute Highly advanced blade design provides Individual blades adjustable from 32° to Blades close completely to prevent dust Stylish and aesthetic panel design minim Simple, easy to read display Factory installed condensate drain inclu drain pan Fresh air intake allows outside air to int Optional motion detector sensor shuts m Light weight design makes installation e</p> <p>1 WAY CASSETTES Powerful airflow assures greater distribute Blade closes completely to prevent dust Stylish and aesthetic panel design minim Simple, easy to read display Factory installed condensate drain inclu drain pan Light weight design makes installation e</p> <p>SLIM DUCT UNITS Compact design allows installation flexi Return air can enter either the bottom o Easy to clean filter traps dust and other Static pressure control can be adjusted t Easy to install condensate drain pump (f from flowing back into drain pan</p>	<p>3rd generation cool and reliability Dual inverter com higher reliability Improved vapor in performance 8,400 RPM (maxi Inverter PCB is re Auto oil balancing Longer pipe lengt Asymmetric scroll Total harmonic di Intercooler uses a Refrigerant pump Automatic refriger comfort and perfor Auto know blowin Special hydrophilic facilitates the defro environments. Optional quiet ope 4 and 6 port mode provides superior On systems with n heating even durin Trane's auto comm and storage of test Trane Advantage code reporting</p>	<p>FORM A PRODUCTS & SERVICES</p> <p>Type: VRF</p> <p>Brand Name: Trane® Advantage VRF™</p> <p>Capacity Range: 3 thru 36 tons</p> <p>Heating Medium: R-410A</p> <p>Cooling Medium: R-410A</p> <p>Standard Warranty: 1 year parts</p> <p>Optional Warranty: 5 year parts if qualifying requirements are met</p> <p>Estimated Lead/Delivery time: 5 days</p> <p>Location of Manufacturing City: Korea and/or China</p> <p>Range of Efficiencies: up to 27 IEER, up to 30 SCHE (heat recovery)</p> <p>Estimated market Share: New product</p> <p>Detail Features and Benefits:</p> <ul style="list-style-type: none"> • Outdoor Unit Features (attached) • Indoor Unit Features (attached) • Controls Features (attached) 	

- d. Provide all necessary technical information relating to operation of equipment and systems, along with list of spare parts recommended by manufacturers with part numbers needed to maintain and efficiently run the systems and equipment.

All necessary technical information relating to the operation of equipment and systems, along with a list of spare parts recommended by manufacturers with part numbers to maintain and efficiently run the systems and equipment **are furnished by product type per job**. We do not furnish parts lists anymore as it is now maintained electronically. In order to save valuable time and paper



resources, we have chosen to provide a sample of how we provide this information to our customers. The example we provided is located in the appendix and titled, "Installation Operation Maintenance – Air-Cooled Scroll Chillers. Literature Number: CBSVX17C-EN."

2. Describe in detail the depth of services your company provides.

- a. Provide a detailed description of the Services, including training, start-up and commissioning services, installation, maintenance, turn-key services, repair services, rentals, leases, equipment upgrades and any other services provided by your company as set forth in the General Definition of Products and/or Services in Section 2 of the RFP.**

EQUIPMENT

- All Trane commercial equipment including all unitary, terminal units and heating products procured domestically
- Trane building automation equipment to the extent that it is coupled with installation and/or retrofit of BAS systems
- Cooling Towers
- Frequency Drives
- Ductless split systems & VRF products
- Pumps
- Boilers, hot water heaters and water specialties
- Modular chillers
- Dust collection systems
- TAS packaged central plants
- Evaporcool evaporative process cooling
- Dynamic air filtration
- Genesis conversion (photo catalytic oxidation) technology
- Ingersoll-Rand Industrial air compressors & impact tools
- Heat recovery air handlers
- Temspec unit ventilators
- Trane parts in conjunction with Trane contracted repair and retrofit of existing Trane equipment.
- The Parts Inventory Purchasing Program (P.I.P.P.) that allows customers to purchase one time per year parts for inventory.

LABOR-BASED SOLUTIONS

- Training-both local and factory providing skill building, educational programs and certifications
- Equipment startups



- HVAC, refrigeration and plumbing installation including complete turnkey replacements, new construction, renovation and new construction..
- Included are any ancillary labor tasks, related to HVAC, refrigeration or plumbing installations.
- System commissioning and reporting
- All types of monitoring such as man-in-attendance, BAS remote monitoring
- Predictive maintenance such as oil, refrigerant and vibration analysis
- All types of repair services with coverages (full and partial) on all existing HVAC equipment types and brand names and plumbing fixtures and systems
- All types of maintenance services including full and preventive maintenance contracts as well as time & material contracts
- Remanufacturing services
- Outsourcing of chilled and hot water by providing plants owned by Trane and leased to the governmental entity
- Adsil coatings as required on all HVAC equipment
- Equipment modifications as it relates to either a new construction or retrofit project including custom fabrication
- Filter change outs, filter contract maintenance
- System buy backs and full operational services
- Warranty services and extended parts and labor warranties
- All turnkey contracting including engineering, architectural and general contract work as it relates to the HVAC refrigeration and plumbing requirements
- Air and water balancing
- BAS installation on new construction and repair or replacement on existing buildings
- Integrated security systems
- Installation/maintenance on air compressors
- Fire alarm installations
- Gas and electric short and long term analytics through Fellon-McCord.

SERVICES

- Financial services such as leasing (all types), prompt pay discounting, anticipation discounting, guaranteed savings programs and long term financing solutions.
- Site surveys of existing facilities
- Rental HVAC equipment from Trane Rental Services
- System analysis of existing facilities including modeling and payback analysis
- Project management services such as contract managing and analysis of bids and budget prioritization
- Long range school planning and facility audits
- IAQ services such as appraisals, filtration analysis and remediation
- Data management services of existing facilities via ComfortSite



- Estimating resources for budgeting of projects
- Engineering and architectural services such as MEP, structural and civil
- Performance contracting "PACT" with guaranteed savings
- "Services" General Work Order
- Contracting for packaged enhanced solutions
- Facilities Management program

b. Identify the manufacturer products/brands your company can service and support.

While Trane is the industry expert on Trane equipment, we service all brands and most models of HVAC equipment. Trane technicians sent to other competitive OEM schools across the industries (Carrier, York, etc.) for certification.

c. Stipulate the minimum work crew that will be made available at all times ensuring timely and effective project completion. A project foreman, fluent in English, must be onsite during all construction activities and have authority to act on behalf of the Contractor. East site work crew must have at least one journeyman assigned.

This would be addressed based on project type. Account Management, estimating and fulfillment standard. Project Manager's, Project Administrator's, added for contracting jobs. Typical work crew for a service job could range from one man to a team of technicians. All contracting jobs will have a project foreman (typically lead mechanic) fluent in English that will remain on the job at all times. Complex solutions that require a safety officer on site will be added as necessary.

d. Describe how your company selects sub-contractors for service and/or installation and how you ensure customer satisfaction related to the subcontractors.

The Trane subcontracting plan is aimed to satisfy your requirements for minority participation. The plan will maximize the utilization of SDB/MBE/WBE companies, while maintaining efficient contract performance for the Customer and U.S. Communities. We will work closely with local organizations in identifying and soliciting the active participation of SDB/MBE/WBE on this project.

The company takes Small and Disadvantaged Business subcontracting very seriously and endeavors to actively seek out and recruit these companies as both subcontractors and vendors whenever possible. These include the



development, preparation and execution of subcontracting plans and monitoring performance against the goals contained in those plans. The company's subcontractor identification process targets subcontracting candidates by their past experience with the company. These candidates, who have already established a track record with the company, are strategically selected on a project by project basis. The criteria for their selection are experience, ability, history, and potential business impact. Utilizing this process and having already identified Small Businesses, Minority Owned Businesses, Small Disadvantaged Businesses, Women Owned Businesses and Small Business Administration 8(a) certified businesses, we seek to utilize these resources.

e. Describe your company's process for submitting a test and balance report for each piece of equipment installed, including items that will be covered in the test and balance report.

The purpose of testing, adjusting, and balancing (TAB) is to assure that an HVAC system is providing maximum occupant comfort at the lowest energy cost possible.

Pre-planning for TAB work includes making certain that all the necessary parties and individuals to conduct the work are onboard. The type of building and systems to be tested and a realistic evaluation of what skills the TAB technician possesses are key planning elements.

- Often, a controls specialist will be needed to operate the system for the TAB technician.
- The representatives from the original equipment suppliers may be needed as a resource, at a minimum, but for complex equipment and systems or in a new building startup a manufacturer's representative may be required at the site to operate the mechanical equipment.
- If the building has a facilities manager that individual is typically the most important participant with which the on-site TAB technicians will work. Facility managers have a substantial vested interest in ongoing customer satisfaction—the people who work or live in the building are actual end-use customers—and their satisfaction will ultimately be the key measure of success.

Occasionally, a system cannot be balanced or made to perform in accordance with the contract's design specifications regardless of the number of balancing dampers or valves that can be installed. Competent TAB technicians should be prepared for this possibility and work with the appropriate individuals to formulate recommendations as part of the final TAB report.



It should be made clear that the TAB work is not "commissioning." Most commissioning services are completed by firms having technicians experienced with each of the individual building systems—HVAC, lighting, plumbing, electrical, and security systems.

Commissioning services for any new building construction or renovation are intended to verify all of the above systems—operate properly and meet performance criteria.

Commissioning also includes the testing of all building controls for each mode of operation to verify all systems are being sequenced correctly with each other and that all interlocks are functioning. The commissioning agent must document the results of each equipment test performed as it is completed. These firms will usually subcontract the services of an independent TAB contractor to verify HVAC system balancing as part of their more inclusive commissioning contract.

New Buildings

Testing, adjusting, and balancing of all HVAC systems in a new building is needed to complete the installation and to make the system perform as the designer intended. Assuming that the system design and installation meets the comfort needs of the building occupants, testing, adjusting, and balancing of the HVAC system fine tunes occupant comfort levels while keeping energy use to the lowest level possible. This is extremely important in this era of rising energy costs.

It is important to make sure that all factory equipment startup service has been completed before beginning any TAB work. Most specifications on new building construction usually require a factory representative to be present during the initial startup and adjustment of the mechanical equipment—central boilers, chillers, large variable-speed motor drives, and cooling towers. This initial equipment checkout is also usually required to activate the factory warranties and is not part of the TAB contractor's responsibility. After this initial startup service has been completed, the TAB contractor should be informed that the systems are operating properly, that all safety interlocks and protective devices are functioning, and the systems are ready to be balanced. The TAB phase of any building construction or renovation is intended to verify that all HVAC water- and air-flows and pressures meet the design intent and equipment manufacturer's operating requirements. It is rare to find an HVAC system of any size that will perform completely satisfactorily without the benefit of final adjustments. This is why it is considered a "best practice" for the designer to specify that TAB work be part of the overall HVAC system installation.

Existing Buildings



There are few buildings in existence that have not experienced changes in internal loads and space layout changes since they were designed and built. These buildings should periodically have their HVAC systems rebalanced to achieve maximum operating performance, efficiency, and comfort.

The TAB Technician

TAB technician designates the person in charge of the TAB work being done on the HVAC system. TAB procedures on a complicated HVAC system require that the TAB technician must be a well-trained, highly-skilled, and knowledgeable individual. This person must know the fundamentals of airflow, hydronic flow, refrigeration, and electricity and be familiar with all types of HVAC temperature controls and refrigeration systems. They must also know how to take pressure, temperature, and flow measurements and be able to perform effective troubleshooting.

The TAB Team

There are TAB jobs that can be done by one person. However, many HVAC systems need a TAB team to complete the TAB work efficiently and in a reasonable time period. It is equally important that the other members of the TAB team be trained and knowledgeable in the basic fundamentals and procedures of TAB work.

Energy Costs and Occupant Comfort

TAB work conducted on existing buildings will often hold opportunities for the attentive TAB technician to identify additional equipment or work for the system being balanced that will increase occupant comfort and decrease building operating costs. An obvious example would be the replacement of single-speed electric fan motors with newer computer-controlled equipment that can more closely follow the required airflow needs over the changing seasons and load variations. Variable-speed electric motors are a relatively new product and the older the building the greater the likelihood and potential for energy-saving and comfort-enhancing opportunity. In some instances, variable-speed motors may consume just 15% of the electricity on an annual basis as an older single-speed motor.

Another example would be when the TAB technician is asked to provide a rebalance of an individual zone due to shifts in internal use. Often, this is a good opportunity to examine the benefits of a complete review of the building's mechanical system and possibly provide complete-building TAB services. Also, changes in one building zone will often result in changes throughout or at least in other parts of the building.

TAB Instruments

Airflow Measuring Instruments

- **Manometers**—Used to measure pressure drops which can be translated into flow rates. Available in tube types, both U-Tube and inclined-vertical



use a fluid in a tube to represent the difference in pressure between two points.

- Digital manometers—Can provide very accurate readings at very low pressure differentials, such as across air filters and expansion cooling coils. Can automatically adjust for barometric pressure, store readings with recall in average or total numbers, and some can provide additional functions such as temperature measurements.
- Anemometers—Available in several configurations—rotating vane, deflecting vane, thermal—and used primarily to measure air velocities at registers, grilles, hoods, coils, etc.
- Flow measuring hoods—Directly measures CFM of air distribution devices.
- Temperature Measuring Instruments
- Glass tube and dial thermometers—Measurement of air and fluid temperatures
- Thermocouples—Measures surface temperatures
- Psychrometers and electronic thermo-hygrometers—Determines relative humidity.
- TAB Reporting Forms
- The proper use of a consistent set of reporting forms assures that TAB work is being done in a systematic manner that produces documented test results that can be easily understood. The following list is an example of forms with a brief description of each to illustrate the steps in the TAB process. Each project may require fewer or more forms and steps depending upon the TAB project goals and the system complexity.
- System Diagram—A schematic that depicts the system to be tested, its major components, distribution system sizes, the quantities of flow, the location of regulating devices and terminal units and other relevant data.
- Apparatus Test Report—Provides details of actual measured flow rates, motor loads and other information that will be useful to compare design to actual system component performance.
- Coil Test Report—Used to record performance of chilled or hot water, steam, DX, or other types of energy exchange coils.
- Gas/Oil-Fired Apparatus Test Report—Tracks performance of unit heaters, furnaces, and boilers for use in comparison and as a supplement to factory-provided data.
- Duct Heater Test Report—Provides documentation of airflow rates across electric furnaces and heater coils and verifies min./max. airflow rates as per required by manufacturers.
- Duct Transverse Reports—Used as a worksheet for recording velocity pressures in a prescribed manner to determine actual airflow for duct—round and rectangular.
- Air Outlet Test Report—Provides documentation of preliminary and final air distribution devices and possible reasons for deviations from design.



- Terminal Unit Test Report—Used to check and document the performance of terminal units.
- Major Equipment Test Reports—Each major mechanical HVAC device that is present and part of the TAB project—Chiller/Packaged HVAC/Compressor/Condenser/Cooling Tower/Pump/Boiler—is tested and the results recorded according to industry-recognized procedures. Specific test requirements may be requested for any major component to verify operating performance or efficiency.
- Instrument Calibration Report—Documents the tested accuracy of the instruments used to conduct the TAB project.
- RELEVANT CODES AND STANDARDS
- Energy Systems Analysis & Management—Presents an updated level of technical information necessary for energy conservation and retrofits of today's commercial facilities. This new manual provides building owners, facility managers, contractors, and system designers with the tools needed to evaluate an existing facility for energy savings potential. Items of special interest include performance contracting, CFC refrigeration regulation, and new automation system open protocols. Other topics covered include HVAC heat recovery, energy auditing, operation and maintenance, and indoor air quality.
- HVAC Systems - Commissioning Manual—A practical how-to guide for contractors, owners, and engineers interested in learning about commissioning for new buildings and re-commissioning for existing buildings. Separate chapters are devoted to the different levels of commissioning, including basic, comprehensive and critical system commissioning. A thorough explanation of re-commissioning leads one through the preliminary investigation, survey and documentation phase, the design and installation of system modifications, and the actual re-commissioning test. The appendix contains a sample HVAC Systems Commissioning Specification, complete from the planning to the final execution stage. Additionally the topics functional performance testing, operator training, MSDS forms and equipment data sheets and O&M manuals are covered. It also includes sample reports and timesaving pre-start and start-up checklists.
- HVAC Systems - Testing, Adjusting, & Balancing—Presents the basic fundamentals, methods, and procedures, including the necessary tables and charts, to adequately balance a complete HVAC system. A tutorial on air and hydronic systems as well as equipment performance and operation, this comprehensive text covers motor operation, fan curves, pump curves, and fluid flow losses in ducts, fittings, pipes, and air terminals. In addition, variable frequency drives, direct digital control systems, lab hood exhaust balancing and the latest balancing equipment and procedures are presented.
- TAB Procedural Guide—The TAB Procedural Guide is intended for trained TAB technicians to assure that the appropriate procedures are employed



in an effective manner. This new publication includes general as well as specific guidance for both air-and water-side HVAC system adjusting and balancing. Variable air volume, multi-zone, dual duct and exhaust air systems are examples of the systems specifically covered and time-saving forms are included for precise record keeping during the conduct of a TAB project. The guide assists TAB technicians with preplanning and establishing teams so that energy use is minimized whether the work is done in new or existing buildings.

- f. Describe your company's process for delivering a comprehensive commission plan at least two weeks prior to start-up, including details of what will be covered in the plan.**

The Commissioning Plan establishes the framework for how commissioning will be handled and managed on a given project. This includes a discussion of the commissioning process, schedule, team and team member responsibilities, communication structures and a general description of the systems to be commissioned. This preliminary version of the Plan shall be developed by the Trane Project Manager (PM) in conjunction with the Customer Agency. The suggested structure of the Commissioning Plan is as follows. All information in the Commissioning Plan must be project specific.

Introduction	Purpose and general summary of the Plan.
General Project Information	Overview of the project, emphasizing key project information and delivery method characteristics.
Commissioning Scope	The commissioning scope including which building assemblies, systems, subsystems and equipment will be commissioned on this project.
Team Contacts	Project specific Commissioning Team members and contact information.
Communication Plan & Protocols	Documentation of the communication channels to be used throughout the project.
Commissioning Process	Detailed description of the project specific tasks to be accomplished during the Planning, Design, Construction and Tenant Occupancy Stages with associated roles & responsibilities.
Commissioning Documentation	List of commissioning documents required to identify expectations, track conditions and decisions and validate/certify performance.
Commissioning Schedule	Specific sequences of events and relative timeframes, dates and durations.



The Commissioning Agent will add to this preliminary Plan in the Design and Construction Phases by assembling and completing the Commissioning Plan Appendices as detailed below. The completed Appendices will form the Commissioning Record turned over at the end of the construction stage (see "Turnover Commissioning Record").

Appendices	Work completed during the commissioning process
A	Owner's Project Requirements
B	Basis of Design
C	Commissioning Specifications
D	Design Review
E	Submittal Review
F	Issues Log
G	Construction Checklists
H	Site Visit and Commissioning Meeting Minutes
I	O&M Manual Review
J	Training
K	Functional Performance Tests & Seasonal Testing
L	Warranty Review
M	Test Data Reports

The initial commissioning scope is derived from the Customer Agency, the Trane PM & Operating Personnel input as well as previous experience with similar buildings. The Commissioning Systems Selection Matrix provided in Appendix B of this Guide is a useful tool in selecting systems to commission for a particular facility type. Exact systems shall be determined on a project to project basis.

g. Describe your company's scope of work for preventative maintenance work.

Trane's Preventive Maintenance program typically consists of four quarterly site visits. This is one annual inspection and three routine inspections. The number of site visits can vary according to the system needs.

Planned Maintenance Program Comprehensive Inspection:



Air Conditioning:

- Condenser coil fins will be straightened and cleaned annually
- Evaporator coil will be inspected and cleaned annually
- Blower wheels will be inspected and cleaned during scheduled maintenance
- Refrigerant charge checked by superheat / sub-cooling method
- Air filter(s) will be changed quarterly
- Belts and pulley(s) will be inspected and adjusted during scheduled maintenance
- Lubrication of motors and bearings
- Thermostat will be checked and calibrated annually
- Controls and Safeties will be inspected and tested
- Motors will be cleaned and inspected
- Capacitors will be tested
- Condensate drain will be checked to assure it is open
- Crankcase heater will be operationally checked
- Relays and contactors will be inspected
- Unit disconnect inspected
- Unit wiring will be inspected; loose connections will be tightened
- Temperatures will be taken and recorded
- Ductwork will be checked for proper insulation

Heat Pumps:

- Condenser coil fins will be straightened and cleaned annually
- Evaporator coil will be inspected and cleaned annually
- Blower wheels will be inspected and cleaned during scheduled maintenance
- Refrigerant charge checked by superheat / sub-cooling method
- Air filter(s) will be changed quarterly
- Belts and pulleys will be inspected and adjusted during scheduled maintenance
- Lubrication of motors and bearings
- Thermostat will be checked and calibrated annually
- Controls and safeties will be inspected and tested
- Motors will be cleaned and inspected
- Capacitors will be tested
- Condensate drain will be checked to assure it is open
- Crankcase heater will be operationally checked
- Relays and contactors will be inspected
- Unit disconnect inspected
- Unit wiring will be inspected, loose connections will be tightened
- Temperatures will be taken and recorded
- Ductwork will be checked for proper insulation
- Auxiliary heat strips- will be checked



Gas Heating Systems:

- Heat exchanger- will be inspected for cracks and deterioration
- Air filter(s) will be replaced
- Burners- will be cleaned
- Fan switch- will be checked and adjusted annually
- Pilot- will be cleaned and adjusted annually
- Safety controls- will be operationally checked
- Blower wheel- will be cleaned and motor lubricated
- Gas line- will be checked from the furnace shut off valve to the burners
- Combustion Air- openings will be checked
- Flue pipe will be inspected
- All panels will be secured
- Thermostat- will be checked and calibrated annually
- Temperatures and performance will be recorded

	Capacity Range (HP)
	Standard Warranty (Parts & Labor)
	Optional Warranty (components covered & Labor)
	Location of Manufacturing (City, State or Country)
	Estimated Market Share (North America)
	Detail Features & Benefits
HVAC Specialty Products	Type (modular, outside/inside, S&T Heat Recovery, Humidity Control, Heat Wheel, Heat Pipe, Heat Exchangers)
	Brand Name(s)
	Capacity Range (CFM and/or MBH)
	Standard Warranty (Parts & Labor)
	Optional Warranty (components covered & Labor)
	Location of Manufacturing (City, State or Country)
	Estimated Market Share (North America)
	Detail Features & Benefits

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Boilers & Water Heaters	Heating Medium (Electric, Gas, Steam, Hot Water)
	Brand Name(s)
	Capacity Range (MBH)
	Standard Warranty (Parts & Labor)
	Optional Warranty (components covered & Labor)
	Location of Manufacturing (City, State or Country)
	Estimated Market Share (North America)
	Detail Features & Benefits
Dust Collectors	Type (Intermittent Duty Shaker, Continuous Duty Pulse-Jet, Mist, Modular Mediafilter, Weld Fume)
	Brand Name(s)
	Capacity Range (CFM)
	Standard Warranty (Parts & Labor)
	Optional Warranty (components covered & Labor)
	Location of Manufacturing (City, State or Country)
	Detail Features & Benefits
Services	
Training, Skill Building,	Off Site Courses
Educational	Description of course
	Frequency
	Length
	Instructor qualifications
	Cost
	Course content



	Target audience
	CEU credit
	Certification issued
	Class Size
	Features and Benefits
	On Site Training
	Description
	Frequency
	Length
	Instructor qualifications
	Cost
	Course content
	Target audience
	Class Size
	Features and Benefits
Startup & Commissioning Services	Type (Equipment, System, Controls, Air/Water Balance)
	Personnel or Factory Rep
	Certifications or Associations
	Description
	Features and Benefits
Installation and Turnkey Contracting	Licensing
	Bonding Capabilities
	Personnel (employed or subcontractor)



	Project References
	Description
	Features and Benefits
Financial Services	Type (leasing, prompt and pre-payment discounts, guaranteed savings)
	Funding Sources
	Project References
	Description
	Features and Benefits
Scheduled Maintenance	Type (oil, refrigerant, vibration, chemical analysis)
	Description
	Personnel (employed or subcontractor)
	Project References
	Features and Benefits
Repair Services With Coverage	Type (Annuals, Full Maintenance, Preventative Maintenance, Emergency Service)
	Man-in-attendance, regulatory compliance, duct cleaning)
	Description
	Personnel (employed or subcontractor)
	Project References
	Features and Benefits
Plumbing Services	Type (Annuals, Full Maintenance, Preventative Maintenance, Emergency Service)
	Description



	Personnel (employed or subcontractor)
	Project References
	Features and Benefits
Warranty Services	Type (Extended parts & labor up to 10 years, delayed start-up)
	Description
	Personnel (employed or subcontractor)
	Project References
	Features and Benefits
Site Surveys	Type (Equipment, system analysis, operational, architectural)
	Description
	Personnel (employed or subcontractor)
	Project References
	Features and Benefits
Energy Services	Type (Energy Tracking, Energy Analysis, Evaluation of Potential Upgrades)
	Description
	Personnel (employed or subcontractor)
	Certifications or Associations
	Features and Benefits
Equipment Rentals	Type (chillers, pumps, transformers, cooling towers, rooftop)
	Description
	Personnel (employed or subcontractor)



	Project References
	Features and Benefits
Professional Services	Type (Engineering, Design, Drafting, Architectural, Data Management)
	Description
	Personnel (employed or subcontractor)
	Project References
	Features and Benefits
Statewide Parts Program	Type (manufactured parts, emergency parts service, miscellaneous material)
	Description
	Personnel (employed or subcontractor)
	Project References
	Features and Benefits

NOTES:

1. Provide pricing discount schedules on separate page by product type as shown in this product and services matrix.
2. Provide submittal data on each example product along with weights, dimensions, electrical and capacity information
3. Provide scheduled labor rates as shown in **FORM XXXII** for services. All services provided will be priced by labor rate only and no mark-up. Any miscellaneous materials mark-up shall be shown on **FORM XXXII**.
4. Provide your coefficient for any benchmarked program such as RS Means for your labor hours
Use this matrix as a template to describe your product and services offerings.

h. Describe and define all scenarios in which additional charges would apply outside of routine preventive maintenance.

The primary goal of maintenance is to avoid or mitigate the consequences of failure of equipment. This may be by preventing the failure before it actually occurs which Planned Maintenance and Condition Based Maintenance help to achieve. It is designed to preserve and restore equipment reliability by replacing worn components before they actually fail. Preventive maintenance activities include partial or complete overhauls at specified periods, oil



changes, lubrication, minor adjustments, and so on. In addition, workers can record equipment deterioration so they know to replace or repair worn parts before they cause system failure. The ideal preventive maintenance program would prevent all equipment failure before it occurs, however additional charges would apply if these parts were not included up front.

i. Describe your methodologies for assisting Participating Public Agencies with recommendations on repairs and upgrades from defining the repair/upgrade through the completion of work.

With a comprehensive range of service capabilities and in-house expertise, delivered by an extensive service network always on call, Trane service solutions ensure the most reliable and cost-effective performance from HVAC systems from day one – and on through their complete lifecycle. Once a Service Agreement is in place, Trane Technicians will complete field reports that include all recommendations for maintaining a high performance facility. Below are descriptions of our service capabilities, from start up through advanced remote monitoring and contingency cooling.

START UP

Trane Elite Start™ - Commissioning service

Trane Service Engineers validate HVAC installation, following a tried and tested checklist for optimal start-up conditions, verifying and recording design operational parameters.

Trane Extended Start - Assure the highest level of performance for the HVAC system's crucial first year. HVAC systems are typically sold with a standard factory warranty terms and conditions. Trane Extended Start goes above and beyond the standard warranty to provide eight value-added services which will create a system performance baseline.

OPERATE AND MAINTAIN

Genuine Parts and Repair Services - The right parts and the OEM expertise quickly available. From precision-crafted original Trane items to generic parts, Trane offers a comprehensive parts inventory with 6,500 references to answer quickly to customers' needs. Trane efficient logistics and factory authorized technicians also ensure expert replacements and fixes.

Trane Chiller Health Check Program - OEM chiller performance analysis. The reliability and efficiency of a water chiller are directly related to how it is maintained and operated. Appropriate maintenance can help avoid severe malfunctions and costly breakdown. Trane Chiller Health Check Program provides the real time status and performance of equipment and recommends proactive measures to restore a safe, reliable and efficient operation of chillers.



Trane Service Agreements - Reduce operating costs and optimize equipment life with planned maintenance from Trane. By planning ahead and addressing maintenance needs on a systematic, scheduled basis, your client can save significantly and virtually eliminate unplanned downtime. Trane will help define the service agreements best suited to your client's applications and business needs.

IMPROVE COST OF OWNERSHIP

Trane Select™ Contracts - Head off problems before they affect operation. Four customizable HVAC service contracts designed to provide operating efficiency, maximize the system life and help cut costs. From preventive maintenance plans to fully comprehensive solutions, Trane Select Contracts offer fixed costs making them more valuable the longer the contract period. All contracts come with free compressor coverage.

Trane Controls Services - Keeps HVAC settings fine-tuned for optimal performance. Buildings are a complex, inter-related set of systems. Over time, adjustments can change HVAC configurations that were fine-tuned on installation. Trane Controls Services offer four levels of servicing to regularly review the building control system, ensure it maintains its designed comfort level and is always up to date with your clients' current needs – operating as efficiently as possible.

UPGRADE AND IMPROVE

Trane Care™ Services - Restore the performance of HVAC equipment and maximize its lifecycle. No matter where your clients' equipment is in its life cycle, Trane Care™ will turn HVAC systems into business advantages in terms of reliability, energy and environment to help their buildings perform at its best and sustain it day in and day out. A Trane Care™ upgrade of HVAC installations will enhance equipment reliability, reduce operating costs, optimize equipment life and ensure compliance with environmental regulations.

ADVANCED REMOTE ANALYTICS

Trane Intelligent Services - Close remote building system monitoring and analysis of system trends. Trane Intelligent Services provide always-on, automated monitoring powered by a suite of leading technologies backed by Trane's team of technical experts. They give building operators high-end capability to help minimize the occurrence and severity of system failures through early detection of alarms and performance issues. Whether your clients require continuous monitoring and automated notification, monitoring plus an action plan for remediation services, Trane can provide a cost effective solution to establish critical points, appropriate parameters, actions and procedures.

**CONTINGENCY COOLING**

Trane Rental Services - Cooling solutions for all temporary needs

Temporary cooling needs covered to keep your clients' businesses operational during repair, replacement or upgrade of the existing systems: from breakdowns to extra seasonal capacity requirements, planned service work, facility renovation, specialty events and more. Trane provides fast, safe and cost-effective solutions using modern and reliable equipment for all building purposes.

- j. **Describe your company's process for notifying a Participating Public Agency when personnel are going to be in a facility, your arrival and departure time and the work performed. How do you handle requirements for sign-off of work prior to leaving facility?**

Trane service coordinator notifies customer when Technician is scheduled to arrive. Upon arrival Technician checks in with designated site contact. Upon departure Trane technician reviews work and secures signature from site contact.

3. Describe your company's ability to provide temporary cooling/chiller units.

Whether it's extra cooling needed during extreme weather conditions or a short-term replacement following an emergency, businesses sometimes require equipment to cool an indoor environment on a temporary basis. Trane Rental Services can provide fast, safe and cost-effective solutions using modern and reliable equipment. A temporary cooling system will keep your business operational whilst you repair, replace or upgrade your existing system. Rely on temporary solutions from the name you trust. Our team of account managers, engineers, service technicians and logistics professionals can rapidly transform the equipment you need into a smoothly functioning system that will exceed your expectations.

Every rental delivers state-of-the-art Trane equipment and expertise. We'll be your one-stop solutions provider when you are: Short on time: A temporary system allows you the ability to continue your business operations while you take the time to find the best permanent solution. Short on funds: Capital improvement budgets are shrinking these days. A rental from Trane can allow you to optimize the use of your funds. Risk averse: Knowing when and where temporary solutions are available can speed deployment time in an emergency and limit associated financial losses. Experiencing temporary spikes: A rental is a cost-effective solution for a short-term situation, such as a spike in production or peak design conditions that lasts two months or less.



TRANE

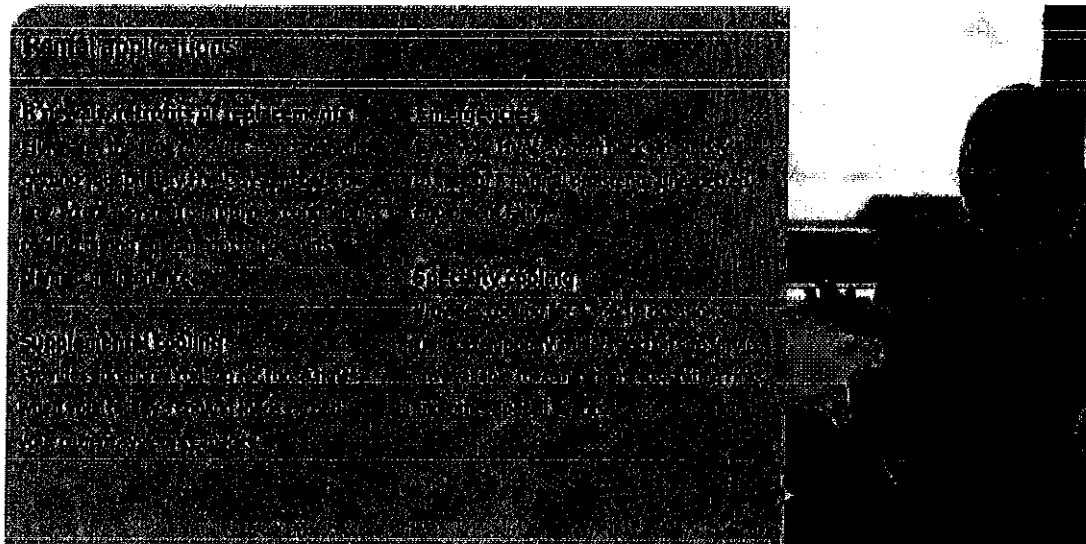
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Fast - Because speed of unit installation can be extremely important to your business, all Trane rental equipment has been fitted with enhancements that save installation time.

Safe and reliable - Whilst getting your system up and running is of utmost importance to your operation, safety and reliability of the equipment provided are equally important. You can depend on Trane modern equipment.

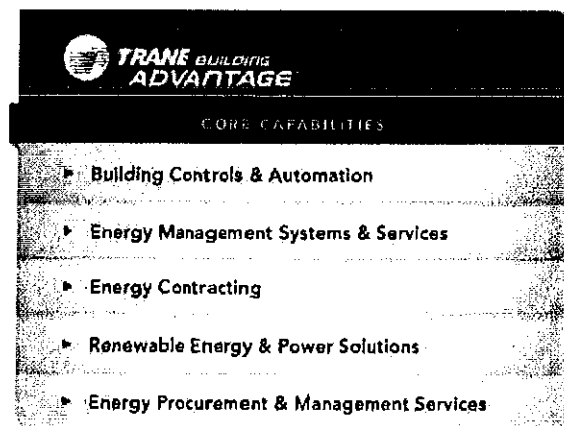
Cost-effective - Whatever the application, Trane can provide a cost-effective temporary cooling solution for your organization until you are able to repair or replace your existing equipment.



4. Describe any related products or services your company offers as outlined in Section 2 Scope of Work, General Definition of Products and Services.

Trane has been known as a trusted HVAC equipment provider for more than 100 years, yet the evolution of our future is introduced through the Trane Building Advantage™ brand.

Trane Building Advantage is the new brand for our energy services and solutions business. This breadth of capabilities allows Trane to deliver outcomes that have a larger impact to the business results of our





customers. This means we will continue to expand our resources to best support equipment, BAS systems and utility systems of all manufacturers to best manage the energy, capital and operating costs for our clients. The image below captures our core capabilities.

BUILDING CONTROLS AND AUTOMATION

Building controls have a bigger job description than they did a few years ago. It's no longer enough to control heating and cooling. Sophisticated buildings require smarter technology that will carry into the future. Tracer® controls provide the technology platform for the next generation of data-driven, technology-enabled services that are creating high-performance buildings. From sensors to equipment controls to industry-leading building automation systems, Trane offers a complete controls portfolio that enables you to operate your buildings for your business needs balanced with peak energy efficiency. Trane controls are built on a platform that supports open standards so you can integrate with existing equipment, regardless of brand. Easily expand into other building systems and additional structures with our smart building framework.

The Trane Building Advantage solutions allow you to enjoy 24/7 control and optimization to support your business needs, helping you reduce costs and improve the reliability of your system from anywhere you use mobile devices. And because over 13,000 Trane employees reside across every state and province of North America, no matter where you do business, we're never far away. We provide OEM-level expertise for fundamental HVAC systems, acting as the backbone for your energy systems integration. And with intelligent services like best-in-class 24/7 system analytics, an expert-staffed operations center, and remote diagnosis and correction, you can rest assured we're the best solution for your building automation anytime you need us.

Building Controls & Automation Portfolio

- Enterprise Controls
- Building Controls
- System Controls
- Equipment and Unit Controls
- Wireless Communication
- Energy Systems Integration Solutions
- Intelligent Services

ENTERPRISE BUILDING MANAGEMENT SYSTEM (TRACER ES)

Get online, enterprise-wide control over all of your buildings and systems from any PC, tablet, or web-enabled device on your network. Tracer® enterprise management solutions integrate easily with other BACnet® systems, giving you the information you need to make informed decisions for optimized performance. Tracer ES enterprise controls provide centralized scheduling and alarms, supports long-term data storage to document and monitor performance, enables remote troubleshooting, and brings disparate systems together for upgrade flexibility. And because Tracer ES enterprise controls offer full browser support, you can access your facility from wherever, whenever.



BUILDING AUTOMATION SYSTEM (TRACER SC AND CONCIERGE)

Our technology provides an intuitive, mobile platform that gives you the power and flexibility to manage your building more efficiently, reducing cost and providing a better indoor environment. Tracer® SC leverages a complete portfolio of building management applications, with intuitive high-quality 3D graphics, allowing you to manage system performance whenever and wherever with our simple, web-based accessibility. Designed to provide control of complex and typical systems ranging from the building as a system to central plants to HVAC systems, Tracer™ SC enables application of integrated design concepts that are optimized for energy and environmental performance. The net effect—sustainable systems that deliver measurable, repeatable, and superior performance at lower operating costs. Tracer™ SC allows you to streamline facility management without reinventing the entire system, leveraging existing infrastructure. The Tracer™ SC can also act as a bridge to other manufacturers, regardless if they are open protocol or proprietary control systems.

With the Trane® Tracer™ Concierge system, the benefits of control formerly reserved for large installations are scalable to buildings that used to be managed room by room. Concierge provides an easy and affordable way for building owners to gain simplified HVAC and lighting control from one interface, resulting in improved comfort and performance with reduced operating costs. As a bundled system of proven Trane components powered on a trusted Tracer controls platform, Concierge provides the feature-rich functionality of building automation without added complexity. The ability to fit the system to your specific building needs results in optimized building performance — and also contributes to greater efficiency and energy savings.

EQUIPMENT AND UNIT CONTROLS

Our wide range of controllers can address virtually any application and are compatible with a variety of building and system types, whether your projects are new construction or retrofits. From terminal unit controllers fully programmable to meet any specification or preloaded with standard applications, to high-performance controllers for advanced applications, Trane delivers flexibility, capability, and ease of use for effective and reliable control. Trane also eliminates the need for a keyboard or mouse and provides on-the-go control options by offering an intuitive graphical user interface that can serve as a highly adaptable, standalone controls subsystem for air handling units, boilers, cooling towers, and chiller plants.

Controls include:

- Airside Controllers
 - Chiller Controllers
 - Wireless Communication
 - General Controllers
 - Variable Frequency Drives
-



WIRELESS TECHNOLOGY

Bring maximum flexibility to your building automation system with Trane Air-Fi™ wireless technology. Our system significantly simplifies building controls projects by replacing the wired communication link for Tracer™ building automation systems that support BACnet open protocols, providing wireless connectivity to sensors for easy installation. Trane Air-Fi™ leverages the advantages of self-healing wireless mesh technology with an extended signal range, lifetime battery,* and easy installation for reliable and cost-effective operation. Adherence to the open, standard protocol of ZigBee® Building Automation enables secure and reliable wireless monitoring and control over commercial building systems. Trane Air-Fi wireless also conforms to the IEEE 802.15.4 standard, so your wireless BAS communication system will seamlessly coexist with other wireless systems, including Bluetooth® and Wi-Fi™ — without interference.

*in typical operating conditions

ENERGY SYSTEMS INTEGRATION SOLUTIONS

With a building controls upgrade program like Trane BAS R'newal™ service program, you can make your existing building automation system more effective by leveraging the equipment and systems you already have in place. Take advantage of new technologies and capabilities while maximizing existing assets. More than simply a controls technology upgrade, the BAS R'newal service program is a comprehensive solution designed to improve building performance and efficiency while making systems more cost-effective and reliable. After a system assessment and upgrade, this energy systems integration solution incorporates bringing performance into alignment with your current needs, then maintaining and proactively driving performance through connected intelligent services and operator training. Finally, with performance reporting, you will see how the program has impacted your business, identify additional opportunities to maximize your investment, and help plan for the life cycle of your building.

INTELLIGENT SERVICES

Just as cell phone technologies have progressed from early iterations in the '80s to today's smartphones with more onboard computing power than early space missions, building operations and optimization tools have increased and improved exponentially. Getting the most accurate and current information from your building is critical for leveraging those advances to achieve and maintain optimal performance. Trane Intelligent Services leverages newer technologies enabled by controls and automation systems to give you the tools you need to maximize better outcomes in your building. Using proprietary advanced solutions like Energy Performance, Active Monitoring, and Building Performance, we can offer operational enhancements to meet any building's specific goals.

**ENERGY MANAGEMENT SYSTEMS & SERVICES**

Energy can be the single-largest operating expense in a typical commercial building, costing American businesses more than \$24 billion each year. If your systems are operating less than optimally, you may be spending more than necessary. Energy Management Systems and Services constitute a comprehensive set of energy management solutions that facilitate monitoring, analysis, alerts, reporting, and data visualization of building and energy system information. Trane's energy management solutions process information for review, facilitate analysis to show you how much and when your building consumes energy, and help you develop and implement strategies to control energy and operational costs. With Trane Building Advantage solutions, energy and operational inefficiencies throughout your organization can be revealed so you can make changes that impact your bottom line.

We provide energy systems expertise beyond best-in-class dashboards with a combination of technology based systems, both broad- and equipment-specific industry- leading expertise, and service capabilities that together provide positive impact through cost reduction, risk mitigation, improved productivity environments, stakeholder engagement platforms, and energy management functionality. The solutions are scalable, can be incremental, and are specific to the facility and based on data rather than anecdotal.

In Trane, you have a partner who is able to consult and make an impact across building systems and operating practices synergistically. We're the partner you can trust with a local presence and service response capability, and equipment and energy systems expertise. We are the true experts to consult and advise on-site and remotely through technically advantaged tools.

Intelligent Services

With Intelligent Services, Trane integrates technology, advanced analytics, and more than 100 years of expertise to transform your building's data into actionable insights – all to optimize the performance of your business. Our technology-enabled solutions allow us to quickly develop a customized plan for your building, improving operation from the inside out.

We are able to offer building owners the efficiency they need and the flexibility they desire for managing building environments. Using targeted systems analytics and advanced predictive diagnostics, we'll examine the performance of your systems to help you optimize your resources with strategic and life cycle planning reviews, improve the reliability of results, and reduce operator costs, all while integrating with your existing business systems. With us, you'll be able to track and improve energy and building performance of your facility infrastructure, including heating and ventilation, lighting, plug load, and other critical resources, and finally take control of your energy utilization.

INTELLIGENT SERVICES OFFERS

- Energy Performance
- Building Performance
- Active Monitoring



ENERGY PERFORMANCE

Trane Intelligent Services Energy Performance experts offer “next-generation” energy management with a “systemic” approach – a true Building Energy Management System (BEMS). Our Energy Performance solution is a cloud-based software-as-a-service (SaaS) offering that combines with Trane’s energy and systems professionals to continuously track and help optimize performance for a building, campus, or multi-site portfolio.

Going beyond the typical dashboard, Trane uses energy analytics and visualization tools to transform data into actionable recommendations, proactively discovering energy waste in every corner of your business, and allowing you to make real-time decisions to trim energy costs. With a unique approach that also supports sustainability programs, Trane gets everyone engaged in progressing your energy goals: building staff, front-line employees, and business leaders alike.

BUILDING PERFORMANCE

Trane Intelligent Services Building Performance leverages Trane knowledge of equipment and controls for building owners and managers who wish to lower their energy costs, improve system-wide equipment operation, and optimize the life cycle cost of their HVAC systems. Building Performance provides continuous collection, analysis, and reporting of site operational data, leveraging OEM-level systems expertise and industry-leading analytics. We are able to remotely analyze and proactively identify sub-optimum performance to reduce overall operating costs, allowing us to recommend operational adjustments and perform repair services more effectively.

The hundreds of analytic algorithms used in Building Performance are the culmination of Trane’s more than 100 years as an HVAC systems manufacturer. This technological edge, combined with the unmatched experience of Trane’s team of Energy Engineers, makes Trane an integral part of your facility management team. Building Performance is not limited to buildings that utilize only Trane, but also a broad range of other OEM HVAC equipment or controls systems. Trane Building Performance yields measurable, documented results—in energy and operational cost avoidance, improved HVAC equipment longevity, and enhanced occupant comfort—giving your business an advantage.

ACTIVE MONITORING

With Active Monitoring, Trane Intelligent Services Center (TISC) Technicians are on duty 24 hours a day, 365 days a year, monitoring your building systems—and directing necessary service. Active Monitoring uses fully automated processes, based on Trane Intelligent Services technology, to detect alerts immediately and continuously. But beyond simply identifying system issues, TISC Technicians analyze what each incoming alarm means and initiate action to resolve the issue according to your guidelines. Some problems can be addressed quickly using remote services and tools. When on-site service is required, alarm diagnostics are forwarded to the local Trane service office. Service technicians use the information to determine the precise nature and location of the problem—so they can fix it fast.



ASSESSMENT AND ADVISORY TOOLS

Assessment and Advisory Tools enable us to carry out data-based assessments that reveal and communicate opportunities and progress for your building. Through quick, non-invasive energy evaluations, raw data is converted into information making the invisible elements of building performance detectable. Applying industry-leading expertise and advanced technology, we provide customized and best-fit solutions to improve energy and operational efficiency. Trane Building Advantage brings the industry-leading capacity you need to develop actionable recommendations for you based on your specific business needs.

PRODUCTS

- Trane Energy Optics
- Trane Energy Analyzer
- Trane Chiller Plant Assessment

Trane Energy Optics

Any efforts toward improvement begin with understanding where we are starting from – to provide focus, prioritize resources and begin to establish expectations. This is particularly true for energy performance where stakeholders are trying to optimize and cut costs that are intangible. The energy use in any given building or process is rarely “seen” by the people controlling or using it, much less any opportunities to reduce waste, cut costs, and move toward a more sustainable operation.

In fact, the *majority* of facilities do not operate at peak efficiency. In part, this is due to continuous development of options for optimizing energy performance. Most owners are focused on other aspects of their operations and are rarely energy professionals. Often routine utility analysis remains on the “to do” list through lack of training, lack of resources or lack of access to the tools and skills that make energy assessments cost effective. Sometimes below average energy performance is simply a matter of deferred maintenance or inefficient equipment operation. Trane offers a solution set that is scalable to meet YOUR needs, leveraging proprietary as well as industry tools, literally hundreds of energy professionals, and over 100 years of Trane experience.

Trending Analysis

“Trending” critical data points helps to identify performance problems within the facility. The resulting data helps Trane diagnose problems, and devise effective corrective actions.

Energy Assessment with Trane Energy Optics

Trane professionals will study your historic energy use in the context of your facility details, your operations, and your peers by region and facility use. This information will be used to develop a unique baseline energy model (Figure 1) that accurately represents your operations and serves as a foundation for further analysis and recommendations. The dynamic graphics and ability to filter by day of the week, date range, time of day and weather factors allows for a deeper dive into actual performance for more detailed analysis. Trane will help you “see” in graphical format your intangible energy use, translating data into information that you can use.

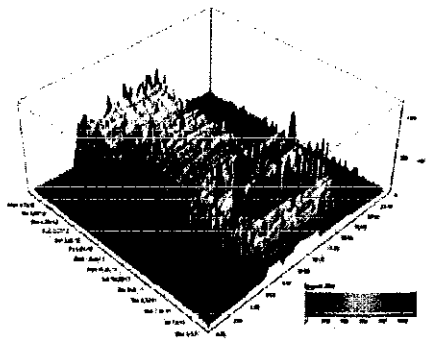


Figure 1: Sample annual electricity demand profile



RENEWABLE ENERGY & POWER SOLUTIONS

Gone are the days where businesses relied on one company or power source to meet all of their energy needs. The significance of finding a solution that integrates cost, reliability, and social responsibility is not only increasingly important but is becoming a core business driver. Today's businesses are fortunate to have a variety of options when it comes to energy yet must tread carefully as they contend with increasing pressure to examine energy sources and practices. Conservation and sustainability rate high in the public eye thanks in part to continually shifting government standards and regulations. Reduced tolerance for outages, whether driven by storms or weather-based scarcities in summer or winter, represents a real opportunity to impact the organization.

What does that mean for your organization? Businesses must consume fewer resources while increasing efficiency, being socially responsible, and reducing costs all at the same time. Renewable Energy and Power Solutions from the Trane Building Advantage portfolio of offerings can reduce costs while improving the reliability of your energy source. If you're looking to go a step further and achieve energy independence, we can advise and assist you in transitioning your current grid system to an autonomous one. Additionally, your organization may be required to fulfill regulatory, marketing, or contractual obligations for sustainability. We can help you address regulations, and achieve and exceed standards for energy conservation.

We recognize the importance of clean energy. In fact, from 2009 to 2011, our corporation's total Absolute Energy use dropped 672 billion BTU and our Absolute Greenhouse Gas Emissions dropped 122 thousand metric tons. That's why we're confident no one in the industry can offer Renewable Energy and Power Solutions quite like Trane. To date, we've completed over 5GW of renewable energy projects, including solar, cogeneration, and waste-to-power energy. Whether it's turnkey renewable solutions or alternative energy generation, look to us for your commercial and industrial energy solutions.

Launched in April 2010, the Center for Energy Efficiency and Sustainability (CEES) was created by Ingersoll Rand to further drive energy efficiency and sustainability into our innovation pipeline, manufacturing operations, and employee education initiatives.

COGENERATION

For organizations that need to heat their facilities, use heat during production processes, or both, cogeneration offers the synergistic benefits of economy, reliability, and efficiency. Cogeneration is the process of "waste not," where the waste product of producing electricity, usually heat, is captured and reintroduced into the energy stream. By using a single fuel source, such as natural gas, to produce both electrical and thermal energy, an organization can nearly double the return on investment on fuel.



PHOTOVOLTAIC

Photovoltaic systems are more commonly referred to as solar electric systems, and they have never been more cost efficient to install thanks to efficiency enhancements that allow for more flexible placement. In addition, US government tax incentives encourage owners to compare solar energy to traditional energy as a viable solution for commercial properties.

BIOMASS

Renewable Portfolio Standards across the US are expanding to include innovative options like biomass energy solutions. Made of byproducts from forest debris, agricultural waste, and scrap lumber, biomass provides a clean-burning, renewable source that fuels specialized engines capable of generating both power and heat.

BIOGAS

Commercial and municipal business owners are turning to biogas as a ready source of renewable energy. Rather than flaring or simply burning it for emissions control, facilities utilize biogas as a renewable energy source for on- and off-site use. Combining biogas as fuel with the advantages of cogeneration turns a regulatory challenge into a three-part advantage by reducing costs, increasing reliability, and reducing the most harmful emissions.

COMPRESSED NG (FUEL SWITCH)

Different fuels can power essential functions, whether cooking in a large kitchen or powering a school bus. Costs per unit of energy, or BTU, vary widely, as do system efficiencies. With the capability to review your business needs holistically, through the Trane Building Advantage portfolio of solutions, we can help determine which fuel or combination of fuels can best meet your business needs based on first costs and ease of operation to regulatory issues and total cost of ownership.

DISTRICT ENERGY PLANTS

There are often efficiencies that can be gained with scale as well as reliability and redundancy advantages. With the Trane Building Advantage portfolio of solutions, we can help examine and implement solutions that provide critical resources like heating, cooling, or compressed air to several end-use points even when they are in different buildings.

Scaling up production and improving distribution can offer synergies beyond the cost reductions from efficiency. Trane can help deliver on reduced operations and maintenance cost, utility rate reductions, and even reselling of excess capacity.

SOLAR THERMAL

Although many think of electricity production when they hear "solar power," the older benefit is capturing heat from the sun. With solar thermal systems, Trane Building Advantage captures



that heat energy and applies it in ways beneficial to your organization. This might be displacing utility costs by pre-heating domestic hot water or boiler feed water. It may provide pool heating or even hot water to power cooling systems or other processes.

WIND POWER

Harnessing the power of wind has been a fundamental application of technology, whether moving ships, pumping water, or producing electricity. As turbine technology has improved and costs have come down, wind-driven power production has become more viable across a broader spectrum of projects. The Trane Building Advantage solutions give you the ability to examine wind power as an option for your needs while taking into consideration conservation, efficiencies, procurement, fuel switching, and other power generation options.

ENERGY PROCUREMENT & MANAGEMENT SERVICES

Energy prices are volatile and energy markets are complicated. If you're looking to reduce costs and improve business results without incurring operational risk or capital expenditures, look no further than Trane Building Advantage Energy Procurement and Management Services. Our energy supply expertise ensures you get competitively sourced electricity and natural gas while managing your budget. We also provide a suite of reporting services for best-in-class energy management.

With Fellon McCord, we're able to offer Energy Procurement and Management Services that reduce cost with no operational risk or additional resources necessary. Fellon McCord is a wholly owned subsidiary of Trane and is a global leader in natural gas and electricity procurement, and energy management services.

For over 20 years, we have helped a diverse range of clients reduce energy costs, applying our expertise in electricity and natural gas markets, securing the most competitive pricing and contract terms from suppliers, and delivering unsurpassed market intelligence and customer service. Our 24/7 Power Control Center offers clients the ability to get closer to the wholesale energy markets and the support they need to make real-time decisions that impact their bottom lines.

ENERGY SOURCING

When it comes to energy sourcing, negotiating price may be crucial, but it's not your only concern. Trane Building Advantage energy sourcing will help you know when to go to market for your electricity and natural gas supplies and get the most favorable contract terms available. Our team provides technical analysis, insight, and recommendations that allow you take advantage of market opportunities that impact your bottom line.

ENERGY PRICE RISK MANAGEMENT

Energy market intelligence and price risk management are crucial components to any comprehensive energy strategy. We provide energy intelligence and a market view designed to



reduce price volatility, meet budgets, and protect your bottom line. Our expert team delivers energy risk management services through a suite of publications, conference calls, and webinars to keep you informed and help you make the best decisions that impact your bottom line.

ENERGY DATA MANAGEMENT

Energy utility and supplier billing errors can cost you hundreds of thousands of dollars. Our energy professionals and custom data systems validate that your energy bills are correct, saving you time and money.

Understanding your energy cost and use, setting budgets, and tracking variances is the foundation to managing your energy supply chain. We make energy management easy for you with our dataPoint™ software platform. With dataPoint, you can easily access all of your energy cost/use, contracts, utility tariffs, budgets, and invoices in one simple password-protected environment. Customize reports for your management and produce the analytics you need to support your business.

24/7 POWER CONTROL CENTER

Fellon McCord's 24/7 Power Control Center is the only one of its kind in the industry and only available through Trane Business Advantage energy solutions. Our clients enjoy a distinct edge over competitors in the areas of asset management, electricity generation dispatch, and peak-load management. We help clients optimize power generation assets, energy supply contracts, and improve operating efficiency with:

- 24/7 Market Monitoring
- Wholesale Power Access
- Electricity Asset Scheduling and Dispatching
- Peak Load Management

UTILITY BASE LINE REVIEW

Electric and natural gas utility companies have different tariffs, rates, services, and costs, but most consumers do not know what is available or that their buildings may qualify for lower-cost options. Our Utility Base Line Review service verifies that your buildings are always on the best utility rates, providing savings you can bank on. And we continuously monitor the utility rates and tariffs for all of your facilities to make sure that if a utility changes rates, you continue to get the best rate.

GLOBAL ENERGY MANAGEMENT

When your business spans multiple countries, you need a partner with global expertise. Trane Building Advantage provides energy procurement, budgeting and price forecasting, reporting, risk management, and market intelligence services to a wide variety of companies with global operations.



KNOWLEDGE CENTER

We offer in-depth, client-specific solutions to your energy challenges. No other energy management company can offer the combination of cutting-edge technology and knowledge-driven experience that Trane Building Advantage can. Let us help you develop an informed energy strategy that will produce results and returns on your investment year after year.

5. Describe your company's record keeping system for work performed.

Work performed is recorded electronically via technician's mobility software, of which the data is stored and backed up on a secure data network. At completion of execution, the Customer will receive an electronic report of work executed. Additionally, for service agreement customers only, work reports can be accessed on a Trane customer portal (see attached for my building.trane.com for more info)

6. Describe your ability to provide online access to records.

Developed 10 years ago, ComfortSite requires a login and password (provided to a customer by a local Trane Parts location) and provides free access to technical tools and information, literature, parts identification tools, online ordering and online warranty and credit request entry. Our parts identification tool has search options for model, serial, part, vendor part, description and more. Information returned includes parts lists, graphics, where used information, supersede information, literature, warranty information and sales order information. Literature and graphics can easily be printed or emailed, and parts lists exported to Excel. Customer pricing and availability is also in the tool, and items can be added to the cart with one click. Orders submitted online flow to the local Parts location for fulfillment. In addition to these options, Comfortsite also allows Owners the ability to manage local parts inventory, equipment replacement plans and schedule services.

7. State any options for expediting delivery of product.

Trane's product order entry system, TOPPS, provides the ability of both emergency and rush orders. This system is unique in that it allows the flexibility of integrating the ERO (rush) orders into the standard order system without disruptions or excessive costs.

Operational Excellence (OpEx) is part of our Path to Premier Performance. It is a philosophy and collection of tools to drive out waste from our processes. While many aspects of Lean Manufacturing are involved in OpEx, the skillset also includes Six Sigma and other tools needed to solve both simple and complex problems that keep us from delivering premier performance to our customers, our shareholders and our employees.



Quick Ship Option Trane Quick Ship option provides shorter delivery leads for time critical jobs such as replacement or "fast-track" jobs with tight construction cycles.

Packed Stock Product Ever had the need to have cooling equipment available in a quick time frame, either for a specific fast-track project, replacement, retrofit job or emergency breakdown? Trane has an extensive stock of air-cooled and water-cooled chillers, rooftops, ducted split systems to suit your needs for immediate delivery. Each factory carries stocked product that is available to ship within 24 hours. Stock is limited to common options, sizes and configurations.

8. State backorder policy. Do you fill or kill order and require Participating Public Agency to reorder if item is backordered?

Trane strives to provide on-time delivery for all orders placed. Occasionally the Company is unable to immediately fill an order. In these instances, the back-ordered items or materials are automatically scheduled and delivered once the fill-rate is complete. In most instances, the Participating Public Agency would not be required to re-order items and would automatically receive the items when available.

9. State restocking fees and procedures for returning products, if applicable.

Returns must have prior written approval by Company and are subject to restocking charge where applicable.

10. Describe any special programs that your company offers that will improve customers' ability to access Products and Services, on-time delivery or other innovative strategies.

COMFORTSITE

Developed 10 years ago, ComfortSite requires a login and password (provided to a customer by a local Trane Parts location) and provides free access to technical tools and information, literature, parts identification tools, online ordering and online warranty and credit request entry. Our parts identification tool has search options for model, serial, part, vendor part, description and more. Information returned includes parts lists, graphics, where used information, supersede information, literature, warranty information and sales order information. Literature and graphics can easily be printed or emailed, and parts lists exported to Excel. Customer pricing and availability is also in the tool, and items can be added to the cart with one click. Orders submitted online flow to the local Parts location for fulfillment. In addition to these options, Comfortsite also allows Owners the ability to manage local parts inventory, equipment replacement plans and schedule services.

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11. Describe the capacity of your company to broaden the scope of the contract and keep the product and service offerings current and ensure that latest products, standards and technology for HVAC Products, Installation, Services and Related Products and Services.

Same process done today - whenever new products/services introduced by company (Trane), fundamentally we fill out a Form A today - description of products and services to be added to contract and submit to USC for inclusion in our contract paired with a pricing methodology

" Trane maintains a policy of continuous product improvement and innovation. Whenever a new product offering or service becomes available to the field, Trane would provide documentation to US Communities for inclusion onto the HVAC Equipment and Services contract. This submission would include such information as suggested price discounting, market analysis, expected market penetration, related marketing materials for various vertical areas and technologies included. Once added the contract, Trane would market the additions thru internal eNewsletters, webinars, local seminars and direct contact."



QUALITY

1. **Describe your company's safety policy and/or program, including how the policy is communicated to employees, whether the employees are evaluated on safety, and if any employees are dedicated to safety.**

PRINCIPLES: SAFETY AND SUSTAINABILITY

Our Safety Vision is to build Trane to be the best place to work by creating a safe and healthy workplace.

Our Mission is to create a safe and healthy work environment by:

Creating individual ownership and responsibility, building a process focused on prevention of injuries and illnesses, and integrating safety and health into all business and personal activities and processes.

Our Safety Principles include:

- Striving to prevent all incidents which may lead to injuries and illnesses
- Expecting and requiring all employees to work safely
- Working safely is a condition of employment

Leadership must create and support the environment to prevent all injuries and illnesses by:

- Providing a safe and healthy work environment
- Training all employees
- Immediately reporting, investigating and resolving all unsafe conditions and acts
- Regarding safety as a business value - equal to production, quality & cost control
- Other Services

The Trane Team has a comprehensive Health and Safety Program. Our full-time Safety Managers will develop a project Health and Safety manual that meets or exceeds all of your customer's safety program requirements. This manual will be coordinated with your customer to ensure it complies with all your customer safety standards. The Project Superintendent has had intensive safety training and will manage the construction site safety program. His efforts will be reviewed during monthly site safety visits completed by the Safety Manager. All subcontractors are required to comply with The Trane Team's safety program as a condition of their subcontract agreements. Site safety equipment will be provided to comply with all OSHA and safety program requirements.

Our health and safety program is guided by the belief that our people are our greatest asset and that their health and safety must receive top priority and support from each and every employee. Prevention of occupationally related injuries and illnesses is an integral part of the company's goals for quality service to clients. Trane will provide the appropriate



TRANE

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Harford County Schools and U.S. Communities

supervision, training, and protective equipment to keep our employees and the public safe. Upon receipt of the scope of work and prior to the start of work, Trane will have a clearly defined (site specific) written safety program, which includes environmental management and is specific to the scope/work that will be executed.

2. Describe your company's quality control processes.

Ingersoll Rand Corporation in support of Trane products has a robust QC/QA program that is under consistent review for improvement by executives and leaders of the company. Ingersoll Rand leverages industry-leading systems including ISO, Lean-Six Sigma, UL, CE, and other internal/external quality standards to insure top quality products are provided to customers. Quality policy and programs are coordinated by our corporate functions and completed on a by product line and site of manufactured basis. Specific policy can be reviewed by specific area when required. Incremental to these key programs that are reviewed monthly by leadership team members, Trane products also have utilized four (4) initiatives to provide cost saving areas for our customer: ICS: Integrated Control Systems. The controls that come with Trane products all offer an open computer control technology protocol. This allows a client to feel comfortable that with every Trane product that is purchased, their existing Building Automation System will be able to communicate or if there is not a Building Automation System in place, Trane can provide our BAS system at a packaged program price.; D.F.T.: Demand Flow Technology, a mathematically based business strategy that encompasses the entire Trane organization: marketing, sales, order entry, engineering manufacturing, suppliers, and finance. Demand Flow Technology manages every aspect of the product cycle from the time the product is ordered, until it is shipped. Its sophisticated procedures ensure that customers receive fast availability of a wide selection of Trane standard products as well as custom and modified ones.

Six Sigma: Trane has adopted Six-Sigma initiatives at all levels of the company to improve the processes managed by our business units. All employees in a given manufacturing process are trained to QC manufacturing steps. Statistical samples of finished goods are routinely inspected to monitor product quality. Corporate keeps open dialogue with employees and distributors to monitor our quality of service and response.

QUALITY GUARANTEE

Trane provides a guarantee of performance based on testing conditions as specified in both ARI as well as ASHRAE. Trane then follows this performance with the industry's premier warranty and service support to ultimately provide the best value to the end users. Within the controls and automation teams, for example, Trane has adopted the mantra of "no bad jobs". This business mindset is prevalent throughout Trane, from the factory to the field sales offices.

Our engineers are committed to continuous improvement across all our product lines. They work tirelessly to increase energy efficiency and performance for all our systems,



from light commercial to large applied solutions. It's our depth of experience that makes Trane commercial systems the best in the business.

Our approach to each customer is unique in that we are interested in creating a customer for life rather than selling widgets. That ensures we set expectations with the customer and work to meet or exceed those expectations. Product warranties are in place to make sure the quality is met.

3. Describe your problem escalation process.

Trane has a strong reputation for customer satisfaction and strives to be a leader in this category, reinforced by eliciting customer feedback through customer satisfaction surveys, identifying root cause of problems, and working to solve problems with finality.

Operational Excellence (OpEx) is part of our Path to Premier Performance. It is a philosophy and collection of tools to drive out waste from our processes. While many aspects of Lean Manufacturing are involved in OpEx, the skillset also includes Six Sigma and other tools needed to solve both simple and complex problems that keep us from delivering premier performance to our customers, our shareholders and our employees.

The process used to expedite a service call to a service repair quotations starts with the initial service request. The Call Center time and date stamps each service call entry as well as informing the project manager, assigned to the account, of the service request. Once the technician is on the job and has identified the problem, he contacts the project manager and explains the problem and the recommended solution. Our project manager will then contact the customer's representative with the verbal repair quotation, estimated time for repair and request for approval. If the repair can be made at the time the technician is at the jobsite, he will be informed to perform the repair; if not, the project manager will inform the customer's representative with the scheduled repair date. All of the project managers carry cell phones and are easily reached any time of the day or night. As an added means of assuring customer satisfaction, the communication center will call each customer location after each scheduled maintenance and quoted repair service. The results of this satisfaction survey are electronically returned to the Trane Project Manager and if further actions are required they will be immediately addressed. The results are compiled and submitted for the customer's review on a predetermined time frame.

AFTER HOURS

The after-hours call center has an escalation process should the primary on-call technician not acknowledge the first call within 15 minutes. If the secondary technician fails to respond in 15 minutes, the area service manager is that contacted. During normal business hours, the service dispatcher will initially assess the call priority. The customer has the option to engage with the service manager if they have issues, concerns or questions with the call response or repairs(s) performed.

**4. How are customer complaints measured and categorized? What processes are in place to know that a problem has been resolved?****CUSTOMER SATISFACTION SURVEY**

Trane has a strong reputation for customer satisfaction and strives to be a leader in this category, reinforced by eliciting customer feedback through customer satisfaction surveys, identifying root cause of problems, and working to solve problems with finality.

Key Drivers for Fulfillment / Project Management:

- Functionality of the equipment/systems installed on the job
- Follow-up and follow through on commitments
- Labor resources assigned to the job
- Communication of schedule status
- Resolving issues as they come up

Key Drivers for Sales/Account Management:

- Level in expertise in developing solutions
- Responsiveness of account managers to questions and inquiries
- Time it took to provide a quote that met project requirements

A four-day Customer Satisfaction Training is delivered over 12 months to all offices. Below you will see the full training schedule:

- Day 1 – June 2012
 - Management Engagement
 - Module 1: Understanding Expectations
 - Module 2: Speak the Language of Excellence in Service
- Day 2 – September 2012 (Sept 17, 18, 19, 20)
 - Module 3: Become a Master Communicator
 - Module 4: Listening for Service Opportunities
 - Module 5: The Power of a Good Question
- Day 3 – December 2012/January 2013
 - Module 6: Dealing with Problems, Complaints and Concerns
 - Module 7: Dealing with that Difficult Person
 - Module 8: Restore and Rebuild Broken Relationships
- Day 4 – March/April 2013
 - Module 9: Communicating Under Pressure – How to be Calm and Effective
 - Module 10: How to be a Customer Service Superstar
 - Module 11: Achieve Customer Loyalty and Advocacy

These surveys are analyzed, scored and reviewed monthly. Low scores are immediately handled by Contracting Leaders. Area Service Managers are provided a score and trend quarterly. Low scores are immediately handled by the Service Manager. All employees have metrics in place to measure their role in customer satisfaction as well. District scores are published within the company, breeding a friendly-competition and best practice sharing for continuous improvement.



5. Describe your company's post-installation support and warranty specifics. Include both product and installation warranty information.

OPTIMIZING HVAC SYSTEM

To help you ensure that the customer's new system is properly installed and operating at maximum efficiency during the critical first years of operations, Trane Building Services provides startup services with comprehensive HVAC Startup Services and HVAC warranty service agreements.

HVAC WARRANTY SERVICE AGREEMENTS

Trane provides a variety of extended warranties to allow customers another opportunity to manage their ongoing costs of operations. The nature of Trane HVAC equipment, and truly any mechanical equipment, means that it requires service as it operates. While they receive a standard parts warranty as the original purchaser, our extended warranties help them project their costs and protect their business against increases in material and/or labor costs.

OPERATING AND MAINTAINING BUILDING

Trane offers HVAC unit repair services that assure continued efficient operation of equipment. Trane can also provide proactive HVAC service plans with scheduled service, select service, and extended warranties to help reduce unplanned repair expenses and to reduce the risk of catastrophic system failure.

UPGRADE AND IMPROVE EXISTING SYSTEM

Compressor and control renewal options offered by Trane Building Services can help bring older chiller systems up to current standards. You can also upgrade chillers with the latest Trane HVAC upgrades. Add value to buildings by addressing energy management, environmental impact, compliance issues, and building lifetime planning through commercial HVAC contracting services and solutions. For temporary or special occasion cooling needs, Trane Building Services provides temporary chillers and rental options. We can also set up cooling contingency plans as part of an overall emergency preparedness plans for scheduled or emergency outages in buildings.

BUILDING SERVICES COMMITMENT

The service professionals of Trane Building Services are committed to ensuring the equipment functions at its highest level of efficiency. With over a century of experience in the industry, Trane Building Services has a clear understanding of how facility management needs change as business and as technology changes. You can always trust Trane Building Services to deliver on promises and provide the highest level of industry knowledge and service for the government entities' equipment.



First year parts and labor warranty support is offered by the Trane service group on Centrifugal chillers and water-cooled Rotary Chillers. All other equipment has a one-year parts warranty (unless extended warranties are purchased) and a labor warranty by Trane as part of the standard contract terms with U.S. Communities. Optional extended parts and labor warranties are offered and must be purchased prior to the units being started.

A customer will receive a standard 12/18 warranty on new equipment (basically a parts only warranty). Government entities can buy two different types of warranties thru Trane after the equipment has been shipped:

Option 1: EXTENDED SERVICE WARRANTY

- Warranty: All parts and labor warranty from Trane factory.
- Requirements: Trane Affiliated Service Company must do a minimum of four inspections.
- Eligible equipment: Trane equipment that is still at least 2 months within standard 12/18 warranty with no major failures. Warranty must be purchased within 6 months of startup but not later than 16 months from shipment
- Labor (and refrigerant) warranties must be purchased prior to initial unit startup

Option 2: EXTENDED SERVICE WARRANTY- EXPANDED

- Warranty: Parts warranty from Trane factory and Labor warranty from Trane Affiliated Service Company (good for the 2nd-5th year or 6th-10th year extended warranties).
- Requirements: Trane Affiliated Service Company must do a minimum of six inspections.
- Eligible equipment: Trane equipment that is either just out of the standard 12/18 month warranty OR will soon be out of an extended warranty (for example 2nd-5th year extended parts warranty). Warranty must be purchased within 6 months of startup but not later than 16 months from shipment
- Labor (and refrigerant) warranties must be purchased prior to initial unit startup
- After we complete the upgrades and construction for a Turnkey Contracting Services project, Trane will deliver the documentation needed to keep the investment working properly. We will provide one preliminary copy of as-built drawings—floor plans showing the actual building layouts—and an advance copy of the Operations & Maintenance (O&M) manual. Once these deliverables are reviewed and approved, Trane will submit two copies of final O&M documents, including:
 - As-built system or installation drawings (or both)
 - Equipment submittals
 - Service and maintenance procedure manuals
 - User and technical manuals

The more knowledgeable your staff members are about system concepts and equipment, the more beneficial these systems will be—and the better your building systems will perform.



O&M SUMMARY

Trane eliminates confusion and complexity about who is responsible for maintenance, repair which rest with the customer. As a large global company, we have the leverage to keep costs down for replacement parts—our own and those of other manufacturers. Our integrated approach means that Trane engineers and technicians are trained to work with many brands of equipment, and our extensive network ensures that we have resources close to your building.

At the same time, we have local expertise throughout the country – people who understand the climate, economy, utilities and issues your organization faces. They are your most valuable advisors.

LONG-TERM OPERATIONS AND MAINTENANCE SUPPORT

Upgraded building systems are meant to save money on energy and cost less to maintain for many, many years. Trane stands by customers to help keep systems working at top efficiency, reduce the chances of equipment failure, and give facilities management the expertise to reach new levels of efficiency. Trane offers a variety of ongoing support opportunities, including training in the optimal operation of HVAC systems. Trane can also provide remote systems monitoring and performance reporting.

6. Describe the process for replacement or repair of defective products and warranty related issues.

PROCESS STEPS FOR REPLACEMENT / REPAIR OF DEFECTIVE PRODUCTS & WARRANTY RELATED ISSUES

1. Determine if the problem is a unit or system problem.
2. If a unit problem, determine level of urgency—nonfunctioning, intermittent, etc.,
3. Parts or parts with labor?
4. Work with local office to schedule repair. We will ship all U.S. Communities projects with 1st year parts and labor warranties.

Parts AND labor warranty. Parts Warranty – 12/18

- Trane new equipment warranty terms call for the replacement of defective parts discovered within **12 months of initial start-up** or **18 months from date of shipment** (12/18 terms), whichever is less.
- Extended parts warranties are also available

Trane Standard Warranty – 12/18

- Standard warranty states that our products will be free from defects in material and workmanship and have the capacities and ratings set forth in the submitted



literature, provided that no warranty is made against corrosion, erosion or deterioration.

- Same 12/18 terms as above

Quick Ship Option Trane Quick Ship option provides shorter delivery leads for time critical jobs such as replacement or "fast-track" jobs with tight construction cycles.

7. Describe how your company evaluates and determines unit repair versus unit replacement.

Unit repair versus unit replacement is primarily based in pre-established warranties mutually agreed upon within the contract. One year from date of purchase is standard, additional extended warranties are available for purchase.

The following HVAC extended warranties are available for purchase before the ship date of the applicable equipment to give you added peace of mind:

TYPES OF EXTENDED WARRANTIES

An extended Trane warranty is available for purchase before the ship date of the equipment.

- **Delayed Start-Up:** When start-up of new equipment will be delayed beyond six months after shipment, the delayed start-up warranty will postpone the commencement date of the first-year part warranty.
- **Whole Unit Parts Warranty:** The extended whole unit parts warranty begins at the expiration of the standard warranty. And like the standard warranty, the whole unit parts warranty will replace any covered part that is found to be defective in material or manufacture.
- **Compressor Warranty:** In the event a part in the compressor assembly of a Trane unit or a part in the motor/compressor assembly of a Trane centrifugal chiller covered by this warranty is found to be defective, this warranty will provide for a replacement compressor or part (at the discretion of Trane).
- **Labor Warranty:** When a part covered under warranty is found to be defective, the labor warranty will provide for labor to install the replacement part. Note that 'compressor only' labor warranty covers labor to replace applicable parts on that assembly only. Only a Trane commercial warranty agent may perform warranted repairs under the labor warranty.
- **Refrigerant Warranty:** The refrigerant warranty will provide for replacement refrigerant to restore a unit to the proper refrigerant charge if a warranted part on the Trane unit is found to be defective.
- **Low Voltage Controls Parts Warranty:** The low voltage controls parts warranty is offered on CSAA air handlers ordered with a Pre-Packaged Solution (PPS). The parts warranty begins at the expiration of the standard warranty and covers the low voltage controls components included in the PPS which are found to be defective in material or manufacture.
- **Low Voltage Controls Labor Warranty:** The low voltage controls labor warranty is offered on CSAA air handlers ordered with a Pre-Packaged Solution (PPS). This warranty covers labor to repair/replace low voltage controls components included in the PPS option only. When a part covered under warranty fails, this warranty will provide labor to repair/replace the covered component. Only a Trane commercial warranty agent may perform warranted repairs under the labor warranty.



ADMINISTRATION

1. Describe your company's capacity to employ telephone, ecommerce, etc., with a specific proposal for processing orders under the Master Agreement.

Telephone, e-commerce, fax, and email systems are employed throughout every district providing customers with direct access to their points of contact.

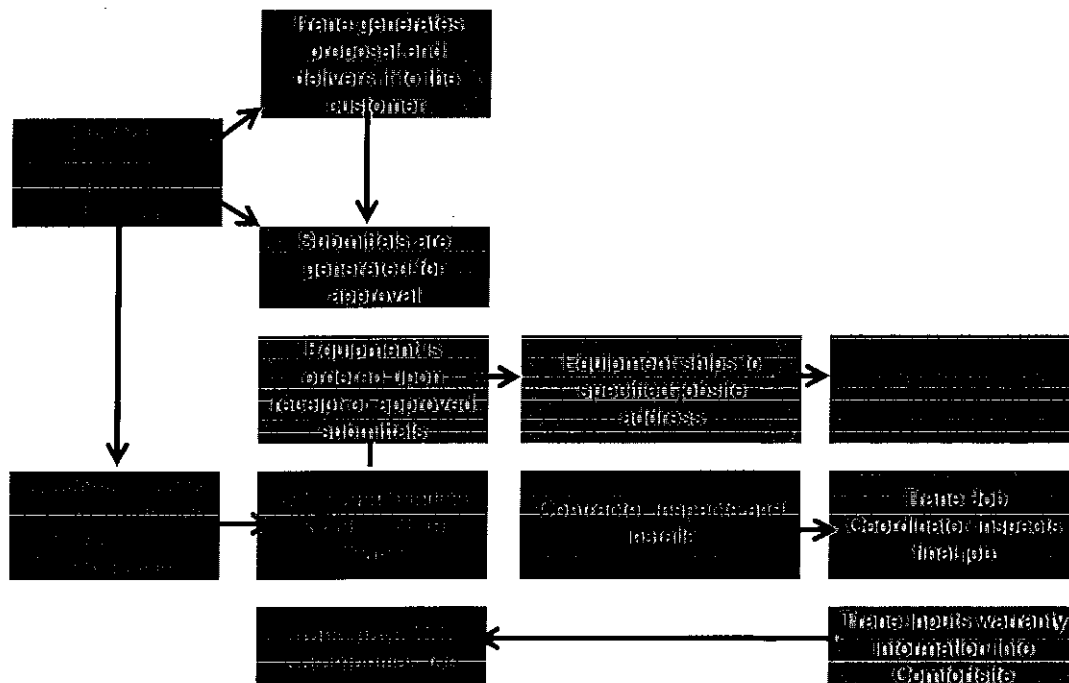
2. State which forms of ordering allow the use of a procurement card and the accepted banking (credit card) affiliation.

Procurement cards can be used for the purchase of all Trane parts, service, contracting or equipment jobs and seen as a best practice. Credit cards such as MasterCard, Visa, American Express can only be used for the purchase of Trane parts or when placing a service call.

3. Describe the process for ordering when supply of a unit and installation is involved, specifically addressing whether one purchase order is required for the entire project, or if separate purchase orders are required for ordering the product and securing installation services.

We prefer a single purchase order, but will accept multiple purchase orders.

For the national cooperative process, we implore the following process:





The process for receiving a PO is by either –

Based upon a request (equipment, contracting, service) by a customer, an account manager will research the desired outcome from a systems perspective, suggest a solution and possible alternatives, and include a pricing scenario within a TRANE proposal. Should the customer accept and sign the proposal, the order is entered and submitted to Financial Services for credit approval.

Alternatively if the customer submits its contract/PO, utilizing pricing information provided by an account manager, an order is entered, any attached terms and conditions are reviewed by the Contract Management Department, and submitted to Financial Services for credit approval.

- 4. Describe your company's internal management system for processing orders from point of customer contact through delivery and billing. Please state if you use a single system or platform for all phases of ordering, processing, delivery and billing.**

Trane uses an Oracle-based platform for all phases of ordering, processing, delivery and billing.

- 5. Describe any existing multi-state cooperative purchasing programs, including the entity's name(s), contact person(s), contact information and annual volume.**

COOPERATIVE	CONTACT PERSON	CONTACT INFORMATION	ANNUAL SALES VOLUME
TXmas	Walter Pendleton	+1.972.406.6000	\$550,000
Buyboard	Walter Pendleton	+1.972.406.6000	\$700,000
TCPN	Greg Spencer	+1.972.406.6000	\$106,000,000

- 6. Describe the capacity of your company to report monthly sales under the Master Agreement by Participating Public Agency within each U.S. state.**

Our national cooperative sales administrator conducts weekly, thorough internal reports, including a reconciliation process gathering U.S. Communities fees on revenue projects and recognizing fees collected from our franchise and affiliate partners. Each month these reconciled summary reports are sent to Ingersoll Rand finance department to issue payment of fees to U.S. Communities. Typically these are 45 days after end of month reconciliation. We have been conducting these reports for several years now and have been successful in our reporting.



7. Describe the capacity of your company to provide management reports, i.e. commodity histories, procurement card histories, green spend, etc. for each Participating Public Agency.

Trane can provide account procurement history including project type, dollars spent, purchase frequency and payment type. Trane does not have the ability of providing a "green spend" report format unless the project is identified as LEED during the purchase or construction phase.

8. Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.

TITLE	PURPOSE	PARTICIPANTS
1 Internal team weekly meeting	Coordinate overall direction, confirm monthly revenue, booking, # of quotes	Greg Spencer, Jeremy Lee, Chris Teller, Sonia Luna, Amanda Dawson
2 Internal sales weekly meeting	Coordinate sales representation, identify market trends, develop strategies to implement with offices	Greg Spencer, Jeremy Lee, Chris Teller
3 Internal leadership weekly meeting	Reinforce team direction and alignment with leadership	Pat Archambault, Greg Spencer
4 Internal senior leadership bi-yearly meeting	Understand senior leadership key performance indicators, accurately represent team to maintain appropriate visibility	Phil Pereira, Pat Archambault, Greg Spencer, Jeremy Lee, Chris Teller, Sonia Luna, Amanda Dawson
5 External monthly meeting	Identify overall market drivers, establish best practices with other vendors, report needs and expectations back to cooperative	US Communities Program Managers, Trane Team
6 Vendor Round Tables	This is a collaborative effort to "cross-pollinate" leads, relationship capital, and market strategies	US Communities, Trane, other USC Vendors
7 Workshops	This is a functional workshop to share best practices and updates with account managers across the country in a consolidated productive setting	US Communities, Trane USC Team, Trane account managers
8 Webinars	This is a similar approach to the workshop, but can be hosted a higher frequency of times throughout the year at a lower cost.	US Communities, Trane USC Team, Trane account managers



ENVIRONMENTAL

1. **Provide a brief description of any company environmental initiatives, including your company's environmental strategy, your investment in being an environmentally preferable product leader, and any resources dedicated to your environmental strategy.**

GREEN CULTURE AT INGERSOLL RAND AND TRANE

Ingersoll Rand's vision of a world of sustainable progress and enduring results drives our efforts to address critical, growing needs. Through our products, people and innovative solutions, we work to create and sustain safe, comfortable and efficient environments. From 2009 to 2011, our corporation's total Absolute Energy use dropped 672 Billion BTU and our Absolute Greenhouse Gas Emissions dropped 122 Thousand Metric Tons. Please find more information on our economic, environmental and social performance at <http://company.ingersollrand.com/sustainability/>.



Trane and Ingersoll Rand have exceptional and nationally recognized sustainability programs. We also host educational and community service events across the globe. It's a natural extension of our executive leadership and one that every employee shares in the office, at the job site, in the community and at home. The Center for Energy Efficiency & Sustainability (CEES) at Ingersoll Rand is a dedicated global team of experts that is increasing the pace of environmentally sustainable innovation within the company. This site offers important research and information, best practices and special events that are shaping how we make sustainability part of our everyday lives. Please see our website at www.cees.ingersollrand.com for more information.

SUSTAINABILITY REPORT

Publishing an annual Sustainability Report — a practice at Ingersoll Rand since 2007 — is an expression of our commitment to social, environmental and financial responsibility as a core value. As in prior years, this report is designed to provide a comprehensive update on our progress in these areas in a clear and easily accessible format. Access to our prior-year Sustainability Reports is available on www.ingersollrand.com/investors. We structured this year's report to closely align with our three enterprise strategies — growth excellence, operational excellence and a winning culture. We are executing these strategies to inspire progress, advance the quality of life and deliver premier performance for our customers, shareholders, employees and other stakeholders around the world. The content of the report illustrates our passion for social, environmental and financial sustainability at every level — that is, to demonstrate how sustainability is intrinsic to our corporate mission, how we are embedding it in our products and how we engineer and manufacture them, and our pursuit of sustainable progress and enduring results in the communities where we operate. This report follows the Global Reporting



Initiative (GRI) 3.1 guidelines. GRI has verified that it is prepared according to these guidelines at Application Level [B+]. Visit or turn to the GRI Content Index appended to this report to learn more about our 2014 sustainability performance. For more information on GRI, please visit www.globalreporting.org. In addition, we assure selected environmental, health and safety data with a third-party provider. The results of this assurance are presented within the report.

Our Climate Commitment

Our company pledged to help solve some of the world's most pressing challenges — including the unsustainable demand for energy resources and impact on greenhouse gas emissions.

In September 2014, Ingersoll Rand made a public commitment to significantly increase energy efficiency and reduce environmental impacts from our operations and product portfolio by 2030, with key milestones specified for 2020:

- We will reduce the climate impact related to the refrigerant used in our products by 50 percent before 2020, and will incorporate lower global warming potential (GWP) alternatives across our portfolio by 2030. To accomplish these goals, we will introduce products that are energy and operationally efficient, that use refrigerants with dramatically lower GWP, and that do not compromise the safety, performance or efficiency that our end users expect.
- We will reduce the greenhouse gas (GHG) footprint of our own operations by 35 percent before 2020.
- We will invest \$500 million in product-related research and development over the next five years to fund the long-term reduction of GHG emissions.

This ambitious roadmap will result in the avoidance of approximately 21 million metric tons of CO₂e globally before 2020, which is equivalent to the energy used by nearly 2 million U.S. homes for one year.

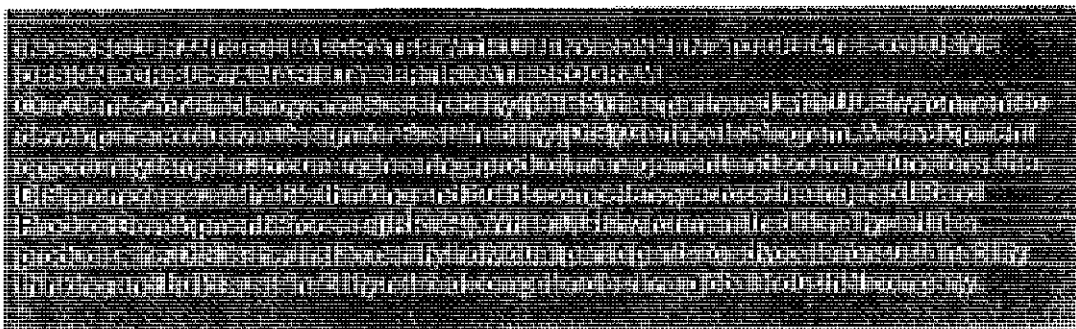
**2. Describe your company's process for defining green products or sustainable processes.**

Ingersoll Rand products and services help save energy, transport food and perishables, and spur economic growth. Our business operations reflect a longstanding commitment to innovation, sustainability and exemplary corporate citizenship aimed at leading the way to a better world. Our economic, environmental and social contributions, in turn, enhance the company's financial results, creating value for our employees, shareholders and business partners.

INGERSOLL RAND PRODUCT DEVELOPMENT PROCESS

The Ingersoll Rand Product Development Process (IRPDP) applies standard work to the product development life cycle, to ensure we are meeting customer needs, assessing risk, embedding sustainability and developing intellectual property — and ultimately meeting our objectives. Over the past two years, IRPDP has improved the way we develop and launch new product and service offerings from initial concept to point of sale. IRPDP has generated or improved more than 60 product development projects during this period, more than doubling our product development improvement metrics. One example where we have successfully embedded sustainability is in the area of life cycle assessments LCAs. We use both streamlined LCAs and full LCAs in our product development process to identify hot spots, or areas of high environmental impact which can then be addressed directly. To date products with LCAs account for over \$870 million USD of revenue.

Customer health and safety is integrated into this standard new product development process. Phase 2 of our new product development process includes specific deliverables where the product team identifies risks related to environmental health and safety and/or sustainability in compliance with related codes that affect the product.



Product and Process Innovation. One way to improve reliability is to deliver product and process innovation. With this goal in mind, and we are making more pervasive use of information technology, including machine-to-machine communication and data analytics, in our manufacturing and supply chain functions, as well as enhancing our service capabilities with remote service offerings. In



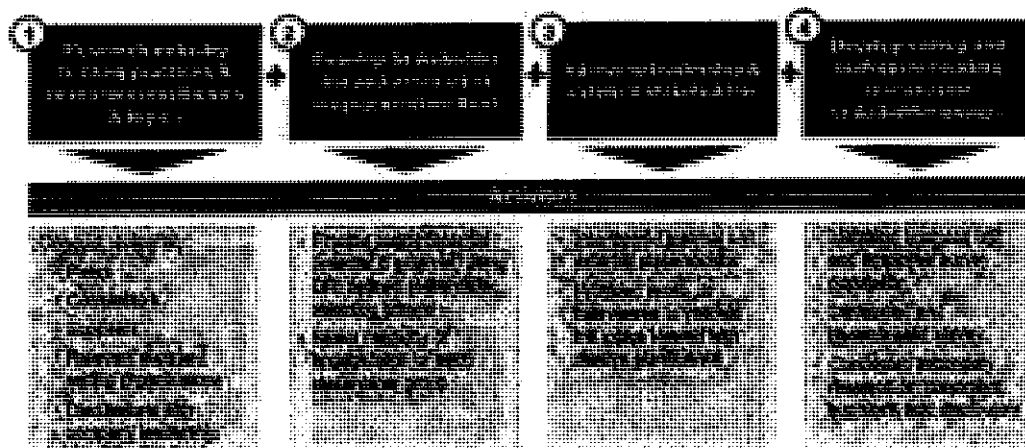
addition, we are expanding our advanced materials science capabilities in product engineering, and continuing to explore the use of 3D printing in product manufacturing. We also are making progress in our efforts to incorporate next-generation smart technology in building HVAC management.

At the center of our innovation strategy are the Networks of Excellence we established two years ago, bringing together internal experts and specialists on technologies of critical importance across the enterprise. This shared-expert team approach enables us to capitalize on cross-segment synergies in fields such as modeling and simulation, materials and chemistry, metallurgy, brazing and machining processes.

As a result, we have improved our ability to conceptualize innovative solutions for emerging customer problems. Our priorities for 2014 included initial work to develop new Networks of Excellence focused on product architecture and reliability, which are scheduled to be launched in 2015.

We engage in research and development activities in an effort to introduce new products, enhance existing product effectiveness, improve ease of use and reliability as well as expand the various applications for which our products may be appropriate. In addition, we continually evaluate developing technologies in areas that we believe will enhance our business for possible investment or acquisition. We anticipate that we will continue to make significant expenditures for research and development activities as we look to maintain and improve our competitive position. Research and development expenditures were approximately \$212.3 million, or 1.6 percent of revenue, in 2014, \$218.2 million, or 1.7 percent of revenue, in 2013 and \$235.4 million, or 2.0 percent of revenue, in 2012.

Overview of Methodology





Center for Energy Efficiency and Sustainability. We launched the Ingersoll Rand Center for Energy Efficiency and Sustainability (CEES) in 2010 as an initial strategic effort to instill sustainability into our corporate culture. Serving as a strategic catalyst for change since then, CEES has led a growing range of initiatives designed to help our employees across the company to develop a broad understanding of sustainability, its importance to our corporate mission and — at the individual level — best practices for incorporating sustainability into their jobs. Additional CEES programs enable employees to help customers and other Ingersoll Rand stakeholders understand and implement new approaches to meet their sustainability goals. Scott Tew co-founded CEES and serves as its executive director. He reports to Paul Camuti, senior vice president, innovation, and chief technology officer. CEES focuses its efforts in four areas, including:

- **Innovation and Product Stewardship** — working with customers to see values such as reliability, energy efficiency and sustainability through their eyes, enabling us to design products that meet their most critical challenges.

Building energy efficiency and the life cycle environmental impact of Ingersoll Rand products were key priorities for the CEES in 2014. Energy-efficient buildings create better environments for work, use less energy, and have lower operating and ownership costs. Reducing the resource intensity of our products from manufacturing to end-of-life contributes to global environmental sustainability. The CEES is working to promote legislation and industry standards that lead to better product performance in each of these areas.

3. Describe your product's recyclability. Describe any buy back or take back options offered. Describe your company's efforts to reduce or reuse packaging and minimize environmental footprint in the shipping process.

Waste and Recycling Management at Ingersoll Rand, we are deeply committed to environmental stewardship, natural resources conservation and environmental compliance. Executing on these business priorities, we strive to use best practices in waste management, source reduction and recycling at all of our manufacturing facilities and at our office locations globally.

We engage and empower our employees to identify opportunities for process improvement and drive the needed changes.

Generating less waste not only contributes to environmental sustainability, but improves operating margins and enhances the life cycle cost profile of our products. We are committed to reducing the amount of waste produced at all Ingersoll Rand facilities around the world.

Ingersoll Rand executes on this commitment in four ways. The first is to prevent the generation of waste by reducing the amount and toxicity of materials used in packaging,



manufacturing and handling of our products throughout their life cycles. Second, we work to extend the life of our products and reuse items when possible. Third, we identify and deploy methods for recycling our various waste streams. And fourth, we maximize our conversion of waste to energy as an alternative to disposal.

Since 2010, we have achieved a 27 percent absolute reduction in non-hazardous waste sent to landfill at our facilities around the world. In 2014, the amount of non-hazardous waste recycled, reused or sent for energy recovery exceeded three times the amount sent to landfill. In 2014, we reduced the amount of hazardous waste generated by 1 percent and a 36 percent reduction when compared to 2010. The company recorded no spills in 2014.

Non-Hazardous Waste to Landfill (metric tons)				
2014	2013	2012	2011	2010
7,154	6,895	8,302	8,928	11,720

Non-Hazardous Waste Recycled (metric tons)				
2014	2013	2012	2011	2010
23,252	22,344	19,896	21,925	17,641

Hazardous Waste Generated (metric tons)				
2014	2013	2012	2011	2010
954	966	998	1,242	1,557



FINANCIAL STATEMENTS

The Supplier shall include an audited income statement and balance sheet from the two (2) most recent reporting periods in its proposal.

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Ingersoll Rand named #1 global industrial machinery company in fortune's world's most admired companies

The company also earned #9 in the Innovativeness category among all most admired companies

Davidson, N.C., Feb. 23, 2015 – Ingersoll Rand (NYSE:IR), a world leader in creating comfortable, sustainable and efficient environments, was recognized as the No. 1 Industrial Machinery company on FORTUNE Magazine's 2015 World's Most Admired Companies list, climbing to the top following a steady rise over the last three years. The company also ranked No. 9 in the Innovativeness category among all list companies, joining Apple, Google, Amazon and Walt Disney in this prestigious key attribute ranking.

"Placing on both the global Innovativeness and Industrial Machinery categories holds special meaning to our global employees and is something we are deeply proud of," said Michael W. Lamach, chairman and chief executive officer of Ingersoll Rand. "Earning a spot on these rankings further validates our commitment to leading our industry in innovative technology and creating a more sustainable and energy-efficient world."

FORTUNE World's Most Admired Companies are among the most highly respected indicators of corporate performance and reputation. To identify the Most Admired Companies, FORTUNE and its partner, the Hay Group, survey top executives and directors from FORTUNE 1000 and Global 500 companies -- along with financial analysts -- to identify companies that have the strongest reputations both within their own industry and overall. Companies are rated on their ability to attract and retain talented people, quality of products and services, quality of management, innovation, social responsibility, use of corporate assets and long-term investment value.

Annual Reports

The following pages include our most recent balance sheet, financial statement and statement of cash flows. Please visit www.ingersollrand.com/investors for our annual reports



Ingersoll-Rand plc Consolidated Balance Sheets

In millions, except share amounts

December 31,	2014	2013
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 1,705.2	\$ 1,937.2
Accounts and notes receivable, net	2,119.0	2,071.5
Inventories	1,358.9	1,166.1
Deferred taxes and current tax receivable	299.8	359.5
Other current assets	225.0	182.4
Total current assets	5,707.9	5,716.7
Property, plant and equipment, net	1,477.0	1,468.4
Goodwill	5,389.8	5,540.6
Intangible assets, net	3,783.9	3,922.0
Other noncurrent assets	939.9	1,010.4
Total assets	\$ 17,298.5	\$ 17,658.1
LIABILITIES AND EQUITY		
Current liabilities:		
Accounts payable	\$ 1,290.0	\$ 1,163.0
Accrued compensation and benefits	471.5	505.2
Accrued expenses and other current liabilities	1,421.9	1,372.7
Short-term borrowings and current maturities of long-term debt	482.7	367.7
Total current liabilities	3,666.1	3,408.6
Long-term debt	3,741.7	3,153.5
Postemployment and other benefit liabilities	1,438.0	1,287.8
Deferred and noncurrent income taxes	1,174.3	1,335.8
Other noncurrent liabilities	1,233.0	1,341.1
Total liabilities	11,253.1	10,526.8
Equity:		
Ingersoll-Rand plc shareholders' equity		
Ordinary shares, \$1 par value (266,271,978 and 282,700,041 shares issued at December 31, 2014 and 2013, respectively)	266.3	282.7
Ordinary shares held in treasury, at cost (3,372,657 and 21,137 shares at December 31, 2014 and 2013, respectively)	(202.5)	(0.8)
Capital in excess of par value	97.1	159.2
Retained earnings	6,540.8	6,794.5
Accumulated other comprehensive income (loss)	(714.3)	(166.7)
Total Ingersoll-Rand plc shareholders' equity	5,987.4	7,068.9
Noncontrolling interest	58.0	62.4
Total equity	6,045.4	7,131.3
Total liabilities and equity	\$ 17,298.5	\$ 17,658.1

FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA



- (a) The following Consolidated Financial Statements and Financial Statement Schedules and the report thereon of PricewaterhouseCoopers LLP dated February 13, 2015, are presented following Item 15 of this Annual Report on Form 10-K.

Consolidated Financial Statements:

Report of independent registered public accounting firm
Consolidated Statements of comprehensive income for the years ended December 31, 2014, 2013 and 2012
Consolidated balance sheets at December 31, 2014 and 2013
For the years ended December 31, 2014, 2013 and 2012:

Consolidated statements of equity
Consolidated statements of cash flows

Notes to Consolidated Financial Statements

Financial Statement Schedule:

Schedule II – Valuation and Qualifying Accounts for the years ended December 31, 2014, 2013 and 2012:

- (b) The unaudited selected quarterly financial data for the two years ended December 31, is as follows:

	2014			
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
<i>In millions, except per share amounts</i>				
Net revenues	\$2,722.9	\$3,542.9	\$3,385.0	\$3,240.5
Cost of goods sold	(1,954.8)	(2,439.9)	(2,327.0)	(2,261.1)
Operating income	155.0	463.3	440.0	346.3
Net earnings	83.6	310.6	296.2	260.2
Net earnings attributable to Ingersoll-Rand plc	79.0	306.0	291.3	255.5
Earnings per share attributable to Ingersoll-Rand plc ordinary shareholders:				
Basic	\$ 0.28	\$ 1.13	\$ 1.11	\$ 0.96
Diluted	\$ 0.28	\$ 1.12	\$ 1.10	\$ 0.95
	2013			
	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
Net revenues	\$2,639.0	\$3,398.4	\$3,214.2	\$3,098.9
Cost of goods sold	(1,912.6)	(2,377.5)	(2,217.7)	(2,214.5)
Operating income	120.0	387.5	379.5	218.0
Net earnings	94.5	324.7	180.9	53.8
Net earnings attributable to Ingersoll-Rand plc	88.0	317.2	165.9	47.7
Earnings per share attributable to Ingersoll-Rand plc ordinary shareholders:				
Basic	\$ 0.29	\$ 1.07	\$ 0.57	\$ 0.17
Diluted	\$ 0.29	\$ 1.05	\$ 0.56	\$ 0.16



TRANE

RFP # 15-JLP-023

Harford County Schools and U.S. Communities

Condensed Consolidating Statement of Cash Flows - For the year ended December 31, 2014

<i>In millions</i>	IR Ireland	IR Limite d	IR Internationa l	IR Global	IR New Jersey	IR Lux	Other Subsidiaries	Consolidatin & Adjustments	IR Ireland Consolidated
Net cash provided by (used in) continuing operating activities	(34.0)	\$ —	\$ (18.3)	(128.5)	\$ 173.4	\$ (7.1)	\$ 2,058.5	(1,052.3)	\$ 991.7
Net cash provided by (used in) discontinued operating activities	(2.2)	—	—	—	(2.4)	—	(13.9)	—	(18.5)
Net cash provided by (used in) operating activities	(36.2)	—	(18.3)	(128.5)	171.0	(7.1)	2,044.6	(1,052.3)	973.2
Cash flows from investing activities:									
Capital expenditures	—	—	—	—	(87.7)	—	(145.8)	—	(233.5)
Acquisition of businesses, net of cash acquired	—	—	—	—	—	—	(10.2)	—	(10.2)
Proceeds from sale of property, plant and equipment	—	—	—	—	1.3	—	13.1	—	14.4
Proceeds from business disposition, net of cash sold	—	—	—	—	—	—	2.0	—	2.0
Dividends received from equity investments	—	—	—	—	—	—	30.3	—	30.3
Net cash provided by (used in) continuing investing activities	—	—	—	—	(86.4)	—	(110.6)	—	(197.0)
Net cash provided by (used in) discontinued investing activities	—	—	—	—	—	—	—	—	—
Net cash provided by (used in) investing activities	—	—	—	—	(86.4)	—	(110.6)	—	(197.0)
Cash flows from financing activities:									
Net proceeds (repayments) in debt	—	—	(300.0)	—	(7.6)	1,195.1	(187.3)	—	700.2
Debt issuance costs	—	—	—	(2.5)	—	(9.8)	—	—	(12.3)
Net inter-company proceeds (payments)	1,562.7	—	318.3	(844.3)	1,022.9	(1,178.2)	(881.4)	—	—
Dividends paid to ordinary shareholders	(264.7)	—	—	—	(734.1)	—	(318.2)	1,052.3	(264.7)
Dividends paid to noncontrolling interests	—	—	—	—	—	—	(20.9)	—	(20.9)
Proceeds from shares issued under incentive plans	113.1	—	—	—	—	—	—	—	113.1
Repurchase of ordinary shares	(1,374.9)	—	—	—	—	—	—	—	(1,374.9)
Net cash provided by (used in) continuing financing activities	36.2	—	18.3	(846.8)	281.2	7.1	(1,407.8)	1,052.3	(859.5)
Net cash provided by (used in) discontinued financing activities	—	—	—	—	—	—	—	—	—
Net cash provided by (used in) financing activities	36.2	—	18.3	(846.8)	281.2	7.1	(1,407.8)	1,052.3	(859.5)



									3	
Effect of exchange rate changes on cash and cash equivalents	—	—	—	—	—	—	(148.7)	—	(148.7)	
Net increase (decrease) in cash and cash equivalents	—	—	—	(975.3)	365.8	—	377.5	—	(232.0)	
Cash and cash equivalents - beginning of period	—	—	—	975.3	59.6	—	902.3	—	1,937.2	
Cash and cash equivalents - end of period	—	\$ —	\$ —	\$ —	\$ 425.4	\$ —	\$ 8	\$ —	\$ 1,705.2	



ADDITIONAL INFORMATION

Please use this opportunity to describe any/all other features, advantages and benefits of your organization that you feel will provide additional value and benefit to a Participating Public Agency.

We chose to highlight the following additional products and services within this section:

- Anticipation Discount Program
- Energy Optics
- Lighting
- Trane Building Advantage – our energy services and controls offerings
 - Building Controls & Automation
 - Energy Management Systems & Services
 - Energy Contracting
 - Renewable Energy & Power Solutions
 - Energy Procurement & Management Services
- Intelligent Services



RFP # 15-JLP-023
Harford County Schools and U.S. Communities

Anticipation Discount Program

Success Story

Our Anticipation Discount Program (ADP) saves the day and a large amount of money for a customer in the Midwest.

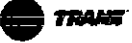

A busy steel fabricator found his business in jeopardy for the 2012-2013 season. There wasn't a lot of business coming in, and he needed a machine that had a high-efficiency rating for a better price and a lower carbon footprint. During the presentation, the Trane representative offered the ADP discount for an instant payment.

The customer paid the balance of the bill right away, and the Trane delivery team was on the way. The customer paid for all the other bills in advance, saving him over \$10,000 and ensuring the best of the product for that high-efficiency equipment order.

IP Ingersoll Rand

Ingersoll Rand (NYSE:IR) is a world leader in creating and sustaining safe, comfortable and efficient environments in commercial, residential and industrial markets. Our people and our family of brands – including Carrier, Johnson Controls, Ingersoll Rand, Lennox, Trane, and Trane+ – work together to enhance the quality and comfort of air in homes and buildings, transport and protect food and pharmaceuticals, secure homes and commercial properties, and increase industrial productivity and efficiency. We are a \$12 billion global business committed to sustainable business practices within our company and for our customers.

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Anticipation Discount Program (ADP)

Make us your Morning Star.

IP Ingersoll Rand

Trane U.S. Inc.

ADDITIONAL INFORMATION - 2



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ADDITIONAL DISCOUNT PROGRAM PAGE 1

ADP PAGE 2

Adding value. Saving money. Creating a better indoor environment.

Trane has always led the way in improving operating efficiencies and meeting the needs of high performance buildings. And now we've created an easy way to make owning Trane HVAC equipment an even better value: The Trane Anticipation Discount Program (ADP).

Designed to help you create an indoor environment that promotes comfort and productivity as cost-effectively as possible, Trane's ADP helps you save a significant amount on your HVAC equipment, controls, installation and services... when you pay in advance.

Flexible and customizable program designed for all Trane customers

All Trane customers with current accounts are eligible for the program. ADP is designed to be flexible and customizable, so you can create the program that meets your needs. Trane will work with your budget and your goals to create the best program for your facility.

The idea is simple: You'll save significantly on your HVAC equipment, installation and services just by paying in advance.

Here's how the program works: Trane will discount your equipment purchase when you pay prior to shipping. It's as flexible and customizable as you want. Your discount depends on:

- How much you pay
- When you pay
- The discount rate
- The date the equipment ships

HVAC equipment

$$D = \frac{R \times P \times T / 360}{1 + (R \times T / 360)}$$

D = Discount, R = Discount Rate

P = Payment, T = Number of Days between payment and shipment + 30 days (standard terms)

Do the math:

For example: Your equipment is valued at \$100,000. You pay for it 15 weeks prior to shipment at an annualized

prepayment rate of 5%. The actual discount amount can be calculated using this formula:

$$\$1,840.49 = \frac{.05 \times 100,000 \times 135 / 360}{1 + (.05 \times 135 / 360)}$$

The prepayment earned an immediate discount of \$1,840.49.

What happens if the equipment ships later or earlier than estimated?

We will adjust the discount using the formula outlined if the equipment is shipped more than five days later than expected. If the equipment ships early at our discretion, you will receive the full discount.

Savings on service contracts

You can also save when you pre-pay for all service contracts. Whether you have a 12-month contract, or up to a 5-year contract, Trane will give you a straight percentage discount when you pay in advance.

- 1-year contract: save 3% with ADP.
- 2-year contract: save 4.2% with ADP.
- 3-year contract: save 5.8% with ADP.
- 4-year contract: save 7.5% with ADP.
- 5-year contract: save 10% with ADP.

ADP: Immediate savings. Lower long-term costs.

As you can see, our ADP lowers the cost of owning and maintaining Trane HVAC equipment, controls and provides benefits to building owners and managers by:

- Reducing project costs
- Discounting service and installation costs
- Giving immediate equipment discounts
- Providing an attractive rate of return

Best of all, the unique program helps reduce the capital investment required to implement facility improvements, which means building owners/managers can invest capital into other activities.

You'll also get the benefit of immediate order approval and enhanced credit standing.

And ultimately, you'll be able to cost-effectively create an indoor environment that promotes comfort and productivity.

Trane U.S. Inc.

ADDITIONAL INFORMATION - 3



Energy Assessment with Trane Energy Optics

Any efforts toward improvement begin with understanding where we are starting from – to provide focus, prioritize resources and begin to establish expectations. This is particularly true for energy performance where stakeholders are trying to optimize and cut costs that are intangible. The energy use in any given building or process is rarely “seen” by the people controlling or using it, much less any opportunities to reduce waste, cut costs, and move toward a more sustainable operation.

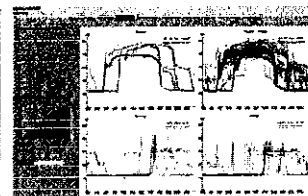
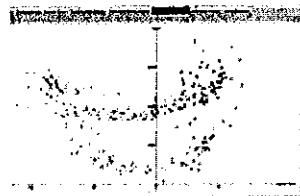
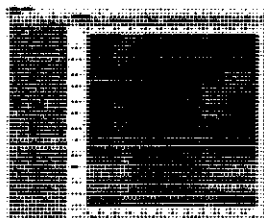
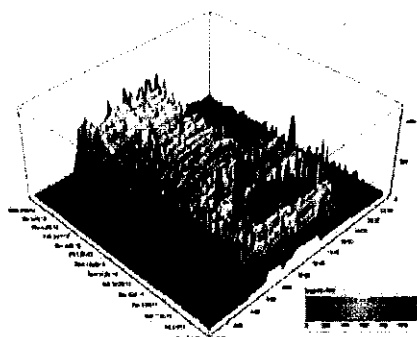
In fact, the *majority* of facilities do not operate at peak efficiency. In part, this is due to continuous development of options for optimizing energy performance. Most owners are focused on other aspects of their operations and are rarely energy professionals. Often routine utility analysis remains on the “to do” list through lack of training, lack of resources or lack of access to the tools and skills that make energy assessments cost effective. Sometimes below average energy performance is simply a matter of deferred maintenance or inefficient equipment operation. Trane offers a solution set that is scalable to meet YOUR needs, leveraging proprietary as well as industry tools, literally hundreds of energy professionals, and over 100 years of Trane experience.

Trending Analysis

“Trending” critical data points helps to identify performance problems within the facility. The resulting data helps Trane diagnose problems, and devise effective corrective actions.

Energy Assessment with Trane Energy Optics

Trane professionals will study your historic energy use in the context of your facility details, your operations, and your peers by region and facility use. This information will be used to develop a unique baseline energy model (Figure 1) that accurately represents your operations and serves as a foundation for further analysis and recommendations. The dynamic graphics and ability to filter by day of the week, date range, time of day and weather factors allows for a deeper dive into actual performance for more detailed analysis. Trane will help you “see” in graphical format your intangible energy use, translating data into information that you can use.



Sample annual electricity demand profile

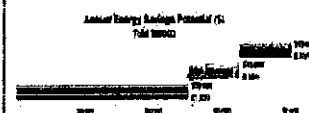


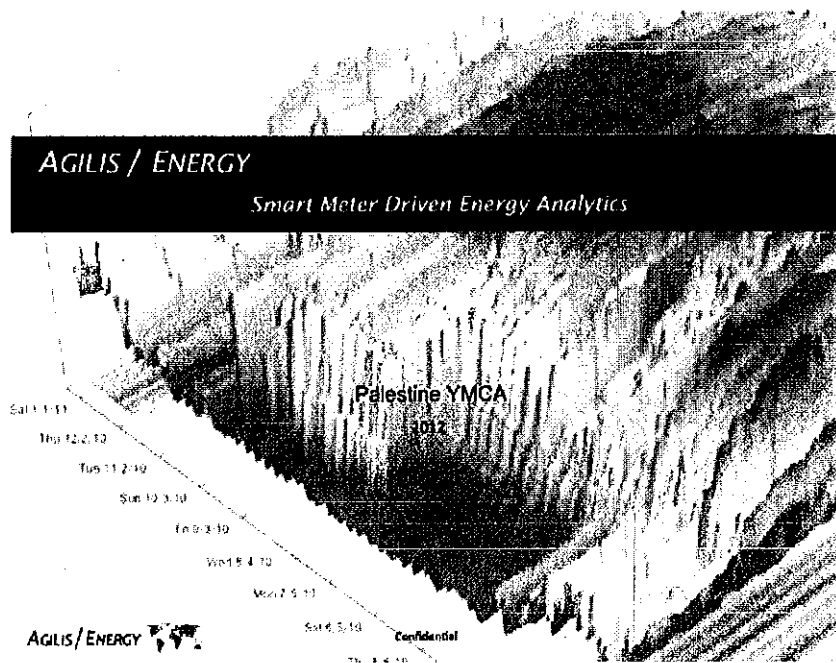
Figure 2: Additional analysis outputs

The next few pages reflect a sample Energy Optics run.



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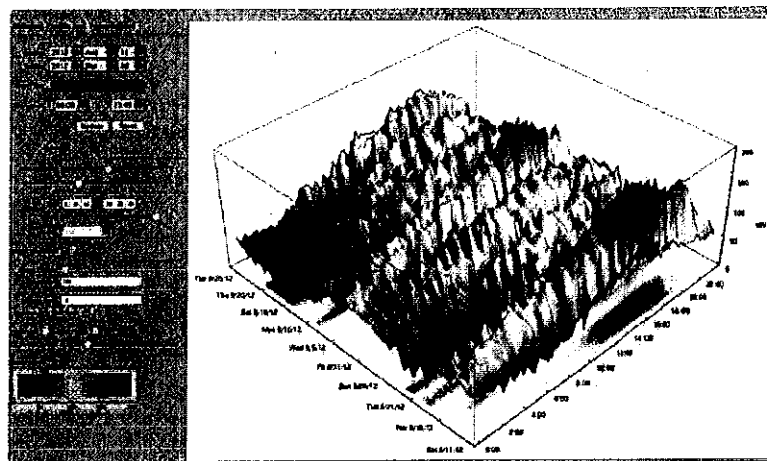
ADDITIONAL INFORMATION - 5



RFP # 15-JLP-023
Harford County Schools and U.S. Communities

Project: 17024

3D Load Profiles



AGS 15 / RM/NOY

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www.agbenergy.com

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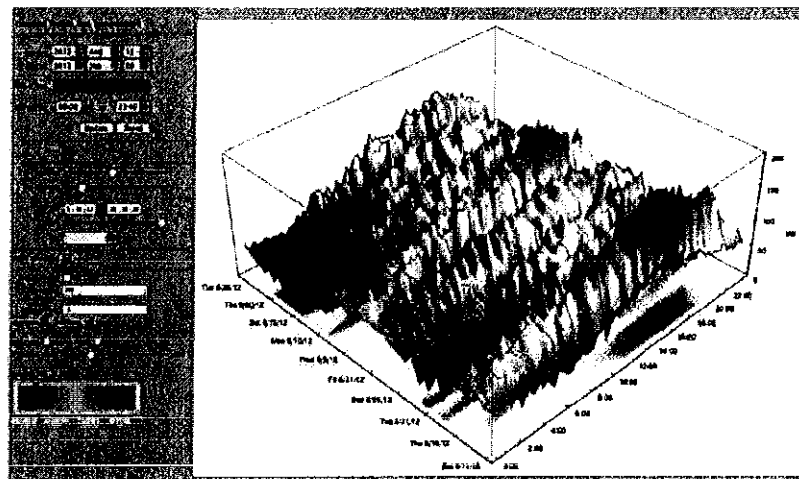
ADDITIONAL INFORMATION - 6



RFP # 15-JLP-023
Harford County Schools and U.S. Communities

Palentine THCA

3D Load Profiles

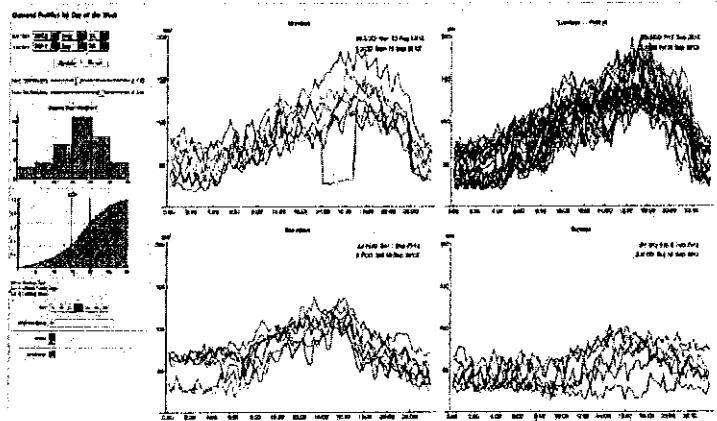




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Harford County Schools and U.S. Communities

Relative TRCA

Daily Demand Profiles



AGILITY / ENERGY

OneVantage

www.agilityenergy.com

Trane U.S. Inc.

ADDITIONAL INFORMATION - 8



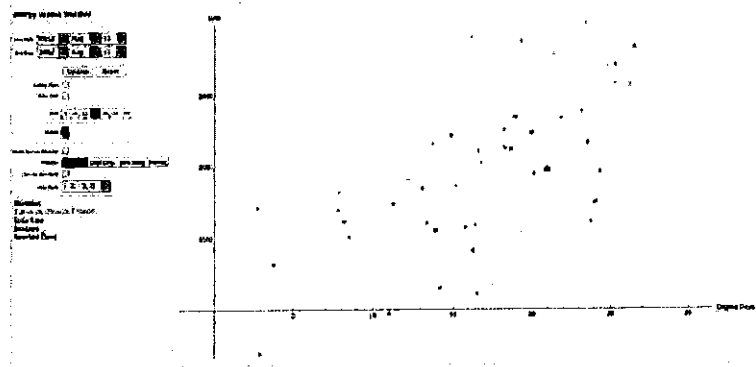
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Palatka TRCA

Energy Usage versus Degree Days



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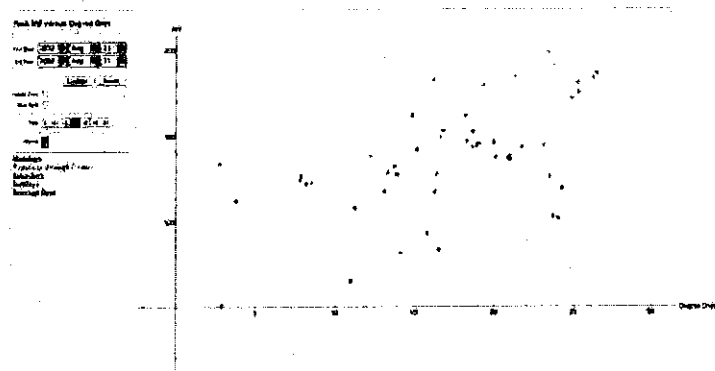
ADDITIONAL INFORMATION - 10



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Harford County Schools and U.S. Communities

Attachment VNCA

Daily Peak Demand versus Degree Days



ACLU / ENERGY

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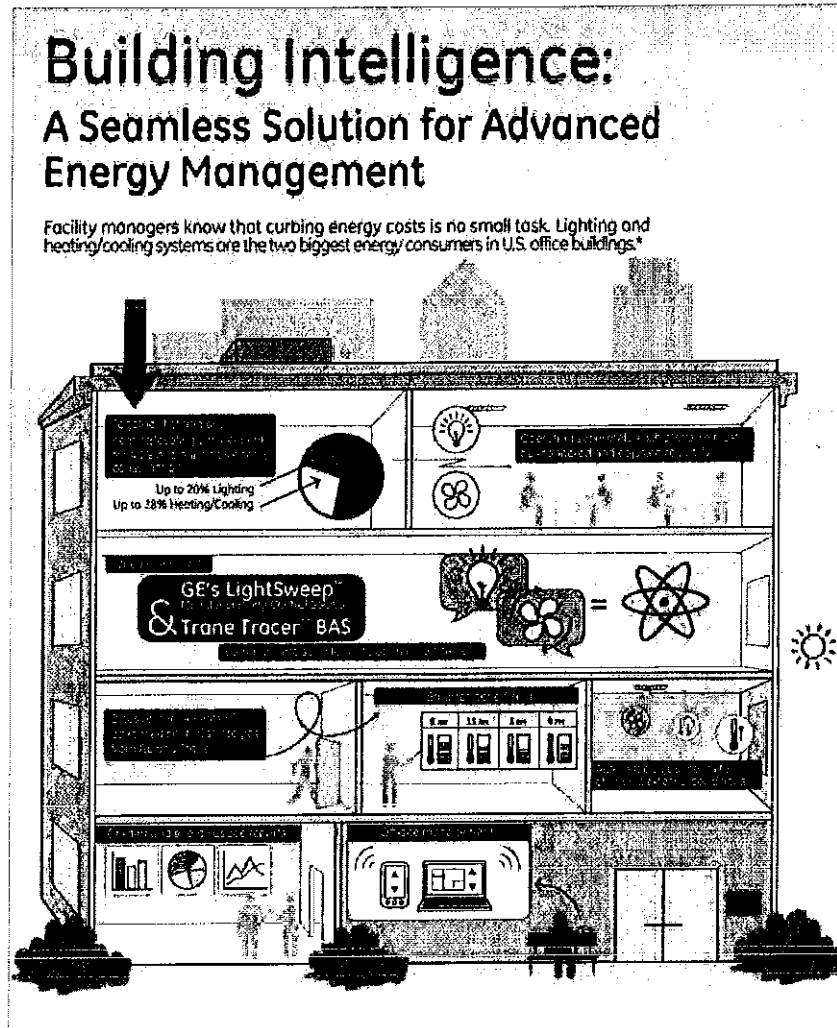
www.acluenergy.com

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ADDITIONAL INFORMATION - 11



Lighting Trane and GE's Partnership



imagination at work

Contact your GE sales representative or visit www.gelighting.com to learn more about how integrated controls can help cut energy costs.

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The following few pa



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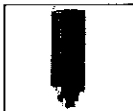
Harford County Schools and U.S. Communities

LED Replacement Lamps

The bright white radiance of GE's LED replacement lamps is not just something you see, it's something you feel. Whether you're in the retail, hospitality, office, or healthcare market segment, we have an entire family of GE LED replacement lamps. LED lamps save energy and have significantly longer rated life hours than incandescent or halogen lamps, plus our ENERGY STAR® products can provide you with additional savings via utility rebate programs.

Perfect for retail applications, GE's LED lamps with **reveal®** Whiter White technology combines brightening power similar to ceramic metal halide technology with a precisely tuned spectrum to deliver brilliant colors, while complemented with GE's patented Visual Comfort Lens. The end result? Merchandise appears rich, colorful, and vibrant without the harsh glare associated with many other LED products.

Experience the advantages of LED lighting with a simple switch. **LED Plug-In** replacement lamps from GE allow you to replace inefficient CFLs without tools or a costly upgrade. Available in horizontal and vertical configurations, LED Plug-In's from GE are rated for 50,000 hours vs 20,000 hours for a typical CFL. Using 13 watts to replace a 26-watt CFL, LED Plug-In's cut energy use by 50%.



Click...click...click! GE offers **LED A-Line 3-way** lamps as excellent replacements for standard 30/70/100-watt and 50/100/150-watt incandescent lamps.

For example, when using the 22 watt setting, save over \$350 in energy costs over the rated life of the lamp versus a standard 150-watt incandescent lamp based on \$0.11 per kWh. Energy efficiency and long life mean fewer lamp replacements versus standard incandescent or halogen light sources.

GE offers dimmable **LED A-Line** lamps as an excellent option for energy savings in your fully enclosed fixtures like the Jelly Jar. For example, using only 12 watts of energy, save \$172 in energy costs over the rated life of the lamp versus a standard 75-watt incandescent lamp based on \$0.11 per kWh. Up to 25,000 hours rated life and dims from 100% to as low as 10%. These lamps are rated for an ambient temperature of $\geq -20^{\circ}\text{C}$ to $\leq 70^{\circ}\text{C}$ inside a fixture.



www.ge.com/lighting/led



The Venetian/ The Palazzo Las Vegas, Nevada

New LED lighting from GE will help Las Vegas Sands Corp. save nearly 4.1 million kilowatt hours (kWh) of electricity a year in its meeting rooms as part of its Sands ECO 360° Green Meetings program. As a result of GE's energy-efficient lighting solutions, Las Vegas Sands Corp. has now reduced its annual lighting spend by about \$2 million overall, including new savings in meeting spaces and in guest suites at The Venetian/The Palazzo Las Vegas since 2010.





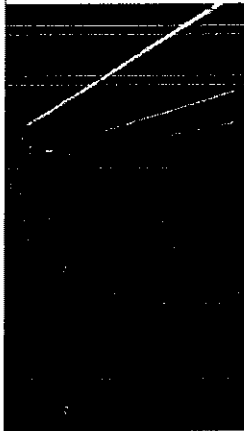
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Ingersoll Rand

Ingersoll Rand is committed to advancing quality of life by creating comfortable and efficient environments for its customers, and it has applied this company mission to renovation of building of its North American headquarters in North Carolina by using LED indoor lighting fixtures, which will reduce power density by more than 35%.



Lumination™ LED Luminaires

GE Lighting continues to evoke the imagination of architects and lighting designers with LED luminaires that inspire new commercial ceiling landscapes.

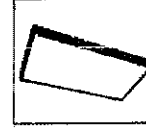
Lumination™ ET Series LED

Luminaires with Intrinsic™ technology is a commercial recessed ceiling troffer utilizing an advanced LED optical system to achieve exceptional application performance. It provides high uniformity, excellent efficiency, improved spacing criteria, and low glare. The ultra-thin form factor maximizes ceiling space and installs easily in very shallow ceiling plenums. It is suitable for indoor general lighting.

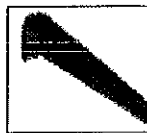


The Lumination™ BR Series LED

Luminaires are the affordable way to retrofit fluorescent fixtures with LED recessed troffers that include dimming options. Designed to install quickly and easily in T-bar ceiling grids, these systems deliver all the energy-saving and long-life advantages of LED in a fixture accessible from below the ceiling plane. Perfect for new construction or retrofit, they deliver beautiful, even LED light to a wide range of commercial applications.



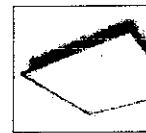
Cookie-cutter ceilings are a thing of the past. The Lumination™ BL Series LED Luminaires open up a world of distinctive design possibilities. Unlike traditional fluorescent troffers that require larger, boxier shapes dotting a ceiling landscape, these sleek LED fixtures provide a crisp, clean



visual alternative with no hotspots or socket shadows at the end of the fixtures. They are designed to install in long continuous rows into integrated ceiling systems like Logix™ from USG. The effect is striking and modern. These breakthrough fixtures bring a fresh new perspective to distinctive ceiling design.

The Lumination™ BT Dimmable Series

LED Luminaire is a commercial ceiling troffer that provides high uniformity, excellent efficiency and low glare in 2x2 and 2x4 T-grid ceiling applications. The improved lumen maintenance of L70 initial lumens at 50,000 hours of operation, allows lower maintenance costs over time than traditional systems. It is suitable for indoor general lighting.



www.gelighting.com



TRANE

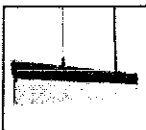
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Harford County Schools and U.S. Communities

Lumination™ Architectural LED Troffers including BV Series, AB Series, AC Series and AD Series bring a designer touch to any drop ceiling landscape. For new construction or retrofit, these distinctive fixtures provide a beautiful aesthetic in an easy-to-install LED solution. They feature curving and delineated details with the express purpose of creating added visual interest without sacrificing performance.



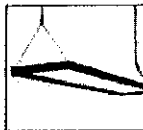
Lumination™ EL Series LED Luminaire offers striking minimalist design with an exceptionally thin profile that appears to float across your ceiling landscape. Impressively bright, uniform white light is delivered both vertically and horizontally with the help of Intrinsic™ technology, an advanced LED optical system. A clear transition zone between the frame and light-emitting portion of the fixture creates the intriguing illusion of light floating in mid-air. The dramatic impression continues when the fixture is off—it appears almost transparent. It's all the economy and performance of LED lighting in a package that opens up a new world of striking design possibilities.



Lumination™ IS Series Suspended LED Fixtures bring a modern, clean appearance to any setting with an open ceiling design. These sleek, streamlined fixtures are perfect for low bay retail, warehouse and industrial settings where brand image and performance are priorities. The fixtures are easy to install by mechanically snapping together without the use of additional tools and deliver an impressive 123-136 lumens per watt (LPW). Available in 1x4 and 1x8 models, they install easily and work seamlessly with energy management lighting control systems.



The Lumination™ EP Series LED Luminaire – a chic, ultra-thin fixture unlike anything seen before – aims to redefine office, retail and hospitality environments with captivating form and function. The Lumination™



Suspended LED Luminaire opens the door to a world of decorative potential by delivering remarkable light output in a low-profile, provocative design. A clear, narrow band surrounds the edge of the ceiling fixture, making the light source appear to 'float' in the center of the luminaire. When illuminated, it produces a perfectly even glow. While off, it is nearly transparent.

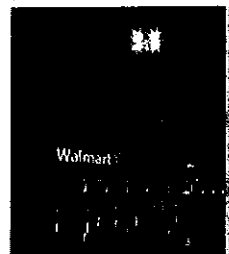
www.tranelighting.com



Walmart

South Euclid, Ohio

With a commitment to reducing energy in all its locations, Walmart worked towards its goal and installed new GE LED Lighting at their first LEED certified store in South Euclid, Ohio. Improvements included installing energy-efficient lighting throughout the whole Supercenter including the parking lot, sales floor and refrigerated display cases. GE's LED technology helped the South Euclid Walmart achieve a LEED Silver certification from the U.S. Green Building Council. Walmart's first all-LED U.S. Supercenter helps further the retailer's goal to reduce energy use in its buildings globally by 20 percent by 2020.





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Harford County Schools and U.S. Communities



GE & USG

USG and GE Lighting are redefining ceiling design with an integrated ceiling and LED lighting system designed to work together. USG partnered with GE Lighting for the ease of installation, energy and maintenance savings, and an innovative ceiling system. USG reduced its lighting fixture count by 20 percent by replacing 25 2' x 2' U-bay fluorescent fixtures with GE's 4' Lumination BL Series LED lighting fixtures, arranged in four rows measuring 20 feet across. The innovative ceiling system combines USG's Logix Integrated Ceiling System acoustical tiles with GE Lumination LED linear recessed luminaires, unifying aesthetics and performance by transforming the ceiling plane into a design element without the constraints of traditional ceilings.



Lumination™ LED Luminaires

Lumination™ DI Series LED Downlights

— are changing the way lighting designers, and architects think about downlighting. The Lumination DI Series features infusion™ technology, a breakthrough modular design that allows for tool-free LED upgrade as LED technology advances, ensuring the lowest total cost of ownership. Choose the perfect lumen output, color temperature, and optical distribution for your project. Discover great color rendering and consistency, operational savings and long life in a leading edge LED fixture with a changeable lighting module that can be scaled for your environments.



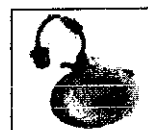
Lumination™ RI Series LED Downlights

Convert any 6, 8 or 10 inch commercial or industrial downlight to LED with the new Lumination RI Series retrofit LED downlight. Powered by the Infusion LED downlight module, the RI series delivers exceptional efficacy and 90+ CRI across all lumen packages and color temperatures. Custom engineered, spec-grade optical system provide an exceptional aesthetic with 45° cutoff and no glare. Tool-free installation from below the ceiling in just minutes. 50,000 hour life virtually eliminates maintenance costs. Output up to 3600 lumens is ideal for high-ceiling applications.



Lumination™ RS Series LED

Downlights. The Lumination RS Series LED downlights install in just minutes into most four-inch and six-inch recessed housings, making the RS series ideal for use in both retrofit and new construction applications. The RS series delivers 700 lumens at 70 lumens per watt, bringing significant energy savings to residential, light commercial, and hospitality environments. All downlights in the RS family have instant-on, standard 120V dimming, and a uniform fit appearance, delivering premium performance in a compact, economical package.



Lumination™ Track Lights and

Recessed Multiples. Lumination Track Lighting and multi-head recessed track lighting are designed to deliver a superior aesthetic, efficiency and performance lighting for commercial retail applications. These fixtures have a long rated life and deliver 80 lumens per watt (LPW), allowing for lower maintenance and operating costs. Specific color points centered slightly below the black body to mimic CMH deliver crisp white light while the Visual Comfort Lens™ minimizes glare.



www.ge-lighting.com



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Infusion™ LED Modules

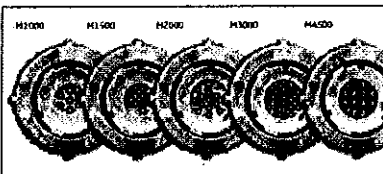


Infusion™ NPM
(Narrow Punch Module)



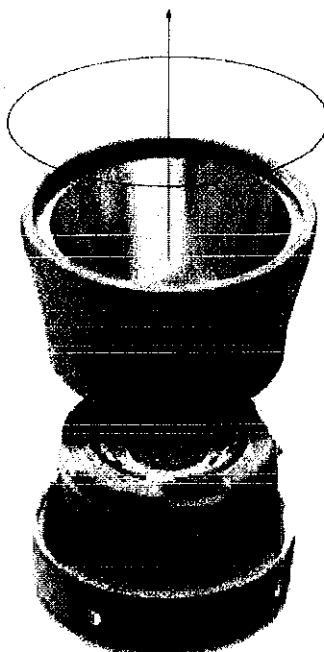
Infusion™ DLM
(Downlight Module)

GE's Infusion™ LED module opens up a world of new lighting possibilities. The long-lasting, low maintenance, twist-in LED module is one of the most flexible lighting solutions available today—and tomorrow. Because as LED technology advances, your luminaires can easily house future generations of the Infusion LED module. It's the perfect energy-saving solution for retail, gallery and other environments where quality of light is critical.



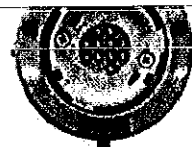
Infusion™ M1000-M4500 Series

In addition to the Narrow Punch Module (NPM) and Downlight Module (DLM), GE offers a wide range of lumen packages from 850 to 4,500 lumens in five module series (M1000, M1500, M2000, M3000, M4500) to meet a variety of lighting needs – whether an application calls for intense, bright light or low light settings.



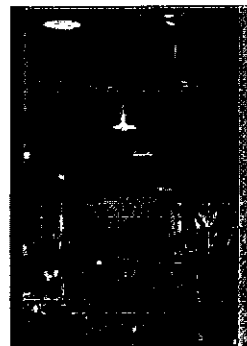
The Infusion™ LED module range provides the flexibility to meet the needs of diverse applications from a single range of socket compatible modules, such as in retail or hospitality settings, where color consistency and quality of light are critical.

www.gelighting.com



next

As part of its commitment to reduce energy consumption, Next has made the leap from traditional lighting to the latest LED technology. The retailer chose a range of luminaires from Luxonic Lighting and installed GE Lighting's Infusion™ LED Modules as part of an overall solution, which will help it to achieve a 40% energy saving, reduce maintenance and at the same time - improve light quality in the Next stores.





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RFP # 15-JLP-023

Harford County Schools and U.S. Communities



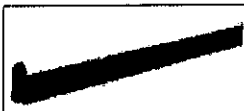
Price Chopper

Price Chopper, a chain of 128 grocery stores in six states throughout the Northeast, had a goal to dramatically improve the quality and quantity of light for employees, save money on energy costs, achieve central control of all lighting systems and to curb its environmental impact. At its freezer warehouse in Rotterdam, NY, GE's Albeo LED high bay fixtures were installed throughout loading docks, live count and frozen food freezer space.



Albeo™ LED Luminaires

The Albeo™ ALCA-Series LED Luminaire from GE is the next generation to the popular C3-Series. Albeo ALCA-Series is an advanced



LED linear lighting system for general lighting applications. It includes integrated control modules for motion, day lighting and network control. The ALCA-Series is a versatile, energy efficient, long-life alternative to fluorescent fixtures. A mercury-free choice for warehouse, industrial, garage and operation critical applications, the Albeo ALCA-Series LED luminaire provides excellent light levels with a 5 times longer maintenance cycle than standard fluorescent systems.

The Albeo™ ABH2-series LED Luminaire utilizes innovative heat-sinking and cutting-edge LED technology to deliver a wide range of



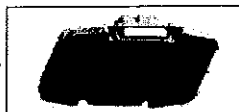
light outputs that replace 250W-1,500W HID and four-to-eight lamp T5/T8 high intensity fluorescent (HIF) fixtures in high bay applications. The ABH2-series offers more lumens from fewer LED modules than previous generations, and can be matched with motion, daylight and wireless controls for increased energy savings, lower maintenance costs and shorter paybacks.

GE introduces the Albeo™ ABV1 Series LED Luminaire. The industrial-grade ABV1 Series LED



high bay lighting fixture provides tremendous energy efficiency and affordability. Offering a faster return on investment than other high bay lighting fixtures, the ABV1 Series is built with a robust, high quality design and is ideal for replacing 250-watt to 1,500-watt high-intensity discharge (HID) and four- to eight-lamp T5/T8 high-intensity fluorescent lighting. Its high brightness LEDs make it an ideal lighting solution for a variety of industrial spaces, particularly warehouses, distribution centers and light-manufacturing.

GE's Albeo™ ABR1 Series LED High Bay Fixture delivers high efficacy for heavy industrial



and wet applications. Building on its award-winning Albeo™ LED high bay portfolio, GE introduces the Albeo™ ABR1 Series LED luminaire, an IP66 rated fixture suitable for heavy industrial and wet applications. The Albeo ABR1 Series LED high bay lighting fixture provides energy efficiency and affordability in the most unforgiving climates and demanding areas. Specifically, this new LED lighting fixture is designed to thrive in rugged areas from wet locations to high ambient conditions up to 65°C.



TRANE

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Evolve™ Outdoor Lighting

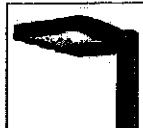
The GE Evolve™ LED Scalable

Cobrahead's advanced reflective optic system design offers hundreds of photometric combinations and is optimized to meet both luminance or illuminance requirements. Advantages include reduced glare, high coefficient of utilization and an optional adaptive controls solution that can easily be upgraded in the future to GE's LightGrid Wireless Control System.



The GE Evolve™ LED Scalable Area

Light delivers outstanding performance, while adding greater flexibility, style and scalability. Using an advanced reflective optic system design, GE offers exceptional vertical illuminance and uniformity, while minimizing glare as fixture lumens increase. Reducing energy and maintenance expenses, this solution enables significant operating cost benefits over the life of each fixture.



The GE Evolve™ LED Canopy Light is a bright solution to efficiently illuminate petroleum canopies. This fixture balances the technical needs of a sophisticated LED system with the functional demands of a robust outdoor fixture facing year round weather hazards. Surface and recessed mounting options available for both new construction and retrofit requirements.



The GE Evolve™ LED N Series Area

Lights, Flood Lights and Wall Packs make it easier to optimize space for visibility, security and operational savings while creating a consistent and contemporary look. Evolve LED N Series Area Lights are used for site, area and general lighting applications. The Evolve LED N Series Flood Light is a bright solution for building facades, flag poles, billboard signage and other traditional flood applications. Evolve LED N Series Wall Packs are designed to efficiently illuminate walkways and general areas and to balance the need for scalability with workhorse performance.



The Evolve™ LED Security Light

is designed for such applications as outdoor work yards, commercial and roadside establishments, and roadway lighting in rural areas. It provides significant energy savings compared to HID security lighting and with a lumen maintenance rating of L70 at 100,000 hours, this fixture will significantly reduce maintenance costs.



www.ge.com/lighting



City of San Diego, CA

Last year, San Diego became the first U.S. city to widely use GE's LED lighting fixtures with LightGrid® outdoor wireless controls technology. The technology, deployed on more than 3,000 city street lights, saves the city more than \$254,000 annually in energy and maintenance costs.

Recently the City of San Diego announced that it is the world's first city to partner with GE Lighting on a pilot of its Intelligent Cities platform—a software-defined lighting technology that will help San Diego solve some of the city's infrastructure challenges.





TRANE®

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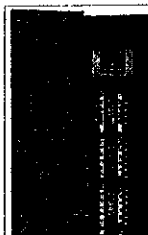
Lighting Controls

LightGrid® is a groundbreaking outdoor wireless control system for street and roadway lights. The unique technology inside this system allows for remote operation and monitoring of all fixtures through a Web-enabled central management system. Designed with municipalities, multi-site companies, and transportation departments in mind, LightGrid offers many features.



LightSweep™ Modular Lighting Control System

When broad range connectivity and flexibility are your objectives, look no further than LightSweep™. A comprehensive, advanced lighting control system, LightSweep™ is ideal for office, education and retail spaces.



Aware™ Occupancy Sensors

Occupancy sensors go a step beyond scheduling by detecting motion within a space and switching the lights On and Off as needed. Occupancy sensors are ideal for spaces that are intermittently occupied. Because of their easy installation, user convenience and maintenance-free operation, occupancy sensors are one of the most preferred lighting control solutions.



Our line of Aware Occupancy Sensors allows you to conserve energy and save money when illumination isn't necessary, while minimizing occupant annoyance caused by false activations or scheduling. Designed with flexibility in mind, Aware Occupancy Sensors can be used as stand-alone units for local control or as part of a greater unit, like LightSweep Modular Lighting Control System.



The design of the room and the amount of activity happening within the space will determine the level of sensitivity needed in the sensor. Finding the appropriate solution is easy because Aware Occupancy Sensors are available in three distinct technologies – Ultrasonic, Passive Infrared and Dual Tech.





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Refit Solutions

Complete package for LFL system efficiency upgrades

Refit Solutions from GE convert your existing linear fluorescent to LED without needing a comprehensive reinstall. Each package comes fully stocked with all of the components for each application. It is, quite simply, the easiest solution in lighting upgrades.

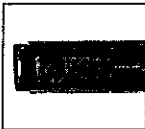
Lumination™ LED Door Kit



The Lumination™ LED door kit is the ultimate refit solution. It serves as an upgrade to Linear Fluorescent Fixtures that provides high uniformity, excellent efficiency and reduced glare in 2'x2' and 2'x4' applications. The lumen

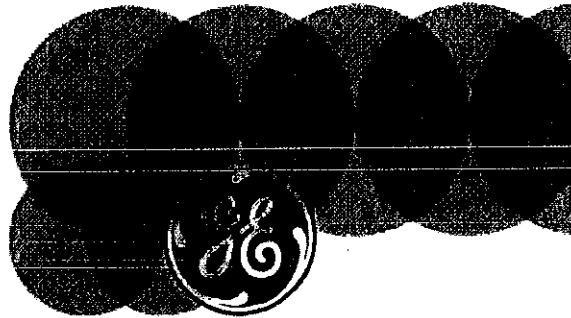
maintenance of L70 of initial lumens at 50,000 hours of operation, allows lower maintenance costs over time. It is suitable for indoor general lighting.

Recessed Fixture Retrofit



The Lumination™ LED Luminaire Retrofit is a commercial ceiling fixture that provides high uniformity and excellent efficiency applications. The improved lumen maintenance of L85 of initial lumens at 79,000 hours of

operation, allows lower maintenance costs over time.



LED Tubes

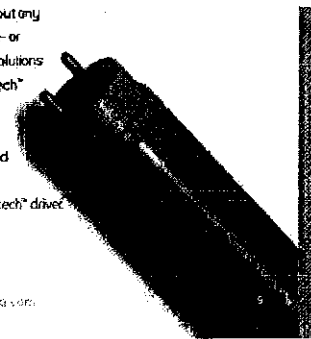


For the highest energy savings with minimal install time, choose the benefits of LED lighting without any extras. Solutions include one- or two-lamp replaceable LED solutions. Our LED Tubes and GE Lightech™

drivers provide additional benefits like higher efficiency and improved system performance.

Type A Integrated LED Tubes – LED tube with integrated Lightech™ driver wired to existing LFL ballast.

Type C Standard LED Tubes – LED tube with remote Lightech™ driver.



www.ge-lighting.com



TRANE

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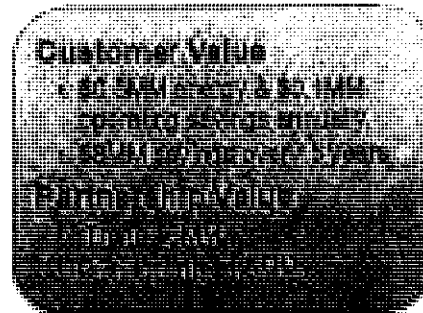
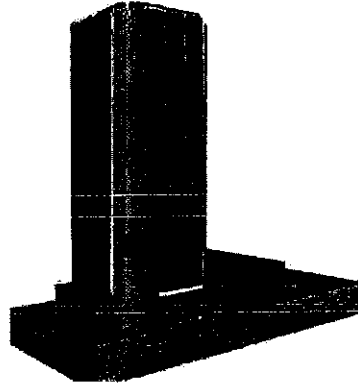
Monroe Building Richmond, Virginia

Project Scope

- 25 story State building
- \$6MM + energy efficient retrofit project
- Included: lighting, water fixtures, controls, pumps, variable speed drives, & 12 new boilers
- 15 year performance contract

Customer Solution / Experience

- Addresses total energy equation with guaranteed savings
- Operating & maintenance contract supported by Trane & GE warranties provide significant value to the building owner



10





TRANE

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Trane Building Advantage

It's Time to Think Beyond



Our Belief

- › Buildings should be an asset to your organizational goals
- › All operations are unique, and all should demand optimal performance

Our Experience

- › Over 100 years of forward-thinking expertise and cutting-edge technology
- › An industry leader in equipment, controls, and services and NAESCO certified

Our Commitment

- › Straight forward solutions that meet you where you are
- › Communicate outcomes



The first is making sure we represent the breadth of what we do. And here we are laying out what capabilities we are representing under the Trane Building Advantage brand. With the launch of Trane Building Advantage, we also took a look at how we refer to our solutions and capabilities and communicate them to the customers. One thing we noticed and heard is that our use of internal vernacular and over use of acronyms was actually harming our exposure in the market place. Representing these vast capabilities will be one important step in building equity in the Trane Building Advantage brand.



Building Automation and Controls



- ▶ Enterprise Controls
- ▶ Building System Controls
- ▶ Equipment and Unit Controls
- ▶ Wireless Communication
- ▶ Energy Systems Integration Solutions
- ▶ Intelligent Services



TRANE

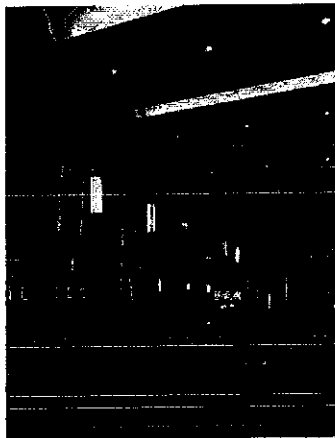
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Energy Management Systems and Services



- Assessment and Advisory
- Intelligent Services
 - Energy Performance
 - Building Performance
 - Active Monitoring

Energy Contracting



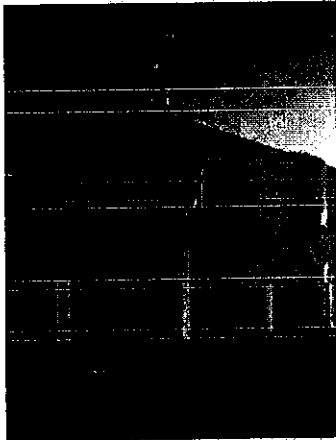
- Performance Guarantee Contracting
- Energy Savings Performance Contracting
- Design and Build Turnkey Projects
- Asset Renewal
- Existing Building Commissioning



TRANE

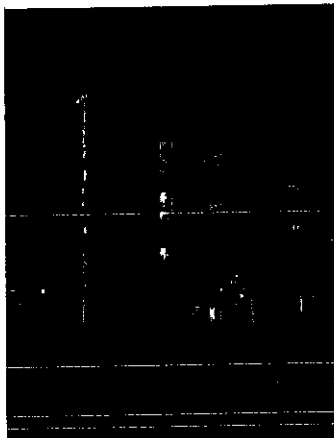
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Renewable Energy and Power Solutions



- Co-gen
- Photovoltaic
- Biomass
- Biogas
- Compressed NG (fuel switch)
- District Energy Plants
- Solar Thermal
- Wind Power

Energy Procurement and Management Services



- Energy Sourcing
- Energy Price Risk Management
- Energy Data Management
- 24/7 Power Control Center
- Utility Base Line Review



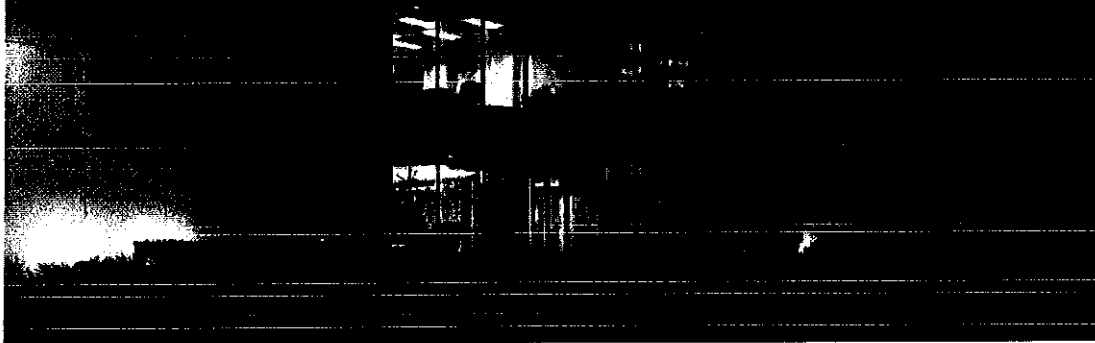


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Impact Stories

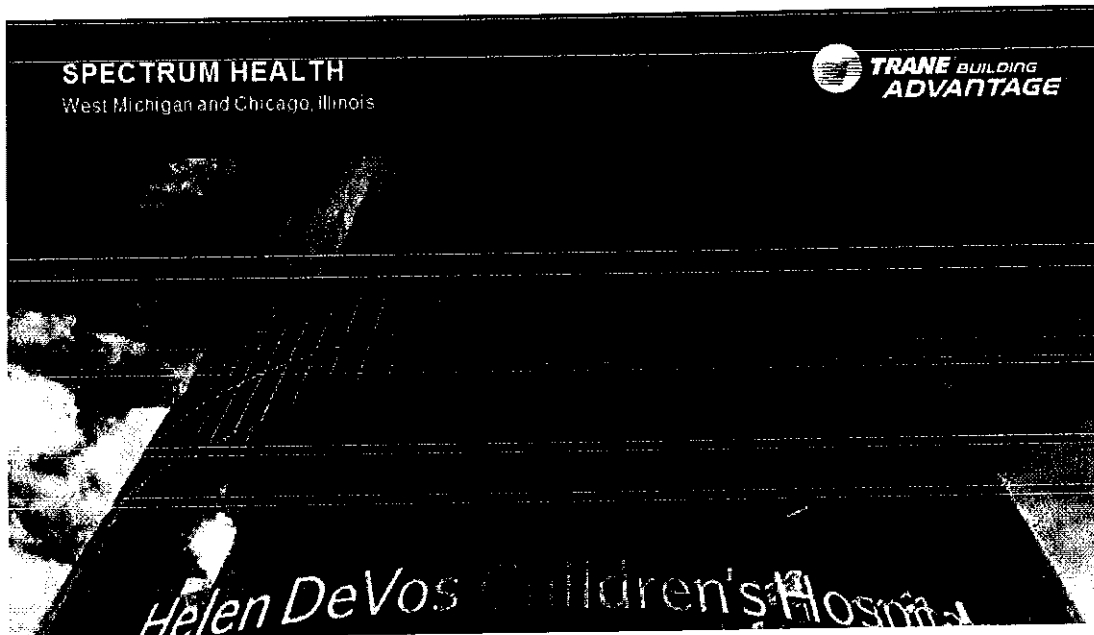
FINANCIAL STATEMENT SERVICES, INC.
Santa Ana, California





TRANE

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SPECTRUM HEALTH
West Michigan and Chicago, Illinois

TRANE BUILDING ADVANTAGE

Helen DeVos Children's Hospital

IMPACT STORY

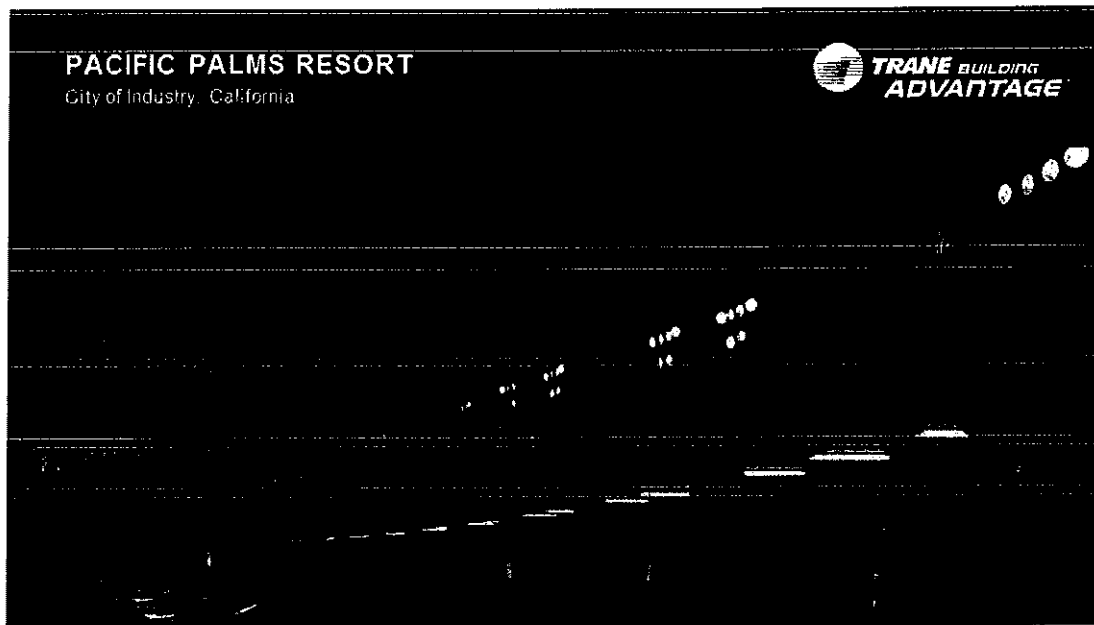
By replacing outmoded equipment and completing a series of energy-efficient improvements, Spectrum Health System was able to save nearly \$1,227,000 in annual operating costs across nine hospitals and more than 180 service sites.



TRANE

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IMPACT STORY

By conducting a comprehensive energy audit of its facilities, Pacific Palms Resort identified areas of improvement and upgrades that resulted in more than \$540,000 in annual savings when completed.



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TRANE

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Intelligent Services



TRANE
Building Services



TIS

Trane
Intelligent
Services

transform

results

active

Trane Intelligent Services
Innovation for High Performance Buildings



Active Intelligence: The Next Generation of Innovation

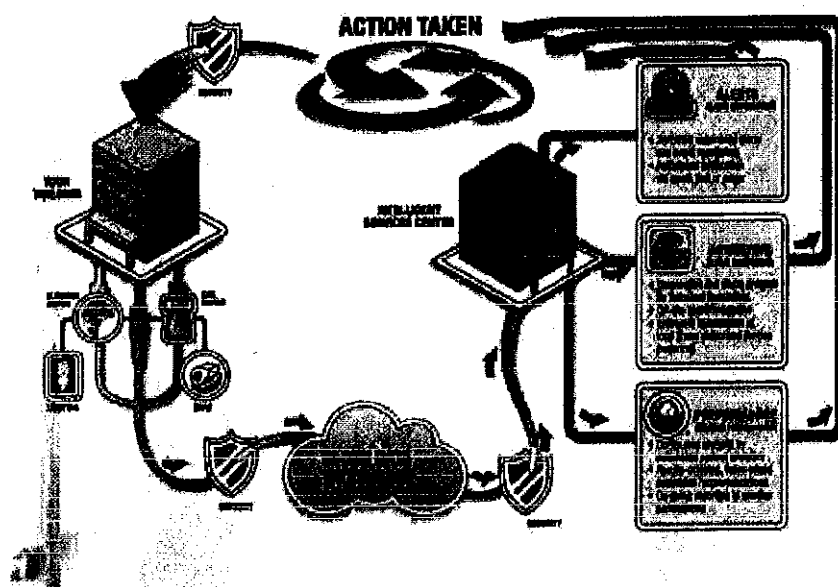
The outcome is improved energy efficiency and reduced costs—the hallmarks of Trane High Performance Buildings. By definition, Trane High Performance Buildings provide year-over-year benefits for building owners. Achieving year-over-year benefits requires the kind of active intelligence produced by ITS.

Enable Your Mission 24/7

Trane's Active Intelligence is at work in your building 24/7/365, translating your building's critical data and empowering you to make informed, educated decisions using the most reliable, up-to-the-minute information possible.

How Trane Intelligent Services Work

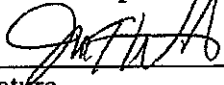
Active Intelligence is enabled by connectivity: the web-based linking of building controls to the Trans Intelligent Services Center, where innovative information is filtered by our exclusive software analytics and knowledgeable Technical Specialists and action is taken.



**Attachment 1 - Signature Sheet, which must be completed and included in the
Technical Proposal submission.**




SUBMISSION SIGNATURE SHEET

I/We agree to provide the services in accordance with the accompanying specifications and all conditions, provisions, attachments and any addenda to this RFP.

<u>Ingersoll RAND / TRANE</u> Company	<u>Jeff Watson</u> Authorized Representative (please print)
<u>800 Beatty St.</u> Address	<u></u> Signature
<u>Davidson, NC 28036</u> Address, continued	<u>V.P. Product Management & Marketing</u> Title
<u> </u>	<u>704-655-5499</u> Telephone Number
<u>25-0900465</u> Federal Tax I.D. Number	<u>jitwatson@trane.com</u> E-Mail Address of Firm's Representative

Acknowledgement of Addenda

I/We acknowledge receipt of the following Addenda:

- No.1 , Dated June 29th, 2015
No.2 , Dated June 30th, 2015
No.3 , Dated July 20th, 2015

Section 5 – Harford County Schools Purchase Agreement

MASTER PURCHASE AGREEMENT:

By and Between:
HARFORD COUNTY PUBLIC SCHOOLS, MARYLAND
102 S. Hickory Ave.
Bel Air, MD 21014
and

TRANE, U.S.

THIS MASTER PURCHASE AGREEMENT made and entered into this, ____ day of _____, 2015, by and between Harford County Public Schools, Maryland (hereinafter referred to as "School District", "HCPS" or "District"), and TRANE, U.S., a corporation authorized to conduct business in the State of Maryland (hereinafter referred to as "Supplier")

This agreement is made on behalf of Harford County Public Schools, Maryland and other participating governmental agencies, through the U.S. Communities Government Purchasing Alliance.

WITNESSETH:

WHEREAS, pursuant to the District, Supplier has submitted a proposal to provide a master agreement for a National Award covering the following: HVAC products, installation, services and related products and services in accordance with the scope, terms and conditions of Request for Proposal, RFP 15-JLP-023, addenda, amendments, appendices, and related correspondence. The Request for Proposal is incorporated in its entirety and included as part of this agreement.

WHEREAS, HCPS desires to engage Supplier to perform said services; and

WHEREAS, HCPS and Supplier desire to state terms and conditions under which Supplier will provide said services to Harford County Public Schools (Lead Agency) and participating public agencies who have registered with U.S. Communities.

NOW, THEREFORE, in consideration of the mutual covenants, condition and promises contained herein, the parties have to agree to as follows:

- A. **Services.** Supplier will provide HVAC products, installation, services and related products and services as detailed in the referenced RFP to HCPS, which is attached hereto and incorporated herein as a part of this Master Purchase Agreement.

- B. Purchase Order.** Purchase order shall mean any authorized written, electronic, telephone or fax order sent or made by HCPS pursuant hereto, including but not limited to, written purchase orders, faxed purchase orders, and orders in such other form and/ or mode of transmission as HCPS and Supplier may from time to time agree including purchases made via procurement credit card.
- C. Term.** The initial term of this Master Purchase agreement shall be three (3) years from October 1, 2015 (or the date of HCPS Board approval) through September 30, 2018. This Master Purchasing Agreement may then be renewed by mutual written agreement of the parties for two (2) additional, two (2) year periods.
- D. Compensation.** HCPS agrees to pay, and Supplier agrees to accept as compensation for the products provided pursuant to this Master Purchasing Agreement, the following:
- a. The price proposal set forth in the final RFP response and all related Amendments
- E. Invoicing.** Supplier agrees to invoice HCPS as deliveries are completed or charge purchases to an authorized HCPS Visa credit card. Invoices shall be delivered to HCPS accounts payable. Each invoice shall include- as applicable- the following data: Item Number, Purchase Order Number, Item Description, Quantity Purchased, Unit Price, Extended price and Delivery location. All purchase orders will be invoiced separately. Each invoice submitted by Supplier shall be paid by HCPS within thirty (30) days after approval. The Supplier has agreed to accept payment via a procurement credit card (i.e. Visa, MasterCard, etc.) which is the preferred method of payment.
- F. Insurance.** Supplier shall maintain at its own cost and expense (and shall cause any Subcontractor to maintain) insurance policies in form and substance acceptable to HCPS as detailed in the Request for Proposal.
- G. Termination of Contract.** This contract may be terminated for cause as per the General Requirements of the RFP, Section 1, L, page 7.
- H. Notification.** Notices under this Master Purchase Agreement shall be addressed as follows:

Jeff LaPorta, Supervisor of Purchasing
Harford County Public Schools
102 S. Hickory Avenue
Bel Air, MD 21014

The effective date of any notice under this Master Purchasing Agreement shall be the date of the recipient by the addressee. The failure of either party to give notice of default, or to strictly enforce or insist upon compliance with any of the terms or conditions of this Master Purchase Agreement, or the granting of an extension of time for performance shall not constitute the permanent waiver of any term or condition of this Master Purchasing Agreement. This Master Purchasing Agreement and each of its provisions shall remain at all times in full force effect until modified by the parties in writing.

- I. Governing Law.** This contract shall be interpreted under and governed by the laws of the State of Maryland. Disputes will be settled as per the stipulations contained within the Request for Proposal.
- J. Incorporation of Appendices.** All provisions of Appendices and Amendments are hereby incorporated herein and made a part of this Master Purchase Agreement. In the event of any apparent conflict between any provisions set forth in the main body of the Master Purchasing Agreement and in any provision set forth in the Appendices and Amendments the provisions shall be interpreted, to the extent possible, as if they do not conflict. In the event that such an interpretation is not possible, the provisions set forth in the main body of this Master Purchase Agreement shall control.
- K. Entire Master Purchase Agreement.** This Master Purchase Agreement including the entire RFP solicitation and the Appendices attached hereto contain all the terms and conditions agreed upon by both parties. No other understandings, oral or otherwise, regarding the subject matter of this Master Purchasing Agreement shall be deemed to exist or to bind any of the parties hereto. Not contained herein shall not be binding on either party, nor of any force or effect. Any Best and Final Offer and applicable Amendments are also included and become part of the Master Agreement.
- L. Participating Public Agencies.** Supplier agrees to extend the same terms, covenants and conditions available to HCPS under this Master Purchasing Agreement to other government agencies ("Participating Public Agencies") that, in their discretion, desire to access this Master Purchasing Agreement in accordance with all terms and conditions contained herein or attached hereto. Each participating Public Agency will be exclusively responsible and deal directly with Supplier on matters relating to ordering, delivery, inspection, acceptance, invoicing and payment for products and services in accordance with the terms and conditions of this Master Purchasing Agreement. Any disputes between a Participating Public Agency and Supplier will be resolved directly between them in accordance with and governed by the laws of the State in which the Participating Public Agency exists.

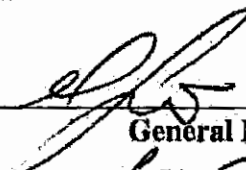
IN WITNESS WHEREOF, THE PARTIES HAVE EXECUTED THIS
AGREEMENT IN THE YEAR AND DAY AS NOTED:
HARFORD COUNTY PUBLIC SCHOOLS, MARYLAND

by _____
Superintendent of Schools Date

by _____
Board of Education President Date

by _____
Supervisor of Purchasing Date

SUPPLIER:

by  _____
General Manager Date
GREG SPENCER

**CERTIFIED MINORITY BUSINESS ENTERPRISE
UTILIZATION AND FAIR SOLICITATION AFFIDAVIT**

NOTE: You must include this document with your bid or offer. If you do not submit the form with your bid or offer, the procurement officer shall deem your bid non-responsive or your offer not reasonably susceptible of being selected for award.

* * * * *

Part I.

I acknowledge the:

- Overall certified MBE subcontract participation goal of 0%. and
- The subgoals, if applicable, of:
 - 0 % for certified African American-owned businesses and
 - 0 % for certified women-Asian American-owned businesses.

I have made a good-faith effort to achieve this goal. If awarded the contract, I will continue to attempt to increase MBE participation during the project.

Part II.

Check ONE Box

NOTE: FAILURE TO CHECK ONE OF BOXES 1, 2, or 3 BELOW WILL RENDER A BID NON-RESPONSIVE OR AN OFFER NOT REASONABLY SUSCEPTIBLE OF BEING SELECTED FOR AWARD

NOTE: INCONSISTENCY BETWEEN THE ASSERTIONS ON THIS FORM AND THE INFORMATION PROVIDED ON THE MBE PARTICIPATION SCHEDULE (ATTACHMENT B) MAY RENDER A BID NON-RESPONSIVE OR AN OFFER NOT REASONABLY SUSCEPTIBLE OF BEING SELECTED FOR AWARD

- 1 ☐ I have met the overall MBE goal and MBE subgoals for this project. I submit with this Affidavit [Attachment A] the *MBE Participation Schedule* [Attachment B], which details how I will reach that goal.
- or
- 2 ☒ After having made a good-faith effort to achieve the overall MBE goal and MBE subgoals for this project, I can achieve partial success only. I submit with this Affidavit [Attachment A] the *MBE Participation Schedule* [Attachment B], which details the MBE participation I have achieved.

I request a partial waiver as follows:

- Waiver of overall MBE subcontract participation goal: 0 %
- Waiver of MBE subcontract participation subgoals, if applicable:
 - _____ % for certified African American-owned businesses and
 - _____ % for certified women-Asian American-owned businesses.

Within 10 days of being informed that I am the apparent awardee, I will submit *MBE Waiver Documentation* [Attachment F] (with supporting documentation).

or

- 3 ☐ After having made a good faith effort to achieve the overall MBE goal and MBE subgoals for this project, I am unable to achieve any portion of the goal or subgoals. I submit with this Affidavit [Attachment A] the *MBE Participation Schedule* [Attachment B].

I request a full waiver.

Within 10 days of being informed that I am the apparent awardee, I will submit *MBE Waiver Documentation* [Attachment F] (with supporting documentation).

Part III.

I understand that if I am the apparent awardee or conditional awardee, I must submit within 10 working days after receiving notice of the potential award or within 10 days after the date of conditional award – whichever is earlier – the:

- *Outreach Efforts Compliance Statement* (Attachment C)
- *Subcontractor Project Participation Statement* (Attachment D)
- *Minority Subcontractors Unavailability Certificate* (Attachment E) (if applicable)
- Any other documentation the Procurement Officer requires to ascertain my responsibility in connection with the MBE participation goal and subgoals

I acknowledge that if I fail to timely return complete documents, the Procurement Officer may determine that I am not responsible and therefore not eligible for contract award. If the contract has been awarded, the award is voidable.


I acknowledge that the MBE subcontractors/suppliers listed in the *MBE Participation Schedule* and any additional MBE subcontractor/suppliers identified in the *Subcontractor Project Participation Statement* will be used to accomplish the percentage of MBE participation that I intend to achieve.

In the solicitation of subcontract quotations or offers, MBE subcontractors were provided the same information and amount of time to respond as were non-MBE subcontractors.

The solicitation process was conducted in such a manner so as to not place MBE subcontractors at a competitive disadvantage to non-MBE subcontractors.

I solemnly affirm under the penalties of perjury that this Affidavit is true to the best of my knowledge, information, and belief.

GREG SPENCER - Transit U.S.
 Bidder/Offeror Name
1400 VALWOOD PKY, SUITE 100
 Address
CARROLLTON, TX 75006
 Address (continued)


 Affiant Signature
GREG SPENCER - STRATEGIC PROGRAM LEADER
 Printed Name & Title
8-13-15
 Date

September 2008

Attachment 4 – Administration Agreement

This ADMINISTRATION AGREEMENT ("Agreement") is made as of _____, by and between U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE ("U.S. Communities") and TRADE, U.S. ("Supplier").

RECITALS

WHEREAS, _____ ("Lead Public Agency") has entered into a certain Master Agreement dated as of even date herewith, referenced as Agreement No. _____, by and between Lead Public Agency and Supplier (as amended from time to time in accordance with the terms thereof, the "Master Agreement") for the purchase of _____ (the "Products and Services");

WHEREAS, the Master Agreement provides that any state, county, city, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agency or nonprofit organization (each a "Public Agency" and collectively, "Public Agencies") may purchase Products and Services at the prices indicated in the Master Agreement upon prior registration with U.S. Communities, in which case the Public Agency becomes a "Participating Public Agency";

WHEREAS, U.S. Communities has the administrative and legal capacity to administer purchases under the Master Agreement to Participating Public Agencies;

WHEREAS, U.S. Communities serves as the administrative agent for Lead Public Agency and other lead public agencies in connection with other master agreements offered by U.S. Communities;

WHEREAS, Lead Public Agency desires U.S. Communities to proceed with administration of the Master Agreement on the same basis as other master agreements;

WHEREAS, "U.S. Communities Government Purchasing Alliance" is a trade name licensed by U.S. Communities Purchasing & Finance Agency; and

WHEREAS, U.S. Communities and Supplier desire to enter into this Agreement to make available the Master Agreement to Participating Public Agencies.

NOW, THEREFORE, in consideration of the payments to be made hereunder and the mutual covenants contained in this Agreement, U.S. Communities and Supplier hereby agree as follows:

ARTICLE I

GENERAL TERMS AND CONDITIONS

1.1 The Master Agreement, attached hereto as Exhibit A and incorporated herein by reference as though fully set forth herein, and the terms and conditions contained therein shall apply to this Agreement except as expressly changed or modified by this Agreement.

1.2 U.S. Communities shall be afforded all of the rights, privileges and indemnifications afforded to Lead Public Agency under the Master Agreement, and such rights, privileges and indemnifications shall accrue and apply with equal effect to U.S. Communities under this Agreement including, without limitation, Supplier's obligation to provide insurance and certain indemnifications to Lead Public Agency.

1.3 Supplier shall perform all duties, responsibilities and obligations required under the Master Agreement in the time and manner specified by the Master Agreement.

1.4 U.S. Communities shall perform all of its duties, responsibilities and obligations as administrator of purchases under the Master Agreement as set forth herein, and Supplier acknowledges that U.S. Communities shall act in the capacity of administrator of purchases under the Master Agreement.

1.5 With respect to any purchases made by Lead Public Agency or any Participating Public Agency pursuant to the Master Agreement, U.S. Communities (a) shall not be construed as a dealer, re-marketer, representative, partner, or agent of any type of Supplier, Lead Public Agency or such Participating Public Agency, (b) shall not be obligated, liable or responsible (i) for any orders made by Lead Public Agency, any Participating Public Agency or any employee of Lead Public Agency or a Participating Public Agency under the Master Agreement, or (ii) for any payments required to be made with respect to such order, and (c) shall not be obligated, liable or responsible for any failure by a Participating Public Agency to (i) comply with procedures or requirements of applicable law, or (ii) obtain the due authorization and approval necessary to purchase under the Master Agreement. U.S. Communities makes no representations or guaranties with respect to any minimum purchases required to be made by Lead Public Agency, any Participating Public Agency, or any employee of Lead Public Agency or a Participating Public Agency under this Agreement or the Master Agreement.

ARTICLE II

TERM OF AGREEMENT

2.1 This Agreement is effective as of _____ and shall terminate upon termination of the Master Agreement or any earlier termination in accordance with the terms of this Agreement, provided, however, that the obligation to pay all amounts owed by Supplier to U.S. Communities through the termination of this Agreement and all indemnifications afforded by Supplier to U.S. Communities shall survive the term of this Agreement.

ARTICLE III

REPRESENTATIONS AND COVENANTS

3.1 U.S. Communities views the relationship with Supplier as an opportunity to provide benefits to both Public Agencies and Supplier. The successful foundation of the relationship requires certain representations and covenants from both U.S. Communities and Supplier.

3.2 U.S. Communities' Representations and Covenants.

(a) Marketing. U.S. Communities shall proactively market the Master Agreement to Public Agencies using resources such as a network of major sponsors including the National League of Cities (NLC), National Association of Counties (NACo), United States Conference of Mayors (USCM), and the Association of School Business Officials (ASBO) (collectively, the "Founding Co-Sponsors") and individual state-level sponsors. In addition, the U.S. Communities staff shall enhance Supplier's marketing efforts through meetings with Public Agencies, participation in key events and tradeshow and by providing online tools to Supplier's sales force.

(b) Training and Knowledge Management Support. U.S. Communities shall provide support for the education, training and engagement of Supplier's sales force as provided herein. Through its staff (each, a "Program Manager" and collectively, the "Program Managers"), U.S. Communities shall conduct training sessions with Supplier and shall conduct calls jointly with Supplier to Public Agencies. U.S. Communities shall also provide Supplier with access to U.S. Communities' private intranet website which provides presentations, documents and information to assist Supplier's sales force in effectively promoting the Master Agreement.

3.3 Supplier's Representations and Covenants. Supplier hereby represents and covenants as follows in order to ensure that Supplier is providing the highest level of public benefit to Participating Public Agencies (such representations and covenants are sometimes referred to as "Supplier's Commitments" and are comprised of the Corporate Commitment, Pricing Commitment, Economy Commitment and Sales Commitment):

(a) Corporate Commitment.

(i) The pricing, terms and conditions of the Master Agreement shall, at all times, be Supplier's primary contractual offering of Products and Services to Public Agencies. All of Supplier's direct and indirect marketing and sales efforts to Public Agencies shall demonstrate that the Master Agreement is Supplier's primary offering and not just one of Supplier's contract options.

(ii) Supplier's sales force (including inside, direct and/or authorized dealers, distributors and representatives) shall always present the Master Agreement when marketing Products or Services to Public Agencies.

(iii) Supplier shall advise all Public Agencies that are existing customers of Supplier as to the pricing and other value offered through the Master Agreement.

(iv) Upon authorization by a Public Agency, Supplier shall transition such Public Agency to the pricing, terms and conditions of the Master Agreement.

(v) Supplier shall ensure that the U.S. Communities program and the Master Agreement are actively supported by Supplier's senior executive management.

(vi) Supplier shall provide a national/senior management level representative with the authority and responsibility to ensure that the Supplier's Commitments are maintained at all times. Supplier shall also designate a lead referral contact person who shall be responsible for receiving communications from U.S. Communities concerning new Participating Public Agency registrations and for ensuring timely follow-up by Supplier's staff to requests for contact from Participating Public Agencies. Supplier shall also provide the personnel necessary to implement and support a supplier-based internet web page dedicated to Supplier's U.S. Communities program and linked to U.S. Communities' website and shall implement and support such web page.

(vii) Supplier shall demonstrate in its procurement solicitation response and throughout the term of the Master Agreement that national/senior management fully supports the U.S. Communities program and its commitments and requirements. National/Senior management is defined as the executive(s) with companywide authority.

(viii) Where Supplier has an existing contract for Products and Services with a state, Supplier shall notify the state of the Master Agreement and transition the state to the pricing, terms and conditions of the Master Agreement upon the state's request. Regardless of whether the state decides to transition to the Master Agreement, Supplier shall primarily offer the Master Agreement to all Public Agencies located within the state.

(b) **Pricing Commitment.**

(i) Supplier represents to U.S. Communities that the pricing offered under the Master Agreement is the lowest overall available pricing (net to purchaser) on Products and Services that it offers to Public Agencies. Supplier's pricing shall be evaluated on either an overall project basis or the Public Agency's actual usage for more frequently purchased Products and Services.

(ii) **Contracts Offering Lower Prices.** If a pre-existing contract and/or a Public Agency's unique buying pattern provide one or more Public Agencies a lower price than that offered under the Master Agreement, Supplier shall match that lower pricing under the Master Agreement and inform the eligible Public Agencies that the lower pricing is available under the Master Agreement. If an eligible Public Agency requests to be transitioned to the Master Agreement, Supplier shall do so and report the Public Agency's purchases made under the Master Agreement going forward. The price match only applies to the eligible Public Agencies. Below are three examples of Supplier's obligation to match the pricing under Supplier's contracts offering lower prices.

(A) Supplier holds a state contract with lower pricing that is available to all Public Agencies within the state. Supplier would be required to match the lower state pricing under the Master Agreement and make it available to all Public Agencies within the state.

(B) Supplier holds a regional cooperative contract with lower pricing that is available only to the ten cooperative members. Supplier would be required to match the lower cooperative pricing under the Master Agreement and make it available to the ten cooperative members.

(C) Supplier holds a contract with an individual Public Agency. The Public Agency contract does not contain any cooperative language and therefore other Public Agencies are not eligible to utilize the contract. Supplier would be required to match the lower pricing under the Master Agreement and make it available only to the individual Public Agency.

(iii) Deviating Buying Patterns. Occasionally U.S. Communities and Supplier may interact with a Public Agency that has a buying pattern or terms and conditions that considerably deviate from the normal Public Agency buying pattern and terms and conditions, and causes Supplier's pricing under the Master Agreement to be higher than an alternative contract held by Supplier. This could be created by a unique end-user preference or requirements. In the event that this situation occurs, Supplier may address the issue by lowering the price under the Master Agreement on the item(s) causing the large deviation for that Public Agency. Supplier would not be required to lower the price for other Public Agencies.

(iv) Supplier's Options in Responding to a Third Party Procurement Solicitation. While it is the objective of U.S. Communities to encourage Public Agencies to piggyback on to the Master Agreement rather than issue their own procurement solicitations, U.S. Communities recognizes that for various reasons some Public Agencies will issue their own solicitations. The following options are available to Supplier when responding to a Public Agency solicitation:

(A) Supplier may opt not to respond to the procurement solicitation. Supplier may make the Master Agreement available to the Public Agency as a comparison to its solicitation responses.

(B) Supplier may respond with the pricing, terms and conditions of the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement.

(C) If competitive conditions require pricing lower than the standard Master Agreement pricing, Supplier may submit lower pricing through the Master Agreement. If Supplier is awarded the contract, the sales would be reported as sales under the Master Agreement. Supplier would not be required to extend the lower price to other Public Agencies.

(D) Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement. If awarded a contract, Supplier shall still be bound by all obligations set forth in this Section 3.3, including, without limitation, the requirement to continue to advise the awarding Public Agency of the pricing, terms and conditions of the Master Agreement.

(E) Supplier may respond to the procurement solicitation with pricing that is higher (net to buyer) than the pricing offered under the Master Agreement and if an alternative response is permitted, Supplier may offer the pricing under the Master Agreement as an alternative for consideration.

(c) **Economy Commitment.** Supplier shall demonstrate the benefits, including the pricing advantage, of the Master Agreement over alternative options, including competitive solicitation pricing and shall proactively offer the terms and pricing under the Master Agreement to Public Agencies as a more effective alternative to the cost and time associated with such alternate bids and solicitations.

(d) **Sales Commitment.** Supplier shall market the Master Agreement through Supplier's sales force or dealer network that is properly trained, engaged and committed to offering the Master Agreement as Supplier's primary offering to Public Agencies. Supplier's sales force compensation and incentives shall be greater than or equal to the compensation and incentives earned under other contracts to Public Agencies.

(i) **Supplier Sales.** Supplier shall be responsible for proactive direct sales of Supplier's Products and Services to Public Agencies and the timely follow-up to sales leads identified by U.S. Communities. Use of product catalogs, targeted advertising, direct mail and other sales initiatives are encouraged. All of Supplier's sales materials targeted towards Public Agencies shall include the U.S. Communities logo. U.S. Communities hereby grants to Supplier, during the term of this Agreement, a non-exclusive, revocable, non-transferable, license to use the U.S. Communities name, trademark, and logo solely to perform its obligations under this Agreement, and for no other purpose. Any goodwill, rights, or benefits derived from Supplier's use of the U.S. Communities name, trademark, or logo shall inure to the benefit of U.S. Communities. U.S. Communities shall provide Supplier with its logo and the standards to be employed in the use of the logo. During the term of the Agreement, the Supplier shall provide U.S. Communities with its logo and the standards to be employed in the use of the logo for purposes of reproducing and using Supplier's name and logo in connection with the advertising, marketing and promotion of the Master Agreement to Public Agencies. Supplier shall assist U.S. Communities by providing camera-ready logos and by participating in related trade shows and conferences. At a minimum, Supplier's sales initiatives shall communicate that (i) the Master Agreement was competitively solicited by the Lead Public Agency, (ii) the Master Agreement provides the best government pricing, (iii) there is no cost to Participating Public Agencies, and (iv) the Master Agreement is a non-exclusive contract.

(ii) **Branding and Logo Compliance.** Supplier shall be responsible for complying with the U.S. Communities branding and logo standards and guidelines. Prior to use

by Supplier, all U.S. Communities related marketing material must be submitted to U.S. Communities for review and approval.

(iii) Sales Force Training. Supplier shall train its national sales force on the Master Agreement and U.S. Communities program. U.S. Communities shall be available to train regional or district managers and generally assist with the education of sales personnel.

(iv) Participating Public Agency Access. Supplier shall establish the following communication links to facilitate customer access and communication:

- homepage
- (A) A dedicated U.S. Communities internet web-based containing:
- (1) U.S. Communities standard logo with Founding Co-Sponsors logos;
- (2) Copy of original procurement solicitation;
- (3) Copy of Master Agreement including any
- amendments;
- (4) Summary of Products and Services pricing;
- (5) Electronic link to U.S. Communities' online
- registration page; and
- (6) Other promotional material as requested by U.S. Communities.
- regarding
- (B) A dedicated toll-free national hotline for inquiries U.S. Communities.
- following
- (C) A dedicated email address for general inquiries in the format: uscommunities@(name of
- supplier).com.

(v) Electronic Registration. Supplier shall be responsible for ensuring that each Public Agency has completed U.S. Communities' online registration process prior to processing the Public Agency's first sales order.

(vi) Supplier's Performance Review. Upon request by U.S. Communities, Supplier shall participate in a performance review meeting with U.S. Communities to evaluate Supplier's performance of the covenants set forth in this Agreement.

(vii) Supplier Content. Supplier may, from time to time, provide certain graphics, media, and other content to U.S. Communities (collectively "Supplier Content") for use on U.S. Communities websites and for general marketing and publicity purposes. During the term of the Agreement, Supplier hereby grants to U.S. Communities and its affiliates a non-exclusive, worldwide, free, transferrable, license to reproduce, modify, distribute, publically perform, publically display, and use Supplier Content in connection with U.S. Communities websites and for general marketing and publicity purposes, with the right to sublicense each and

every such right. Supplier warrants that: (a) Supplier is the owner of or otherwise has the unrestricted right to grant the rights in and to Supplier Content as contemplated hereunder; and (b) the use of Supplier Content and any other materials or services provided to U.S. Communities as contemplated hereunder will not violate, infringe, or misappropriate the intellectual property rights or other rights of any third party

3.4 Breach of Supplier's Representations and Covenants. The representations and covenants set forth in this Agreement are the foundation of the relationship between U.S. Communities and Supplier. If Supplier is found to be in violation of, or non-compliance with, one or more of the representations and covenants set forth in this Agreement, Supplier shall have ninety (90) days from the notice of default to cure such violation or non-compliance and, if Supplier fails to cure such violation or non-compliance within such notice period, it shall be deemed a cause for immediate termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at U.S. Communities' sole discretion.

3.5 Indemnity. Supplier hereby agrees to indemnify and defend U.S. Communities, and its parent companies, subsidiaries, affiliates, shareholders, member, manager, officers, directors, employees, agents, and representatives from and against any and all claims, costs, proceedings, demands, losses, damages, and expenses (including, without limitation, reasonable attorney's fees and legal costs) of any kind or nature, arising from or relating to, any actual or alleged breach of any of Supplier's representations, warranties, or covenants in this Agreement.

ARTICLE IV

PRICING AUDITS

4.1 Supplier shall, at Supplier's sole expense, maintain an accounting of all purchases made by Lead Public Agency and Participating Public Agencies under the Master Agreement. U.S. Communities and Lead Public Agency each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. U.S. Communities shall have the authority to conduct random audits of Supplier's pricing that is offered to Participating Public Agencies at U.S. Communities' sole cost and expense. Notwithstanding the foregoing, in the event that U.S. Communities is made aware of any pricing being offered to three (3) or more Participating Public Agencies that is materially inconsistent with the pricing under the Master Agreement, U.S. Communities shall have the ability to conduct a reasonable audit of Supplier's pricing at Supplier's sole cost and expense during regular business hours upon reasonable notice. U.S. Communities may conduct the audit internally or may engage a third-party auditing firm on a non-contingent basis. Supplier shall solely be responsible for the cost of the audit up to the first \$50,000 and U.S. Communities and Supplier shall each be responsible for fifty percent (50%) of the audit costs that exceed \$50,000. In the event of an audit, the requested materials shall be provided in the format and at the location where kept in the ordinary course of business by Supplier.

ARTICLE V

FEES & REPORTING

5.1 **Administrative Fees.** Supplier shall pay to U.S. Communities a monthly administrative fee based upon the total sales price of all purchases shipped and billed pursuant to the Master Agreement, excluding taxes, in the amount of two percent (2%) of aggregate purchases made during each calendar month (individually and collectively, "**Administrative Fees**"). Supplier's annual sales shall be measured on a calendar year basis. All Administrative Fees shall be payable in U.S. Dollars and shall be made by wire to U.S. Communities, or its designee or trustee as may be directed in writing by U.S. Communities. Administrative Fees shall be due and payable within thirty (30) days of the end of each calendar month for purchases shipped and billed during such calendar month. U.S. Communities agrees to pay to Lead Public Agency five percent (5%) of all Administrative Fees received from Supplier to help offset Lead Public Agency's costs incurred in connection with managing the Master Agreement nationally.

5.2 **Sales Reports.** Within thirty (30) days of the end of each calendar month, Supplier shall deliver to U.S. Communities an electronic accounting report, in the format prescribed by **Exhibit B**, attached hereto, summarizing all purchases made under the Master Agreement during such calendar month ("**Sales Report**"). All purchases indicated in the Sales Report shall be denominated in U.S. Dollars. All purchases shipped and billed pursuant to the Master Agreement for the applicable calendar month shall be included in the Sales Report. U.S. Communities reserves the right upon reasonable advance notice to Supplier to change the prescribed report format to accommodate the distribution of the Administrative Fees to its program sponsors and state associations.

(a) Monthly Sales Reports shall include all sales reporting under the Master Agreement, and a breakout of Environmental Preferable (Green) sales reporting. Supplier must make reasonable attempts at filling in all required information and contact U.S. Communities with a plan to correct any deficiencies of data field population.

(b) Submitted reports shall be verified by U.S. Communities against its registration database. Any data that is inconsistent with the registration database shall be changed prior to processing.

5.3 **Exception Reporting/Sales Reports Audits.** U.S. Communities or its designee may, at its sole discretion, compare Supplier's Sales Reports with Participating Public Agency records or other sales analysis performed by Participating Public Agencies, sponsors, advisory board members or U.S. Communities staff. If there is a material discrepancy between the Sales Report and such records or sales analysis as determined by U.S. Communities, U.S. Communities shall notify Supplier in writing and Supplier shall have thirty (30) days from the date of such notice to resolve the discrepancy to U.S. Communities' reasonable satisfaction. Upon resolution of the discrepancy, Supplier shall remit payment to U.S. Communities' trustee within fifteen (15) calendar days. Any questions regarding an exception report should be directed to U.S. Communities in writing to reporting@uscommunities.org. If Supplier does not resolve the discrepancy to U.S. Communities' reasonable satisfaction within thirty (30) days, U.S. Communities shall have the right to engage outside services to conduct an independent

audit of Supplier's reports. Supplier shall solely be responsible for the cost of the audit up to the first \$50,000 and U.S. Communities and Supplier shall each be responsible for fifty percent (50%) of the audit costs that exceed \$50,000.

5.4 Online Reporting. Within sixty (60) days of the end of each calendar quarter, U.S. Communities shall provide online reporting to Supplier containing Supplier's sales reporting for such calendar quarter. Supplier shall contact U.S. Communities within fifteen (15) days of receiving notification of the online reporting and report to U.S. Communities any concerns or disputes regarding the reports, including but not limited to concerns regarding the following:

Report Name	Follow up with U.S. Communities
5 Qtr Drop Sales Analysis	Financial & Reporting Manager
Zero States Sales Report	Program Manager
Registered Agency Without Sales Report	Program Manager

Supplier shall have access to the above reports through the U.S. Communities intranet website. The following additional reports are also available to Supplier and are useful in resolving reporting issues and enabling Supplier to better manage its Master Agreement:

- (i) Agency Sales by Population/Enrollment Report
- (ii) Hot Prospect Sales Report
- (iii) New Lead Sales Report
- (iv) State Comparison Sales Report
- (v) Advisory Board Usage Report
- (vi) Various Agency Type Comparison Reports
- (vii) Sales Report Builder

5.5 Supplier's Failure to Provide Reports or Pay Administrative Fees. Failure to provide a Sales Report or pay Administrative Fees within the time and in the manner specified herein shall be regarded as a material breach under this Agreement and if not cured within thirty (30) days of written notice to Supplier, shall be deemed a cause for termination of the Master Agreement at Lead Public Agency's sole discretion or this Agreement at U.S. Communities' sole discretion. All Administrative Fees not paid within thirty (30) days of the end of the previous calendar month shall bear interest at the rate of one and one-half percent (1.5%) per month until paid in full.

ARTICLE VI

MISCELLANEOUS

6.1 Entire Agreement. This Agreement supersedes any and all other agreements, either oral or in writing, between the parties hereto with respect to the subject matter hereof, and no other agreement, statement, or promise relating to the subject matter of this Agreement which is not contained herein shall be valid or binding.

6.2 Attorney's Fees. If any action at law or in equity is brought to enforce or interpret the provisions of this Agreement, the prevailing party shall be entitled to reasonable attorney's fees and costs in addition to any other relief to which such party may be entitled.

6.3 Assignment.

(a) Supplier. Neither this Agreement nor any rights or obligations hereunder shall be assignable by Supplier without prior written consent of U.S. Communities, and any assignment without such consent shall be void.

(b) U.S. Communities. This Agreement and any rights or obligations hereunder may be assigned by U.S. Communities in U.S. Communities' sole discretion, to an existing or newly established legal entity that has the authority and capacity to perform U.S. Communities' obligations hereunder.

6.4 Notices. All reports, notices or other communications given hereunder shall be delivered by first-class mail, postage prepaid, or overnight delivery requiring signature on receipt to the addresses as set forth below. U.S. Communities may, by written notice delivered to Supplier, designate any different address to which subsequent reports, notices or other communications shall be sent.

U.S. Communities: U.S. Communities
2999 Oak Road, Suite 710
Walnut Creek, California 94597
Attn: Program Manager Administration

Supplier: _____

Attn: U.S. Communities Program Manager

6.5 Severability. If any provision of this Agreement shall be deemed to be, or shall in fact be, illegal, inoperative or unenforceable, the same shall not affect any other provision or provisions herein contained or render the same invalid, inoperative or unenforceable to any extent whatever.

6.6 Waiver. Any failure of a party to enforce, for any period of time, any of the provisions under this Agreement shall not be construed as a waiver of such provisions or of the right of said party thereafter to enforce each and every provision under this Agreement.

6.7 Counterparts. This Agreement may be executed in several counterparts, each of which shall be an original and all of which shall constitute but one and the same instrument.

6.8 Modifications. This Agreement may not be effectively amended, changed, modified, altered or terminated without the prior written consent of the parties hereto.

6.9 Governing Law; Arbitration. This Agreement will be governed by and interpreted in accordance with the laws of the State of California without regard to any conflict of laws principles. Any dispute, claim, or controversy arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, including the determination of the scope or applicability of this dispute resolution clause, shall be determined by arbitration in Walnut Creek, California, before one (1) arbitrator. The arbitration shall be administered by JAMS pursuant to its Comprehensive Arbitration Rules and Procedures. Judgment on the award may be entered in any court having jurisdiction. This clause shall not preclude parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction. The prevailing party will be entitled to recover its reasonable attorneys' fees and arbitration costs from the other party. The arbitration award shall be final and binding. Each party commits that prior to commencement of arbitration proceedings, the parties shall submit the dispute to JAMS for mediation. The parties will cooperate with JAMS and with one another in selecting a mediator from JAMS panel of neutrals, and in promptly scheduling the mediation proceedings. The parties covenant that they will participate in the mediation in good faith, and that they will share equally in its costs. The mediation will be conducted by each party designating a duly authorized officer or other representative to represent the party with the authority to bind the party, and that the parties agree to exchange informally such information as is reasonably necessary and relevant to the issues being mediated. All offers, promises, conduct, and statements, whether oral or written, made in the course of the mediation by any of the parties, their agents, employees, experts, and attorneys, and by the mediator or any JAMS employees, are confidential, privileged, and inadmissible for any purpose, including impeachment, in any arbitration or other proceeding involving the parties, provided that evidence that is otherwise admissible or discoverable shall not be rendered inadmissible or non-discoverable as a result of its use in the mediation. If the dispute is not resolved within thirty (30) days from the date of the submission of the dispute to mediation (or such later date as the parties may mutually agree in writing), the administration of the arbitration shall proceed. The mediation may continue, if the parties so agree, after the appointment of the arbitrator. Unless otherwise agreed by the parties, the mediator shall be disqualified from serving as arbitrator in the case. The pendency of a mediation shall not preclude a party from seeking provisional remedies in aid of the arbitration from a court of appropriate jurisdiction, and the parties agree not to defend against any application for provisional relief on the ground that a mediation is pending.

6.10 Successors and Assigns. This Agreement shall inure to the benefit of and shall be binding upon U.S. Communities, Supplier and any successor and assign thereto; subject, however, to the limitations contained herein.

[Remainder of Page Intentionally Left Blank – Signatures Follow]

IN WITNESS WHEREOF, U.S. Communities has caused this Agreement to be executed in its name and Supplier has caused this Agreement to be executed in its name, all as of the date first written above.

U.S. Communities:

U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE

By _____

Name: _____

Title: _____

Supplier:

TRANE, U.S.

By 

Name: Greg Spencer

Title: SEATTLE PROGRAM LEADER

Attachment B MBE PARTICIPATION SCHEDULE

This document must be included with the bid or offer. If the bidder or offeror fails to submit this form with the bid or offer as required, the procurement officer shall deem the bid non-responsive or shall determine that the offer is not reasonably susceptible of being selected for award.

1. Prime Contractor's Name	2. Prime Contractor's Address and Telephone Number
3. Project/School Name	4. Project/School Location
5. LEA and PSC No.	6. Base Bid Amount \$ _____
7a. Minority Firm Name	Minority Firm Address
Minority Firm Telephone Number _____ Minority Firm Fax Number _____ MDOT Certification Number _____	Minority Group Type <input type="checkbox"/> (African American) <input type="checkbox"/> (Women) <input type="checkbox"/> (Asian) <input type="checkbox"/> (Hispanic) <input type="checkbox"/> (American Indian) <input type="checkbox"/> (Disabled)
Work to be Performed and Subcontract Dollar Amount	Percent of Total Contract
7b. Minority Firm Name	Minority Firm Address
Minority Firm Telephone Number _____ Minority Firm Fax Number _____ MDOT Certification Number _____	Minority Group Type <input type="checkbox"/> (African American) <input type="checkbox"/> (Women) <input type="checkbox"/> (Asian) <input type="checkbox"/> (Hispanic) <input type="checkbox"/> (American Indian) <input type="checkbox"/> (Disabled)
Subcontract Dollar Amount	Percent of Total Contract
7c. Minority Firm Name	Minority Firm Address
Minority Firm Telephone Number _____ Minority Firm Fax Number _____ MDOT Certification Number _____	Minority Group Type <input type="checkbox"/> (African American) <input type="checkbox"/> (Women) <input type="checkbox"/> (Asian) <input type="checkbox"/> (Hispanic) <input type="checkbox"/> (American Indian) <input type="checkbox"/> (Disabled)
Subcontract Dollar Amount	Percent of Total Contract
8. MBE Total Dollar Amount	9. Total MBE Percent of Entire Contract
10. Form Prepared by: Name _____ Title _____ Date _____	11. Reviewed and Accepted by Harford County Board of Education MBE Liaison Name _____ Title _____ Date _____

Total MBE Participation: _____ %
 Total African-American MBE Participation: _____ %
 Total Women-Owned Asian-American MBE Participation: _____ %
 Total Other Participation: _____ %
 September 2008

\$ _____
 \$ _____
 \$ _____
 \$ _____

B-1

Section 5 – Harford County Schools Purchase Agreement

MASTER PURCHASE AGREEMENT:

By and Between:

HARFORD COUNTY PUBLIC SCHOOLS, MARYLAND

102 S. Hickory Ave.

Bel Air, MD 21014

and

TRANE, U.S.

THIS MASTER PURCHASE AGREEMENT made and entered into this 27th day of September, 2015, by and between Harford County Public Schools, Maryland (hereinafter referred to as "School District", "HCPS" or "District"), and TRANE, U.S., a corporation authorized to conduct business in the State of Maryland (hereinafter referred to as "Supplier")

This agreement is made on behalf of Harford County Public Schools, Maryland and other participating governmental agencies, through the U.S. Communities Government Purchasing Alliance.

WITNESSETH:

WHEREAS, pursuant to the District, Supplier has submitted a proposal to provide a master agreement for a National Award covering the following: HVAC products, installation, services and related products and services in accordance with the scope, terms and conditions of Request for Proposal, RFP 15-JLP-023, addenda, amendments, appendices, and related correspondence. The Request for Proposal is incorporated in its entirety and included as part of this agreement.

WHEREAS, HCPS desires to engage Supplier to perform said services; and

WHEREAS, HCPS and Supplier desire to state terms and conditions under which Supplier will provide said services to Harford County Public Schools (Lead Agency) and participating public agencies who have registered with U.S. Communities.

NOW, THEREFORE, in consideration of the mutual covenants, condition and promises contained herein, the parties have to agree to as follows:

- A. Services.** Supplier will provide HVAC products, installation, services and related products and services as detailed in the referenced RFP to HCPS, which is attached hereto and incorporated herein as a part of this Master Purchase Agreement.

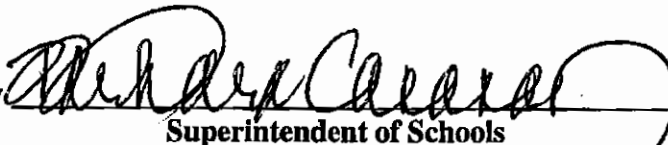
- B. Purchase Order.** Purchase order shall mean any authorized written, electronic, telephone or fax order sent or made by HCPS pursuant hereto, including but not limited to, written purchase orders, faxed purchase orders, and orders in such other form and/ or mode of transmission as HCPS and Supplier may from time to time agree including purchases made via procurement credit card.
- C. Term.** The initial term of this Master Purchase agreement shall be three (3) years from October 1, 2015 (or the date of HCPS Board approval) through September 30, 2018. This Master Purchasing Agreement may then be renewed by mutual written agreement of the parties for two (2) additional, two (2) year periods.
- D. Compensation.** HCPS agrees to pay, and Supplier agrees to accept as compensation for the products provided pursuant to this Master Purchasing Agreement, the following:
- a. The price proposal set forth in the final RFP response and all related Amendments
- E. Invoicing.** Supplier agrees to invoice HCPS as deliveries are completed or charge purchases to an authorized HCPS Visa credit card. Invoices shall be delivered to HCPS accounts payable. Each invoice shall include- as applicable- the following data: Item Number, Purchase Order Number, Item Description, Quantity Purchased, Unit Price, Extended price and Delivery location. All purchase orders will be invoiced separately. Each invoice submitted by Supplier shall be paid by HCPS within thirty (30) days after approval. The Supplier has agreed to accept payment via a procurement credit card (i.e. Visa, MasterCard, etc.) which is the preferred method of payment.
- F. Insurance.** Supplier shall maintain at its own cost and expense (and shall cause any Subcontractor to maintain) insurance policies in form and substance acceptable to HCPS as detailed in the Request for Proposal.
- G. Termination of Contract.** This contract may be terminated for cause as per the General Requirements of the RFP, Section 1, L, page 7.
- H. Notification.** Notices under this Master Purchase Agreement shall be addressed as follows:

Jeff LaPorta, Supervisor of Purchasing
Harford County Public Schools
102 S. Hickory Avenue
Bel Air, MD 21014

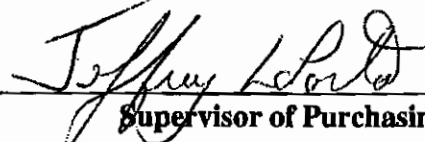
The effective date of any notice under this Master Purchasing Agreement shall be the date of the recipient by the addressee. The failure of either party to give notice of default, or to strictly enforce or insist upon compliance with any of the terms or conditions of this Master Purchase Agreement, or the granting of an extension of time for performance shall not constitute the permanent waiver of any term or condition of this Master Purchasing Agreement. This Master Purchasing Agreement and each of its provisions shall remain at all times in full force effect until modified by the parties in writing.

- I. Governing Law.** This contract shall be interpreted under and governed by the laws of the State of Maryland. Disputes will be settled as per the stipulations contained within the Request for Proposal.
- J. Incorporation of Appendices.** All provisions of Appendices and Amendments are hereby incorporated herein and made a part of this Master Purchase Agreement. In the event of any apparent conflict between any provisions set forth in the main body of the Master Purchasing Agreement and in any provision set forth in the Appendices and Amendments the provisions shall be interpreted, to the extent possible, as if they do not conflict. In the event that such an interpretation is not possible, the provisions set forth in the main body of this Master Purchase Agreement shall control.
- K. Entire Master Purchase Agreement.** This Master Purchase Agreement including the entire RFP solicitation and the Appendices attached hereto contain all the terms and conditions agreed upon by both parties. No other understandings, oral or otherwise, regarding the subject matter of this Master Purchasing Agreement shall be deemed to exist or to bind any of the parties hereto. Not contained herein shall not be binding on either party, nor of any force or effect. Any Best and Final Offer and applicable Amendments are also included and become part of the Master Agreement.
- L. Participating Public Agencies.** Supplier agrees to extend the same terms, covenants and conditions available to HCPS under this Master Purchasing Agreement to other government agencies ("Participating Public Agencies") that, in their discretion, desire to access this Master Purchasing Agreement in accordance with all terms and conditions contained herein or attached hereto. Each participating Public Agency will be exclusively responsible and deal directly with Supplier on matters relating to ordering, delivery, inspection, acceptance, invoicing and payment for products and services in accordance with the terms and conditions of this Master Purchasing Agreement. Any disputes between a Participating Public Agency and Supplier will be resolved directly between them in accordance with and governed by the laws of the State in which the Participating Public agency exists.

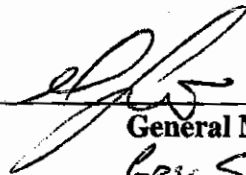
IN WITNESS WHEREOF, THE PARTIES HAVE EXECUTED THIS
AGREEMENT IN THE YEAR AND DAY AS NOTED:
HARFORD COUNTY PUBLIC SCHOOLS, MARYLAND

by  9/22/16
Superintendent of Schools Date

by  9/21/16
Board of Education President Date

by  9/27/16
Supervisor of Purchasing Date

SUPPLIER:

by  8-13-15
General Manager Date
Gina Spencer

CONTRACT

RFP #15-JLP-023

THIS AGREEMENT, made this 29th day of September, 2015, by and between Board of Education of Harford County, acting herein through its Superintendent, hereafter called "Owner" and Trane U.S. Inc., a corporation located at 10947 Golden West Drive, #100, Hunt Valley, Maryland, hereinafter called "Contractor".

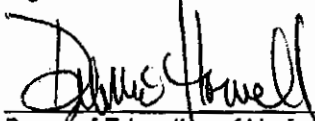
WITNESSETH: That for and in consideration of the payments and agreements hereinafter mentioned, to be made and performed by the OWNER, the CONTRACTOR, hereby agrees with the OWNER to commence and complete the services described as follows:

Provide comprehensive HVAC Products, Installation, Services and Related Products and Services on a national scale in indefinite quantities on an as-needed basis in accordance and compliance with all specifications, terms and conditions set forth in RFP # 15-JLP-023.

Hereinafter called the Contract, this Agreement shall be for the period October 1, 2015 through September 30, 2018 with renewal options for two additional, two-year periods. Contractor shall perform all duties specified in RFP #15-JLP-023 as they relate to the national scope. This does not include the North Harford Middle School Project, Pricing Project #1. All specifications, Addenda and Proposal are made part of and collectively constitute the Contract.

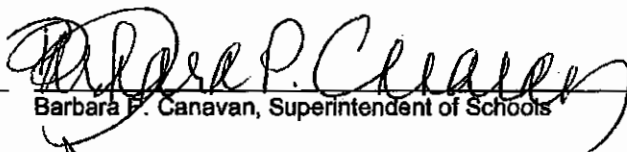
IN WITNESS WHEREOF, the parties to these presents have executed this Contract in two (2) counterparts, each of which shall be deemed an original.

Signature

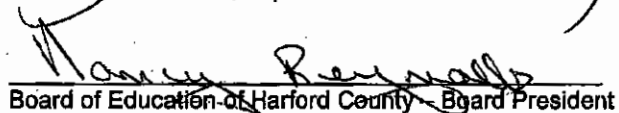


Board of Education of Harford County
Witness

Board of Education of Harford County

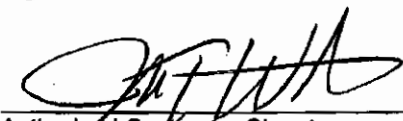


Barbara P. Canavan, Superintendent of Schools



Board of Education of Harford County - Board President

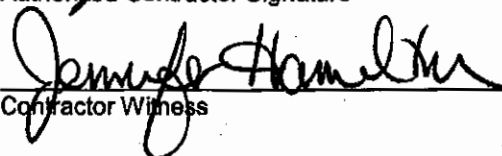
Signature



Authorized Contractor Signature

Trane
Company Name

800 Beatty St.
Address



Contractor Witness

DAVIDSON, N.C. 28036
Address



Barbara P. Conovan, Superintendent of Schools
102 S. Hickory Avenue, Bel Air, Maryland 21014
Office: 410-838-7300 • www.hcps.org • fax: 410-893-2478

Purchasing Department
Bobbie Wilkerson, Supervisor of Purchasing
410-638-4083, Bobbie.Tolston-Wilkerson@hcps.org

RFP #15-JLP-023 RENEWAL #1
October 1, 2018 – September 30, 2020

This contract renewal is made and entered into this 2 ^{APRIL (BW)} day of ~~MARCH~~, 2018, by Harford County Public Schools, 102 South Hickory Avenue, Bel Air, Maryland (hereafter referred to as Owner) and Trane, a corporation located at 800 Beatty Street, in the city of Davidson, and State of North Carolina, (hereafter referred to as Contractor).

WHEREAS, Owner and Contractor have entered into an Agreement dated September 29, 2015 (hereafter referred to as the Contract), for the Contractor to provide comprehensive HVAC Products, Installation, Services and Related Products and Services in accordance with RFP #15-JLP-023.

WHEREAS, the original Contract term will expire on September 30, 2018;

THEREFORE, for and in consideration of the mutual promises to each other, as in hereinafter set forth, the parties hereto do mutually agree to renew the Contract as per the conditions set forth in the original Contract, as follows:

1. Owner chooses to offer the first option to renew this contract for two (2) year for the time period from October 1, 2018 through September 30, 2020.
2. Pricing structures and related pricing terms will remain the same as the original terms and conditions.
3. All other terms, conditions and provisions of the Contract remain in effect.
4. There is one additional possible renewal remaining for this Contract.

WHEREAS, the parties hereto desire to set the terms of the renewal to writing:

IN WITNESS WHEREOF, Owner and the Contractor have executed the renewal agreement the day and year written above.

HARFORD COUNTY PUBLIC SCHOOLS

By: [Signature]

Signature

Name: Bobbie Wilkerson, CPPO, CPPB

Title: Supervisor of Purchasing

Date: 4/2/2018

TRANE

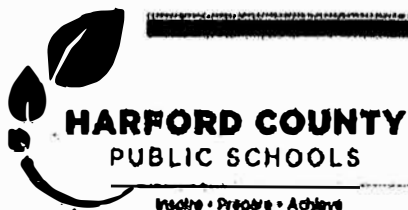
By: [Signature]

Signature

Name: ALAN L. FULLERTON

Title: VICE PRESIDENT, SALES TRANE

Date: 4/3/18



Sean W. Bulson, Ed.D., Superintendent of Schools
102 S. Hickory Avenue, Bel Air, Maryland 21014
Office: 410-838-7300 • www.hcps.org • fax: 410-893-2478

RFP #15-JLP-023 RENEWAL #2
October 1, 2020 – September 30, 2022

This contract renewal is made and entered into this 19th day of August, 2019, by Harford County Public Schools, 102 South Hickory Avenue, Bel Air, Maryland (hereafter referred to as Owner) and Trane, a corporation located at 800 Beaty Street, in the city of Davidson, and State of North Carolina, (hereafter referred to as Contractor).

WHEREAS, Owner and Contractor have entered into an Agreement dated September 29, 2015 (hereafter referred to as the Contract), for the Contractor to provide comprehensive HVAC Products, Installation, Services and Related Products and Services in accordance with RFP #15-JLP-023.

WHEREAS, the original Contract term will expire on September 30, 2020;

THEREFORE, for and in consideration of the mutual promises to each other, as in hereinafter set forth, the parties hereto do mutually agree to renew the Contract as per the conditions set forth in the original Contract, as follows:

1. Owner chooses to offer the second and final option to renew this contract for two (2) year for the time period from October 1, 2020 through September 30, 2022.
2. Pricing structures and related pricing terms will remain the same as the original terms and conditions.
3. All other terms, conditions and provisions of the Contract remain in effect.
4. There is no renewals remaining for this Contract.

WHEREAS, the parties hereto desire to set the terms of the renewal to writing;

IN WITNESS WHEREOF, Owner and the Contractor have executed the renewal agreement the day and year written above.

HARFORD COUNTY PUBLIC SCHOOLS

By: [Signature]
Signature

Name: Bobble Wilkerson, CPPO, CPPB

Title: Supervisor of Purchasing

Date: 8/19/2019

TRANE

By: [Signature]
Signature

Name: Alan L. Fullerton

Title: Vice President - Sales

Date: 8/15/19