

PURCHASING AGENDA ITEM

Hernando County School District

School Board Approval Meeting:

February 24, 2026

Bid No. 23-910-14 RN

**Bid Title: HVAC Equipment & Parts:
Installation, Repairs, Services and Related
Products**

Recommend approval of this agenda item under the specific category below:

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> Lowest Bid(s) | <input type="checkbox"/> Request for Proposal(s) | <input type="checkbox"/> Low Bid(s) Meeting Specification | <input type="checkbox"/> Rejection/Cancellation |
| <input type="checkbox"/> Revised Award | <input checked="" type="checkbox"/> Renewal of Contract | <input type="checkbox"/> Sole Source | <input type="checkbox"/> Re-Award (Partial/Whole) |
| <input type="checkbox"/> Bid Termination | <input type="checkbox"/> Revisions/Amendments to Bid | <input type="checkbox"/> Bid Extension | <input type="checkbox"/> Emergency |
| <input type="checkbox"/> Reversed Auction | <input type="checkbox"/> Piggyback Cooperative | | |

Bid Contract Period:

02/14/2026 through 02/13/2027

N/A – One Time Purchase

Contract Type:

Estimated
Dollar Amount

Firm, Fixed
Dollar Amount

Firm, Fixed
Unit Prices

Firm, Fixed Unit Prices,
Hourly Rates, Fees and/or
Percentages

Renewal Options:

No. of Terms
Remaining
1

Length of
Each Term (month)

Length of
Each Term (year)
1

None

Rationale/Reason: Renewal of Contract.

Bidders Electronically
Downloaded From Bidnet
Direct Website: N/A

Bids Received:

No Bids:

Late Bids:

Rejected Bids:

N/A – Bids Not
Required: Renewal

Submitted By:

Christopher Reckner
Director of Purchasing & Warehousing

School(s): District Wide

Requested By:

Joseph Rychcik
Director of Maintenance

Department(s): Support Operations

Recommended award, description of items and prices: (See attached)

T/C CODE: 2314

This tabulation establishes a contract with experienced, qualified, bonded, and licensed contractors to provide for HVAC services, including installation and repair as well as preventative maintenance services. Establishing firm fixed hourly labor rates and percentage (%) mark-up on parts. Services are to include all labor, personnel, supervision, equipment, supplies and materials, etc. to perform work on designated tasks, which cannot be handled in-house. No other charges shall apply. Services will be required on as-needed basis district-wide on small, future, anticipated projects.

Air Mechanical & Service Corp.

Description For the installation of equipment by vendor for projects that cannot be handled in house by district staff	Rates
Labor Rates Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm	
	Foreman w/Truck \$ 85.00/Hour Supervisor w/Truck \$ 85.00/Hour Journeyman \$ 80.00/Hour Helper \$ 55.00/Hour
Labor Rates School not in session, nights, weekends & holidays	
	Foreman w/Truck \$ 120.00/Hour Supervisor w/Truck \$ 115.00/Hour Journeyman \$ 110.00/Hour Helper \$ 85.00/Hour
Subcontractor Services - Percentage Mark-Up (+)	10 %
Materials & Supplies - Percentage Mark-Up (+) (Contractor installed projects)	20 %
Equipment Rental - Percentage Mark-Up (+)	15 %
Additional Pricing - Percentage Discount (-) off Vendor's Catalog Price List (District installed projects) for the purchase of HVAC Equipment, Parts, Supplies, Accessories, etc.	10 %
Equipment Warranty – 1 Year Labor/Workmanship Warranty – 90 Days	

Contact Information:

Thomas Barton
 (813) 363-2449
tbarton@amsco-ac.com

Anchor Mechanical, Inc.

Description For the installation of equipment by vendor for projects that cannot be handled in house by district staff	Rates
Labor Rates Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm	
	Foreman w/Truck \$ 121.00/Hour Supervisor w/Truck \$ 117.00/Hour Journeyman \$ 81.00/Hour Helper \$ 55.00/Hour
Labor Rates School not in session, nights, weekends & holidays	
	Foreman w/Truck \$ 151.25/Hour Supervisor w/Truck \$ 140.50/Hour Journeyman \$ 97.25/Hour Helper \$ 66.00/Hour
Subcontractor Services - Percentage Mark-Up (+)	10 %
Materials & Supplies - Percentage Mark-Up (+) (Contractor installed projects)	12 %
Equipment Rental - Percentage Mark-Up (+)	12 %
Additional Pricing - Percentage Discount (-) off Vendor's Catalog Price List (District installed projects) for the purchase of HVAC Equipment, Parts, Supplies, Accessories, etc.	n/a
Equipment Warranty – Standard Manufacturer's Warranty Labor/Workmanship Warranty – 1 Year Labor Defects	

Contact Information:

Mike Saczawski

(847) 525-6453

msaczawski@anchormechnical.com

Carrier Enterprises, LLC

Description For the installation of equipment by vendor for projects that cannot be handled in house by district staff	Rates
Labor Rates Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm	
Foreman w/Truck Supervisor w/Truck Journeyman Helper	n/a
Labor Rates School not in session, nights, weekends & holidays	
Foreman w/Truck Supervisor w/Truck Journeyman Helper	n/a
Subcontractor Services - Percentage Mark-Up (+)	n/a
Materials & Supplies - Percentage Mark-Up (+) (Contractor installed projects)	n/a
Equipment Rental - Percentage Mark-Up (+)	n/a
Additional Pricing - Percentage Discount (-) off Vendor's Catalog Price List (District installed projects) for the purchase of HVAC Equipment, Parts, Supplies, Accessories, etc.	48%
Equipment Warranty – Standard Manufacturer's Warranty	

Contact Information:

Keith Russell

(727) 269-9437

keith.russell@carrierenterprises.com

Johnson Controls, Inc.

Description For the installation of equipment by vendor for projects that cannot be handled in house by district staff	Rates
Labor Rates Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm	
	Foreman w/Truck \$ 168.00/Hour Supervisor w/Truck \$ 168.00/Hour Journeyman n/a Helper n/a
Labor Rates School not in session, nights, weekends & holidays	
	Foreman w/Truck \$ 252.00/Hour Supervisor w/Truck \$ 252.00/Hour Journeyman n/a Helper n/a
Subcontractor Services - Percentage Mark-Up (+)	33 %
Materials & Supplies - Percentage Mark-Up (+) (Contractor installed projects)	40 %
Equipment Rental - Percentage Mark-Up (+)	33 %
Additional Pricing - Percentage Discount (-) off Vendor’s Catalog Price List (District installed projects) for the purchase of HVAC Equipment, Parts, Supplies, Accessories, etc.	35%
Equipment Warranty – n/a	

Contact Information:

Janine Pate
 (813) 390-0544
janine.pate@jci.com

The Ware Group LLC; dba Johnstone Supply

Description For the installation of equipment by vendor for projects that cannot be handled in house by district staff	Rates
Labor Rates Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm	
Foreman w/Truck Supervisor w/Truck Journeyman Helper	n/a
Labor Rates School not in session, nights, weekends & holidays	
Foreman w/Truck Supervisor w/Truck Journeyman Helper	n/a
Subcontractor Services - Percentage Mark-Up (+)	n/a
Materials & Supplies - Percentage Mark-Up (+) (Contractor installed projects)	n/a
Equipment Rental - Percentage Mark-Up (+)	n/a
Additional Pricing - Percentage Discount (-) off Vendor's Catalog Price List (District installed projects) for the purchase of HVAC Equipment, Parts, Supplies, Accessories, etc.	51%
Equipment Warranty – Standard Manufacturer's Warranty	

Additional Information: Percentage discounts are from Johnstone's Catalog/System Price List. Percentage discounts can be greater than 51% on some manufacturers and project quantities. Inside branch sales personnel are available for written quotes 7:30 am to 5:00 pm, Monday-Friday.

Contact Information:

Randy Langenbach
 (954) 826-0719
Randy.langenbach@johnstonewaregroup.com

The Ware Group, LLC; dba Johnstone Supply
 (727) 817-0248
ptrib2b@johnstonewaregroup.com

Trane U.S., Inc.

Description	Rates
Labor Rates Straight time - during normal or regular business hours - Monday-Friday 7:00 am to 4:00 pm	
(Mechanical Controls) Foreman w/Truck (Mechanical Controls) Supervisor w/Truck Journeyman Helper	\$ 135.00/Hour \$ 135.00/Hour n/a n/a
Labor Rates School not in session, nights, weekends & holidays	
(Mechanical Controls) Foreman w/Truck (Mechanical Controls) Supervisor w/Truck Journeyman Helper	\$ 180.00/Hour \$ 180.00/Hour n/a n/a
Subcontractor Services - Percentage Mark-Up (+)	10 %
Materials & Supplies - Percentage Mark-Up (+) (Contractor installed projects)	10 %
Equipment Rental - Percentage Mark-Up (+)	10 %
Additional Pricing - Percentage Discount (-) off Vendor's Catalog Price List (District installed projects) for the purchase of HVAC Equipment, Parts, Supplies, Accessories, etc.	10 %
Equipment Warranty – 1 Year Labor/Workmanship Warranty – 90 Days	

Contact Information:

Joe Noone
 (704) 746-6346
Joe.noone@trane.com