

Additional explanation of services to be provided by Excel Mechanical Co., Inc.

Excel Mechanical Co., Inc. is a full service mechanical contractor that has been in business for 30 years. We offer qualified service in all areas of the installation and service of HVAC, refrigeration, plumbing and controls. Our firm has a Lead Safe Renovator certificate as required by the terms and conditions of this bid request. A copy of the certificate is included in our bid documents.

We have a wide range of customers in the industrial, government, office, retail and education sectors. We are a licensed, fully insured contractor with a reputation for quality work with dedicated long-term employees. We currently employ 87 people with 60 service trucks which allows us to respond to service calls in a timely manner. Our phones are answered 24 hours a day, 7 days a week, with a HVAC service technician and a service plumber on call at all times. All of Excel Mechanical's service technicians are highly skilled members of the Plumbers and Steamfitters Local Union #33.

Because our service technicians are under contract and will receive a yearly hourly rate increase, we would request that the City of Ankeny consider allowing for an escalated hourly rate for services outside of the planned maintenance. We are proposing that the \$102.00/hour and \$140.00/hour OT labor rates noted on the bid request form cover Bid Year 1 of the contract, with the increases for subsequent years be as follows:

- Bid Year 2: regular rate \$105.00/hour – overtime rate \$144.00/hour
- Bid Year 3: regular rate \$108.00/hour – overtime rate \$149.00/hour
- Bid Year 4: regular rate \$111.00/hour – overtime rate \$151.00/hour
- Bid Year 5: regular rate \$114.00/hour – overtime rate \$156.00/hour

Excel Mechanical has been providing HVAC service to the City of Ankeny for over ten years and for the last several years have assigned the same service technician for inspections and service calls. This has provided us with a high level of familiarity with each of the buildings and the HVAC systems associated with them. We are confident we can continue to provide the City of Ankeny with quality HVAC services at a competitive rate.

Bid Year 6 pricing per City of Ankeny's request:

- Bid Year 6 Rates: regular rate \$117.00/hour – overtime rate \$161.00/hour
- Bid Year 6 Total: \$42,908.00