

**CONSULTANT SELECTION RATING:***On-Call HVAC Services Contract*Committee Member - Overall Score (combination of members)**COMMITTEE MEMBERS:***Kristy Moss**Kerry Rogers**Dave Crisel*

Consultant	Related Experience & Technical Competence/ Certifications (15 pts. Max)	Capacity & Capability to meet schedule (15 pts. Max)	Location & Proximity (15 pts. Max)	Registered in Jefferson County (15 pts. Max)	Total Score (60 pts. Max)
HAYES MECHANICAL	15	14	9	3	41
DEKA SERVICE	15	15	12	3	45
HABERBERGER METAL CONTRACTORS, INC.	13	15	10	13	51
AMERICAN MECHANICAL	15	15	15	15	60
SHEET METAL CONTRACTORS, INC.	15	15	15	15	60
TOWNSEND HEATING & COOLING	15	15	15	15	60

**COLUMN NOTES:**

1 - Rate the firm on their related experience and technical competence. Higher rating for certifications

2 - Rate the firm on their staff capacity and capability to meet schedule

3 - Rate the company on their location - highest rating for local companies

4 - Rate the company on the licensing - highest rating to Jefferson County registered companies

# **HAYES** MECHANICAL

ESTABLISHED 1918

201 Tower Plaza, Belleville, IL 62220

October 20, 2015

County of Jefferson  
Kristy Moss  
Deputy Director of Public Works  
PO Box 100  
Hillsboro, MO 63050

Hayes Mechanical appreciates the opportunity to provide HVAC service for your facilities. Although our office is located in Belleville, our focus is the Missouri side of the river with current accounts in your area such as the Londell School District as well as Masterchem in Imperial.

Our list attached shows a few of the high profile clients we proudly count as references for our craftsmanship and knowledge, quality of work, dependability, and pricing.

Please do not hesitate to call me if you have any questions and we look forward to hearing from you.

Respectfully Submitted,  
Hayes Mechanical



Jack Meyers  
Service Manager

## Hayes Mechanical

Founded in 1918, Hayes Mechanical is a pioneer in the boiler, construction, and repair industry with management now in the third generation of the original Dan Hayes Boiler Co. Through a steady, well-planned growth program developed by our CEO, Terry Ancel, Hayes Mechanical has added both a piping and service department in the past few decades. Beginning in 2009 satellite offices for the commercial and industrial divisions were started in Omaha Nebraska, Saginaw Michigan, Export Pennsylvania, St. Louis Area, Houston Texas and Phoenix Arizona.

In all these locations, Hayes Mechanical prides itself in being a union contractor which employs trained and qualified Boilermakers, Pipefitters, HVAC Service Technicians, Millwrights, Plumbers, Electricians, Iron Workers, and Laborers across 10 states.

The St. Louis area office has signatory agreements with Plumbers & Pipefitters Local #562, Sheet Metal Workers Local #36, Plumbers & Pipefitters Local #101, & Laborers Union #42.

Moreover, as all divisions, the St. Louis area office has an agreement with the Mechanical Contractors Association of America. Hayes Mechanical St. Louis also has a strong association with the St. Louis Building Construction & Trades Council.

Jeremy McKinney, P.E., our Managing Director of Hayes & Vice President of Hayes Mechanical is focused upon creating this commercial division to be the leader in HVAC Services in the St. Louis and surrounding area.

Jack Meyers, HVAC Service Manager, has 32 years in the Engineering & Maintenance Division with Schnucks Markets, 10 years as a General Contractor for commercial projects, and over 8 years as Service Manager in the HVAC/R industry.

Along with Jack is Estimator and Project Manager, Ed Schaffer. Ed began with formal training in refrigeration and HVAC after he was honorably discharged from the U.S. Army in 2001 serving in Germany and Kosovo. He started his career with smaller mechanical contractors and Ed was accepted into the Plumber & Pipefitters Local #562 in 2003. Initially starting with construction projects, he was eventually noticed and chosen by Johnson Controls to work in the Chiller Division.

There he attended Chiller, Controls, and Systems training sessions for York/Johnson Controls at various sites around the United States. In 2012, Ed began estimating and project management for Systemaire Mechanical. Ed's major projects include; America's Center, Ameristar Casino, Barnes St. Louis, Edward Jones West County, Edward Jones Maryland Heights, Lumiere Place, Proctor & Gamble St. Louis and Lambert St. Louis International Airport. He recently completed construction on the Lewis & Clark Library and Grants View Library for SM Wilson.

Shaun McCourt is our project manager for construction. Shaun has many years as a supervisor with a proven record of accomplishment of bringing projects on time and within budget. Shaun is extremely approachable and has a reputation of working very well with the other trades. His pedigree includes all welding certifications with up to date licensing in St. Louis County, St. Louis City, St. Charles County, as well as Illinois.

Craig Dixon is our lead service technician and a Jefferson County resident. Besides his training with UA Local #562, Craig has spent much of his journeyman service with Johnson Controls and attending any of the education classes offered by this national company. Craig's expertise includes but not limited to chillers, boilers, cooling towers, packaged units, split systems and mini split systems and back flow control devices.

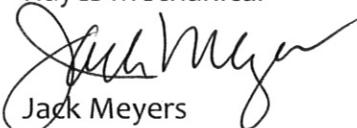
Our division currently employs nearly 24 members of Local #562 and with 24/7 emergency service we are able to respond to ALL calls within 2 hours.

We currently have projects and service contracts with;

- State of Missouri – St. Louis & St. Charles County Facilities
- East St. Louis School District
- St. Charles County – Rapid Response
- Ashland Valvoline
- Ferguson Florissant School District
- St. Louis Metropolitan Sewer District

We look forward to working for and being your primary contractor to service your facilities.

Respectfully,  
Hayes Mechanical

  
Jack Meyers  
Service Manager  
[www.hayesmechanical.com](http://www.hayesmechanical.com)

## References

State Of Missouri  
Jonathan Thompson  
Physical Plant Supervisor  
111 North 7<sup>th</sup> Street  
S. Louis, MO 63101  
(314) 340-6803

SM Wilson  
Paul Wilson  
2185 Hampton Ave,  
St. Louis, MO 63139  
(314) 645-9595

St. Louis County Library  
Steve Hunter, Director of Facilities  
1640 S. Lindbergh  
St. Louis, MO 63131  
(314) 994-3300

Northwest HealthCare  
Paul Barrington  
1225 Graham Road  
Florissant, MO 63031  
(618) 558-2312

Local #562 Plumbers & Pipefitters  
Michael O'Laughlin  
12385 Larimore Road  
St. Louis, MO 63138  
(314) 355-1000

Florissant School District  
Kurt Ramsey, Facility Supervisor  
7469 Mintert Industrial Dr  
Ferguson, MO 63135  
(314) 506-9183

Behr/MasterChem  
Tammy Patt  
Operations Supervisor  
3135 Old Highway M  
Imperial, MO 63052  
(636) 942-2510

St. Charles County Government  
Steve Licklider, HVAC Supervisor  
300 North Second Street  
St. Charles, MO 63301  
(636) 949-1811

Christian Hospital  
Pat Moore, Plant Manager  
11133 Dunn Road  
St. Louis, MO 63136  
(314) 653-4097

St. Louis Building & Construction  
Trades Council  
Jeff Aboussie  
2300 Hampton Ave  
St. Louis, MO 63139  
(314) 647-0628

Londell School District  
Dennis Barry  
7466 Highway FF  
Londell, MO 63060



October 30, 2015

1802 Larkin Williams Rd.  
Fenton, MO 63026  
o: 636.600.1466  
f: 636.600.1468  
[www.dekaservice.net](http://www.dekaservice.net)

Kristy, Moss, P.E.  
Jefferson County Dept. of Public Works  
PO Box 100  
Hillsboro, MO 63050

***"HVAC Solutions at Work"***

RE: 2015 HVAC On-Call Services

Dear Ms. Moss,

Please accept our request to be added to the HVAC On-Call list. We believe you'll find that DEKA Service is an excellent choice for your HVAC equipment service needs.

We are a commercially focused mechanical contractor that makes customer satisfaction our top priority. The benefits to working with our team include: highly skilled and trained technicians, fast emergency responses and dependable results at very reasonable pricing.

We understand your need for dependable equipment uptime and believe we are a perfect match to your needs.

Please review our attached company resume and feel free to contact me via email at [dean@dekaservice.net](mailto:dean@dekaservice.net) or via cell at 314.276.0804 if you have any questions.

Thank you in advance for your consideration. We look forward to working with you.

Best regards,

A handwritten signature in black ink that reads "Dean Bowlin".

Dean Bowlin

## Why choose DEKA Service?

- **COMMERCIAL FOCUS:** DEKA focuses on commercial HVAC equipment maintenance, service and repair. 99% of our annual business is with commercial customers. We understand the critical needs of customers who need reliable uptime from the HVAC equipment serving their public buildings.
- **EXPERIENCE:** DEKA Service was formed in 2011 by acquiring the assets and hiring the employees of Weber Service, a then 31 year St Louis mechanical contractor company. Just like the former company, DEKA sells and services top brand name heating and air-conditioning equipment including complex systems such as high & low pressure boilers and chillers. We commonly service large tonnage rooftop units, split systems and air handling units that serve demanding commercial buildings. Our technicians have decades of combined experience with commercial equipment.
- **KNOWLEDGE:** Our technicians are factory trained and authorized to service top brand name HVAC equipment. They are NATE certified and have passed International Code Council (ICC) mechanical aptitude tests. All of our technicians are local 148 Operating Engineers who are licensed with St. Louis County as pipefitters. Our journeyman have completed a minimum 5 years apprenticeship program to become journeyman.
- **COSTS:** DEKA Service bills our customers for task-specific labor hours, materials and related costs for repairs and service. Some contractors use “flat rate” pricing models which impose “one size fits all” costing regardless of the actual project details. The resulting pricing is often 50-100%+ higher than standard labor and material billing. (“Flat Rate” pricing schemes are promoted to contractors as a method to dramatically increase profits.)
- **CUSTOMER FOCUS:** DEKA Service is a family run company. Each and every customer is known to all of us by name. Our technicians become very familiar with our customers facilities and needs and our customers in turn usually know us by name as well.

### SERVICE & MAINTENANCE REFERENCES

The following is a partial customer list of references for which DEKA Service has performed installations, service and/or maintenance of HVAC equipment.

AT&T- (50+ facilities in MO & IL)	Norwood Court Apartments	St Joseph Hospital - Wentzville
CBRE	Pattonville School District	St Joseph West Hospital – Lake St Louis
Citigroup	Pierre Laclede Center (7701 & 7733)	St Louis Community College
City of Ballwin	Pike Memorial Hospital	St Louis County Library
City of Maryland Heights	Principia School	St Louis Science Center
Clayton School District	Sheraton - Clayton	Studio-M
Dillard's	Sheraton - Westport	Sunset Country Club
Engineers Club of St Louis	Shriners Hospital	Sunset Hills Health & Rehab
First Baptist Church of Webster Groves	Skinner & Kennedy	Southwest Baptist Church
General Services Administration (GSA)	Saint Louis University	VA Medical Center – Cochran
Harbour Group	Saint Louis University Hospital	VA Medical Center – Jefferson Barracks
Hyatt Regency Downtown	St Anthony's Medical Center	West Rock
Kemira	STARRCO	Witt Kieffer
Mallinckrodt	Sisters of St. Joseph of Carondelet	Wolff Construction
Mother of Perpetual Help	Sisters of St. Joe - Convent	

Contact information and additional references are available upon request.



1802 Larkin Williams Road  
Fenton, MO 63026  
o: 636.600.1466 f: 636.600.1468  
[www.dekaservice.net](http://www.dekaservice.net)

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## COMPANY RESUME

### HIGHLIGHTS

- ✓ Technical Experience of more than 25 Years in Mechanical Service
- ✓ Proven Project Management success
- ✓ Company-wide commitment to excellence
- ✓ Highly trained and skilled technical staff

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### BACKGROUND

**DEKA Service** was formed in 2011 by Dean Bowlin, a then 26 year veteran in the Commercial HVAC Industry. DEKA acquired the assets and hired the employees of Russco Heating & Air Conditioning dba Weber Service. At the time, Weber Service was a 31 year old mechanical service contracting business. Our legal company name is DEKA Corporation dba DEKA Service.

### SERVICES

DEKA offers a comprehensive set of Mechanical Services that includes:

#### Installation, Service and Maintenance of:

- Air Conditioning and Heating Systems
- Chiller Systems
- Steam and Hot Water Boilers
- Cooling Towers
- Piping Systems and Pumps
- Humidification Systems
- Mini-Split Systems
- IT Room Cooling
- Building Control Systems
- Ventilation & Exhaust Systems
- Filtration / Indoor Air Quality Systems
- Compressed Air Systems
- Kitchen Hoods and Exhaust Systems

#### Additional Services:

- Seasonal Maintenance Service Agreements
- Repair, Upgrade and Replacement Equipment
- Custom Duct Designs & Modifications
- Air Balancing
- Leak Testing of Compressed Air, Gas & Hydronic Systems
- 24 Hour HVAC Emergency Service

### AREA COVERED

DEKA Service provides service in an approximate 50 mile radius from downtown St. Louis, MO. This includes the City of St. Louis and the following surrounding counties: Missouri - St. Louis, Jefferson, Franklin, St. Charles, St. Genevieve, St. Francois, Washington and Warren. In Illinois - Randolph, Monroe, St. Clair, Madison, Jersey, Macoupin, Bond and Clinton.

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## TRAINED AND SKILLED LABOR

At DEKA, we believe our product offering is a high caliber, experienced and trained technical labor force. Therefore, we invest significantly in ongoing skill and education development of our staff. All of our technicians are union tradesmen who are N.A.T.E. certified and selectively carry other certifications in chiller, boiler, and other mechanical equipment maintenance.

## SUB-CONTRACTORS

DEKA Service will hire subcontractors to perform specific work that falls outside our core areas of excellence. This includes crane operators, electrical, roofing, core drilling, and certain advanced testing capabilities. All of our vendors are pre-qualified to insure they are viable companies with the experience and capabilities to support the high level of service that DEKA offers our customers. Our subcontractor management includes insurance validation.

## AFFILIATIONS

DEKA Service and/or members of our team participate in several business and industry organizations. We are active members of ASHRAE, IFMA, MOSHE, FOSPA and the Fenton Chamber of Commerce. We also donate to local charities and believe in supporting our local St. Louis community.

## BONDING & INSURANCE

Bonding capabilities: \$1M / Project, \$2M Aggregate

Insurance Coverage: Commercial Liability: \$2M, Auto Liability: \$1M, Umbrella: \$6M, Workers Comp: \$1M, Professional Liability: \$1M, Property In Construction: \$100k.

## DEKA CORE TEAM

### **Dean Bowlin - President**

Dean has over 30 years of experience in the commercial HVAC industry as an Applications Engineer, Product Manager and Director in an HVAC manufacturing environment. Dean brings diverse knowledge and skills to DEKA that include understanding of mechanical systems from an engineering perspective, programming of devices and systems from a technical perspective and management of business operations.

### **Kathy Bowlin – Vice President**

Kathy has over 20 years of business experience in Accounting, Human Resources and Office & Operations Management. Kathy provides the backbone support for DEKA's business to insure our team is always ready to serve.

### **Dave Kadera – Service Manager**

Dave has over 30 years of commercial HVAC service experience as an HVAC Journeyman and Service Manager. His deep mechanical experience is a real asset to DEKA. Dave handles many of our vital daily operations and always makes customer service and satisfaction his top priorities.

## DEKA SERVICE RECENT PROJECT REFERENCE LIST

Completed	Projects	Contract \$	Customer	Contact	Phone
February 2012	Norwood Court Apts 200 Ton Chiller Replacement	\$114,069	Baumann Properties Norwood Court St. Louis, MO	Herb Baumann	636.227.0012
April 2012	MSD – Bissell Plant Rotary Screw Air Compressors & Desiccant Air Driers	\$54,672	Metropolitan Sewer District Bissell Plant St. Louis, MO	Dave Mattingly	314.436.8746
June 2012	True Value – Cahokia, IL Replace (2) 15 Ton Roof Top A/C Units	\$48,909	Wolff Construction Brentwood Blvd St. Louis, MO	Chris Wade	314.808.7137
June 2012	Hail damage – Condenser Coils and RTU Replacement	\$99,905	Skinner & Kennedy Natural Bridge Road St. Louis, MO	Chuck Pecher	314.426.2800
August 2012	Bellemore Village Center Replacement RTU's and Condenser Coils	\$82,421	Wolff Construction Brentwood Blvd St. Louis, MO	Chris Wade	314.808.7137
December 2012	Gateway Center Replace (3) 17.5 Ton RTU's	\$68,884	Gateway Center One Gateway Drive Collinsville, IL	Cindy Warke	618.345.8998
February 2013	Maryland Heights Government Center HVAC Modifications	\$45,000	Government Center Building Dorsett Road Maryland Heights, MO	Cliff Baber	314.738.2258
March 2013	St Louis University Hospital Chiller Maintenance & Repairs	\$85,000	St Louis University Hospital Vista at Grand St. Louis, MO	Mike Jones	314.577.8173
April 2013	General Services Admin. (GSA) Chiller Maintenance & Repairs	\$60,000	GSA Goodfellow Blvd. St. Louis, MO	Ron Parker	314.389.1034
July 2013	St. Joseph's Med Center Replace (4) 5-15 ton RTU's	\$54,500	St. Joseph's Med Center One Medical Drive Wentzville, MO	Barb Cox	636.625.5420
October 2013	Gateway Center Replace (6) 12-18 Ton RTU's	\$125,200	Gateway Center One Gateway Drive Collinsville, IL	Cindy Warke	618.345.8998
October 2013	Southwest Med Bldg Replace (2) 75 Ton RTU's	\$224,500	St. Anthony's Hospital Kennerly Rd St. Louis, MO	Brad Taylor	314.525.1082
Jan-April 2014	AT&T – Several CO's Cooling Tower Repairs & Media Upgrades	\$360,000	AT&T Various Sites St. Louis, MO	Tim Hill	314.578.0533
May 2014	Sunset Health & Rehab Center Replace 40 ton Chiller	\$82,000	Sunset Health & Rehab Center Kennerly Rd. St. Louis, MO	Michael Cox	314.467.3003
August 2014	Saint Louis Univ. - Reinert Hall Replace (2) 1 million BTU Boilers	\$188,900	Saint Louis University North Grand Blvd. St. Louis, MO	Stephen Province	314.977.2962
September 2014	Saint Louis Univ. - Reinert Hall Install 90 ton Trane Chiller	\$92,700	Saint Louis University North Grand Blvd. St. Louis, MO	Stephen Province	314.977.2962
February 2015	Sheraton Clayton Kitchen Fire Restoration ( Hoods, Exhaust, Make-Up Air)	\$240,000	Pillar Hotels / Sheraton Clayton Bonhomme Ave Clayton, MO	Chad Martin	972.830.3139
March 2015	Saint Louis Univ. - Schwitalla Hall Replace (7) AHU's in Bldg.	\$742,000	Saint Louis University South Grand Blvd. St. Louis, MO	Stephen Province	314.977.2962



*Performance, On Time Every Time*

## PROPOSAL FOR:

THE JEFFERSON COUNTY DEPARTMENT OF PUBLIC WORKS

FOR THE

**“ON CALL SERVICE CONTRACT”**

SERVING

JEFFERSON COUNTY’S BUILDINGS HVAC SYSTEMS

PRESENTED BY:

**HABERBERGER MECHANICAL  
SERVICE DEPARTMENT**

PREPARED BY:

Dan McVey

Submitted On:

October 30<sup>th</sup> 2015

Haberberger, Inc.  
9744 Pauline Place, St. Louis, MO 63123  
(314) 631-3324 or (800) 439-0141  
Fax: (314) 631-2751  
[www.haberbergerinc.com](http://www.haberbergerinc.com)

## OUR SERVICE DEPARTMENTS CREDENTIALS

### WHO WE ARE

Since its founding in 1948, Haberberger Mechanical has provided an unmatched level of quality service to every client. Whether it's helping a customer with a new system installation or servicing an existing system, we pride ourselves on exceeding all of our customers' expectations. We provide repair and/or replacement expertise for all types of commercial equipment, including HVAC, Refrigeration, Chillers, Boilers and Process Piping.

### WHAT WE OFFER

Haberberger Mechanical employs twenty plus mechanical service pipefitters in addition to Sheetmetal and Pipefitter field and shop personnel. Our journeymen employees have each completed a minimum of five years of technical training in both classroom and jobsite environments. Each has been certified in regular OSHA10 certified safety programs, many have reached OSHA30 level training and all have participated in yearly enhanced safety and/or job skill specific training which allows our service and construction supervisors to always have qualified personnel capable of responding to ever changing customer needs.

### OUR SERVICE EXPERTISE IS EXTENSIVE

Our Mechanical Services include:

- Preventative Maintenance
  - Seasonal
  - Full Service
  - Customized Plans
- Building Automation
  - Open Source
  - Multiple Vendor
  - Engineering
  - Programming
  - Commissioning
- Equipment Replacement/Repair
- Installation
- Design-Build
- Backflow Prevention Certification



Haberberger offers a variety of scheduled maintenance plans suitable for budgets of all sizes. From quarterly or semi-annual plans to custom-built plans or full-protection service agreements, we can help increase the life cycle of your equipment by keeping it running more efficiently. Our United Association Local 562 service technicians are also on call 24 hours a day, seven days a week to perform year-round emergency service.

## HVAC AND REFRIGERATION SERVICE AND REPAIR

Haberberger provides building automation, maintenance and repair services for new and existing HVAC and refrigeration systems.

Our knowledgeable technicians have experience servicing:

- ROOFTOP UNITS (EQUIPMENT)
- COMPUTER ROOM UNITS
- COMPRESSED AIR SYSTEMS
- CONDENSING UNITS (SPLIT SYSTEMS)
- AIR HANDLERS
- VARIABLE AIR VOLUME SYSTEMS
- PUMPS
- EXHAUSTS (BUILDING AND EQUIPMENT )
- FANS AND BLOWERS
- VARIABLE REFRIGERANT SYSTEMS (VRF)
- Refrigeration services:
  - Refrigerant Conversion
  - Defrost and Performance Controls Repair
  - Refrigerant Piping and Piping Corrections
- Chillers and Boilers
  - Performance Logging
  - Tube Bundle and Coil Cleaning
  - Controls Trouble Shooting
  - Oil and Filter Management
  - Refrigeration Management
  - Motor Testing
  - Eddy Current Testing
  - Temperature and Safety Controls
    - Compressor Replacements

- Electrical Component Trouble-shooting and Repair
- Tube and Component Cleaning
- Burner Service and Repair
- Gas Train Upgrades and Repairs
- Combustion Analysis and Performance Tuning
- Performance and Safety Controls
- NBIC Code Repairs and Alterations
- PNEUMATIC CONTROLS
- DIGITAL CONTROLS
- PROCESS CONTROLS

## Our Customer Base

Haberberger has customers in a variety of industries. These are just some of our customers we have worked with recently:

AT&T  
Archdiocese of St. Louis  
Olin Corporation  
Midwest Bank Centre  
Caleres [formerly Brown Shoe]  
The Boeing Company  
Busch Stadium  
City of St. Louis Water Company  
Meridian Medical [Division of Pfizer]  
Anderson Hospital  
St. Louis Cardinals LLC  
Baldor Motor  
Elementis Specialties  
Global Brass  
Machine Laboratories  
Big Lots Corporation  
Sisters of Good Shepherd  
Mercy Hospital  
Daughters of Charity  
City of Cottleville  
City of Arnold

October 30, 2015

RFQ:

**JEFFERSON COUNTY MISSOURI  
HVAC ON CALL SERVICES**

ATTENTION:

**MS. KRISTY MOSS, PE  
DEPUTY DIRECTOR OF PUBLIC WORKS  
725 MAPLE STREET  
HILLSBORO, MISSOURI 63050**

SUBMITTED BY:



16 East 2<sup>nd</sup> Street  
Eureka, Missouri 63025  
636.938.9900  
636.938.9920

[www.americanmechanicalstl.com](http://www.americanmechanicalstl.com)



16 East 2<sup>nd</sup> Street  
Eureka, Missouri 63025  
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636.938.9920  
[www.americanmechanicalstl.com](http://www.americanmechanicalstl.com)

October 30, 2015

Ms. Kristy Moss, P.E.  
Deputy Director of Public Works  
Department of Public Works  
725 Maple Street, PO Box 100  
Hillsboro, Missouri 63050

**Subject: Jefferson County, 12-2015 to 12-2017 On-Call HVAC Services**  
Proposal #150281

Dear Ms. Moss,

American Mechanical is pleased to submit our letter of interest and company information in response to the referenced Request for Qualifications. American Mechanical currently provides on-call HVAC services in support of Jefferson County's staff and facilities. Our technicians work with Jefferson County's staff in support of various repairs, building automation systems and troubleshooting.

Our most experienced technician, Phil Smith, lives in Jefferson County about 10 minutes from the Jefferson County complex located in Hillsboro, Missouri. Mr. Smith enjoys working with the Jefferson County staff and has quick and easy access to the Hillsboro location when service is requested. In addition, American Mechanical has eight full time service and installation technicians though out Eastern Missouri. Each of our technicians drives a fully equipped service vehicle and is easily dispatched to any location in Eastern Missouri and Western Illinois.

We service mainly St. Louis City, St. Louis County, St. Charles County, Jefferson County and Franklin County. Our larger service accounts include Missouri Department of Transportation, Balke Brown Transwestern Property Management and Charter Communications. All of these accounts are multiple property and multiple municipality.

#### Why American Mechanical?

1. Our Success is based on the Success of our clients in meeting their objectives
2. Qualified and Trained Full Time Service Technicians
3. Service is the core of our business
4. 24/7 Emergency Service
5. Multiple Solutions – One Supplier

We believe American Mechanical can and will provide Jefferson County with a broad HVAC capability to meet and exceed your expectations. We look forward to continuing our professional relationship and serving your needs as requested.

Thank you for your time and consideration.

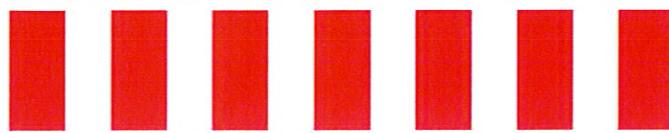
Sincerely,

AMERICAN MECHANICAL

Sean Eickhoff, PE  
President

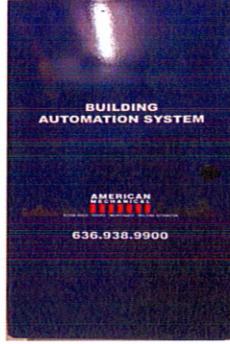
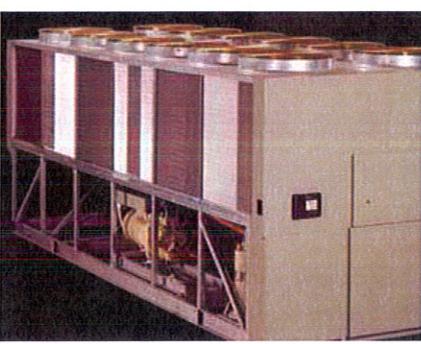
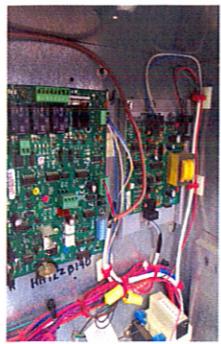
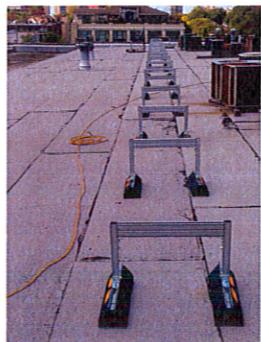
DESIGN-BUILD | SERVICE | MAINTENANCE | BUILDING AUTOMATION | ENGINEERING

# AMERICAN MECHANICAL



American Mechanical is a full service mechanical contractor focused on providing solutions that meet or exceed our client's expectations. Our success is measured by the success of our clients and the continued partnership in supporting our clients to achieve their goals.

Market Focus	Mechanical Systems
<ul style="list-style-type: none"><li>➤ Commercial</li><li>➤ Government</li><li>➤ Industrial</li><li>➤ Institutional</li><li>➤ Laboratory &amp; Cleanrooms</li><li>➤ Mission Critical</li></ul>	<ul style="list-style-type: none"><li>➤ Airside Systems</li><li>➤ Waterside Systems</li><li>➤ Steam Systems</li><li>➤ Pipe Systems</li><li>➤ Sheetmetal Systems</li><li>➤ Automation Systems</li></ul>
Services	Objectives
<ul style="list-style-type: none"><li>➤ Design-Build</li><li>➤ Preventative Maintenance</li><li>➤ 24/7 Service</li><li>➤ Building Automation &amp; Controls</li><li>➤ In-House Engineering</li></ul>	<ul style="list-style-type: none"><li>➤ Satisfied Clients</li><li>➤ Repeat Business</li><li>➤ Knowledgeable Staff</li><li>➤ Profitability</li></ul>



## DESIGN-BUILD

## PREVENTATIVE MAINTENANCE

## 24/7 SERVICE

## BUILDING AUTOMATION & CONTROLS

## IN-HOUSE ENGINEERING

AMERICAN  
MECHANICAL

16 EAST 2ND STREET  
EUREKA, MISSOURI 63025

AMERICANMECHANICALSTL.COM

636.938.9900 office  
636.938.9920 fax

## About Us

**American Mechanical** was founded in 2000 to provide clients with efficient and cost effective solutions and personable service. As a union mechanical contractor specializing in design-build, service and maintenance, the company established itself based on technical capability, performance and client satisfaction.

In 2012, Sean Eickhoff, PE acquired **American Mechanical** with the intent to continue the growth of the company by adding in-house engineering services to support the design-build market and increasing the company's capability to support technology advances in the industry. Our technicians have been factory-trained on multiple building automation system platforms and have expanded field support software for troubleshooting.

## Our Staff

American Mechanical takes pride in the solutions our staff provides to our clients every day. In order to support our staff in delivering these solutions we provide in-house seminars, factory training and support local union apprenticeship programs.

### **Sean Eickhoff, PE, President**

Sean has 25 plus years of engineering, construction, service and maintenance experience in the building mechanical and automation industry. Defining the company's operations, goals and objectives to allow all staff to deliver professional services to our clients in a cost effective and timely manner is Sean's priority. He regularly meets with clients to discuss opportunities, review performance and to assure American Mechanical is providing solutions required by our clients.

### **Mike Smith, Construction Manager & Estimator**

Mike is the founder of American Mechanical and continues to manage construction projects today. Mike is hands-on and directs our field staff on installation requirements and objectives. His knowledge of company operations allows him to make decisions as needed in the field to meet schedules and budgets.

### **Phil Smith, Service Team Leader**

Phil joined American Mechanical in 2013 after spending 11 plus years with Trane Corporation. Phil's factory training and applied service practices allow him to troubleshoot and solve operational issues for both equipment and automation systems. Prior to joining Trane, Phil spent several years as a facility technician maintaining complex building systems directly for the building owner. Phil has completed Trane factory training for maintenance and service of Rooftop Units, Chillers, Boilers, Cooling Towers and Automation systems. In addition, Phil has completed training for multiple Carrier, Johnson Controls (York), McQuay and Tridium/Niagara equipment and automation systems.

### **Suzanne Gibbs, Office Manager**

Suzanne joined American Mechanical in 2013 as part of the acquisition transition. Suzanne handles American Mechanical's financial operations, human resources and client inquiries.

### **Service Technicians**

American Mechanical employs service technicians educated and trained by Local 562 Pipefitters & Plumbers Union. All our service technicians are journeyman level or above and have 10+ years of service experience. In addition to our experienced service technicians, American Mechanical participates in the apprenticeship program to support the training of education of the next generation.

### **Sheetmetal Workers**

American Mechanical employs sheetmetal workers educated and trained by Local 36 Sheetmetal Workers Union. Our sheetmetal workers provide installation and repair of ductwork systems and airside equipment.



## **Our Clients**

American Mechanical clients only fit the same mold in one respect; they have heating, cooling, ventilation and/or process needs that allows us to provide them with our services. Our clients range from small business owners in a single leased space to Fortune 500 companies with multiple facilities and hundreds of pieces of mechanical equipment. The size of our clients, the quantity of equipment, the number of facilities doesn't matter to us; providing you with solutions that keep you operational does.

## **Our Services**

American Mechanical provides a wide range of mechanical solutions for the built environment. We focus on providing our clients with a single source for all their facility mechanical needs and requirements.

### **Design-Build**

Design-Build project approaches allow American Mechanical to discuss our client's requirements and needs for each project. The discussions are valuable in order to determine the best cost-effective solution. We understand the need to balance the capital and operational costs with budgets. Our in-house engineering, construction and service knowledge allow us to look at each solution from all these perspectives. An open dialogue with our clients to review multiple options results in a satisfied client at project completion.

### **Preventative Maintenance and Service**

American Mechanical holds over 100 preventative maintenance and service contracts that covers over 300 facilities and thousands of pieces of equipment and automation systems in the Eastern Missouri and Western Illinois region. Our ability to maintain and service these facilities year after year is a testament to our dedication to providing the best service possible. Our services are delivered by our qualified service technicians that are on the front-line every day. The diversity of the equipment, systems and automation they see, troubleshoot and repair is mind-boggling at the least. This is why training is a continual and on-going process for all our staff.

American Mechanical provides 24/7 emergency service to all our clients. Our office number is answered 24/7 by either our office staff or our live answering service. One of our technicians is on-call during our off-hours and weekends to handle these emergency requests.

### **Building Automation Systems**

Building Automation Systems have changed the face of our industry over the past 30 years. The first of the automation systems was based on pneumatic controls, air pressure and gauges. Today's technology has replaced pneumatic control systems with Direct Digital Control (DDC) systems. American Mechanical installs, monitors, maintains and services a variety of control systems manufactured by various suppliers. Our technicians are equipped with laptop computers and service software that allow both local and remote troubleshooting.

### **In-house Engineering**

Sean Eickhoff is a licensed and registered professional mechanical engineer. Sean has engineered everything from small one unit systems to complex 20,000 ton chilled water systems to Class 10 cleanrooms. His ability to define project requirements, outline the system and orchestrate a complete mechanical design allows American Mechanical to provide real engineered solutions for design-build projects, system modifications and equipment replacements.



October 28, 2015

Ms. Kristy Moss, P.E.  
County of Jefferson  
Department of Public Works  
725 Maple Street  
Hillsboro, Missouri 63050

RE: On-Call HVAC Services

Dear Ms. Moss;

We received your invitation to be evaluated as a potential partner in your on-call HVAC needs. We are a local union HVAC contractor. As such, we have been successful throughout our history with a number of projects for the County of Jefferson.

Enclosed is our presentation brochure that highlights our company. I would sincerely appreciate the opportunity to discuss what SMCI can provide as your HVAC service contractor of choice. Please contact me directly at (636) 337-2150 with any questions.

Respectfully,

A handwritten signature in black ink that reads "Michael L. Krampf".

Michael L. Krampf  
Vice President of Technical Support and Design



S.M.C.I.

Established 1980

TRADITION **QUALITY**  
**PRIDE** CRAFTSMANSHIP

1661 Veterans Drive • De Soto, MO 63020 • (636) 337-2150

[www.smcihvac.com](http://www.smcihvac.com)



# Excellence Prevails

The definition of Excellence Prevails is what drives our every decision; it is the motivating factor to every move.

## Built on Family Values

Lawrence P. Krodinger, Sr. was a member of the first graduating class of St. Pius X High School in 1963. From there, he attended Flat River Junior College and Northwest Missouri State University. He began his drafting career with Wagner Electric. He then went on to work with Quality Heating from 1967 to 1980. It was in 1980 that he ventured out to start his own union heating and air conditioning business. The humble beginning for Sheet Metal Contractors with just four employees has grown to an impressive sixty full time employees.

Larry has three children who all participate daily in the management of Sheet Metal Contractors. Kimberly Brown is the Vice President, CFO and Safety Administrator. Amy Choate is the Director of Office Systems and Design and Accounts Payable Supervisor. Lawrence P. Krodinger, Jr. is the Director of Estimating.

**“** Sheet Metal Contractors, and Mr. Larry Krodinger, have been ardent supporters of St. Pius X High School. As an alumnus of the school, and member of the first graduating class, Larry has taken St. Pius' mission statement of "giving extraordinary care" to heart. Larry is always supportive with his own personal resources, and is generous with his time and advice which the school finds priceless. St. Pius is proud of Larry and thankful for his involvement and support.

**Chuck Nolan**  
President, St. Pius X

## We Live By Our Motto

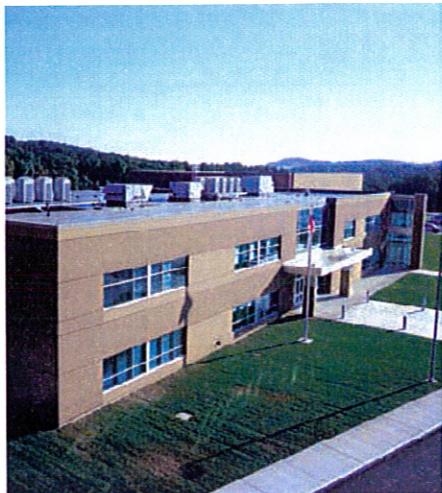
"Excellence Prevails" is our company motto. This shines through in every aspect of our business. We are a leading team that gives tirelessly to our community, churches and schools. We participate in many local events and continue to share our energy and enthusiasm with the many civic organizations in our area.

Simply put, we employ exceptional people who make exceptional decisions while demanding exceptional results.



# Market Diversification

Sheet Metal Contractors' main operating objective is to provide "Excellent" service to a variety of different markets. SMCI performs work within three broad-based markets: commercial, light industrial and residential.



## Commercial

We are a full-service contractor that performs HVAC, refrigeration, piping, temperature controls and architectural sheet metal within the commercial marketplace. We have vast experience in specialized industries within the commercial sector including:

---

Casinos	Office Buildings
Data Centers	Retail Offices New and Tenant Finish
Educational Complexes	Refrigerated Warehouse
Environmental Buildings	Religious Facilities
Financial Institutions	Restaurants
Government Buildings	Retirement/Planned Living Complexes
Hospitals	Sports Complexes
Hotels	Super Markets
Medical Facilities	

---



## Light Industrial

Today's industrial process equipment demands the highest quality as well as operating efficiency, which is essential to producing a competitive service. We accomplish this by pursuing the highest standards of "Excellence" and safety in the industry.

We professionally specialize in the light-industrial marketplace. We have earned a reputation for performing as a contractor that can meet and exceed the expectations of industrial owners and contractors even on the most difficult and complex projects.

We specialize in:

---

Automotive	Pharmaceutical
Food and Beverage	Water and Waste Treatment Facilities
Manufacturing	

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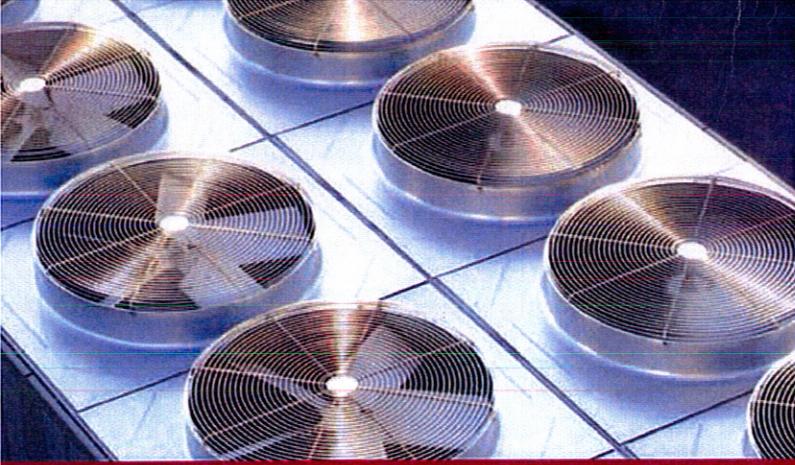
## Residential

Sheet Metal Contractors is a premiere contractor in specialty residential applications. Your climate comfort system can be designed with any variable. We can provide design expertise in the following areas of residential design:

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Architectural Sheet Metal Design
Energy Efficient Design
Geothermal Options
Planned Maintenance Options

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## Mechanical Services and Solutions

Since 1980, SMCI's top priority has been to provide superior commercial, industrial and residential services, meeting customer satisfaction. From preliminary design build to project completion, our emphasis is completing projects on-time and within budget.

Our mechanical services and solutions include:

- Heating & Air Conditioning Systems from the smallest residential application to large commercial/industrial systems.
- Boilers include commercial steam and hot water, delivering the most energy efficient way to heat and deliver hot water heating for various applications.
- Daikin® is a global leader in ultra high efficient heating and cooling systems. Daikin® delivers maximum performance with system benefits being flexible design and energy savings.
- Geo Thermal is a way to use the earth as a means to heat and cool your home, business, office or school.
- Chillers packaged and split system applications offered in various sizes to effectively cool your project in the most efficient way.
- Climate Control Systems from programmable thermostats to direct digital automation systems, providing required heating and cooling at the times and areas selected for ultimate comfort and energy savings.
- LEED / Green environmentally friendly systems and solutions to protect and maintain our atmosphere. As well as being capable to certify your home or building as a Green Project.
- Piping gas, refrigeration and boiler, to include the following types of piping work: Black Iron, Copper, Poly Pipe, Fusion Welding and Trac Piping
- Planned Maintenance a cost effective program to protect and prolong the life of your equipment. With various plans allowing us to meet your schedule and budgeting needs.

## Heating and Air Conditioning Services

Our commitment is to provide flexible, customized and tailored services to meet your needs. As part of your team, SMCI will provide guidance, support and professionalism.

We can be your partner... our team is experienced to service and install all makes and models of:

- Boilers, Chillers and Refrigeration Systems
- Building Automation Controls Systems
- Commercial, Industrial and Residential Comfort Systems
- Duct Cleaning
- Geo-Thermal Heat Pump Systems
- Hot and Chilled Water Piping Systems
- Humidifiers and De-Humidifiers
- L.P. Gas and Natural Gas Piping Systems
- Planned Maintenance
- Temperature Control Systems
- Walk-In Freezers and Coolers

Our service hours are Monday - Friday, 7:00 a.m. to 3:30 p.m. We have a dedicated staff on-call to meet emergency needs after hours.



## Architectural Sheet Metal

SMCI's experienced staff is ready to assist you with your architectural sheet metal project. We offer a full range of services for residential or commercial and industrial applications.

Our Architectural Sheet Metal Services include:

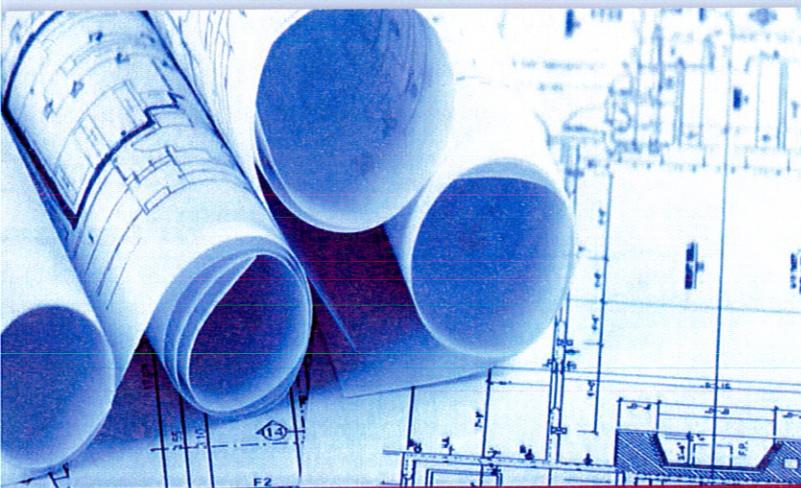
- Bay Windows
- Chimney Caps
- Copper Work
- Counter Flashing
- Custom Architectural
- Custom Gutters & Downspouts
- Custom Metal Awnings
- Standing Seam Metal Roofs
- No Exposed Fasteners
- Weathertight Warranty Program Available
- Sun Control Devices
- Weathertight Warranty Program Available
- 20 year Warranty on Pre-Painted Metal Finish

## Sheet Metal Services

SMCI is equipped with a Vicon Plasma Cutter in house that allows us to customize and fabricate your sheet metal needs for any project. All duct is fabricated to SMACNA or to job specific specifications.

Our custom design and fabrication includes:

- Brackets & Supports
- Burglar Bars
- Curb Adapters
- Custom Cutting & Bending
- Drain Pans
- Dual-Wall Duct
- Duct Accessories
- Duct, Pipe & Equipment Stands
- Duct Systems - Low/Med/High
- Dust Collection
- Duct & Fittings
- Flanged Duct & Frames
- Flashing, Vents & Caps
- Industrial Ductwork
- Plenums
- Roof Curbs & Curb Adapters
- Screens & Frames
- Sleeves
- Transitions & Adapters Insulated to Meet Needs
- Welded Rectangular Duct



## Design Build Service

**SMCI can be your partner in the design and the installation of your total HVAC system.**

Our experts are available to design the latest energy efficient options to meet your needs. We can provide guidance and direction, complete with engineered drawings and specifications. We specialize in schools, restaurants and other commercial applications. Let one of our experienced staff be your partner and feel the comfort of a new design.

**“**The Daikin system that was installed in our high school has greatly improved the overall comfort level of the building. It was amazing to learn how smart and efficient this new system is. I am especially impressed as to how quiet the units in our classrooms are. The new units have proven to be very conductive to the learning environment in comparison to your typical through the wall unit ventilator. Tom Pilliard, the technician that has been on site, is very knowledgeable and friendly. He has been responsive to all of my questions and concerns. It has been a pleasure working with him. **”**

**Jeff Timeus**  
Director of Buildings and Grounds - Bayless School District

**“**Whether the project is “hard bid” or “design-build”, Sheet Metal Contractors is an effective, professional organization which delivers on its promises. They are responsive and accessible to our staff and we rely on them as a reliable construction team member. Their work is completed in a timely manner and is consistently superior in quality. **”**

**Robert A. Schaefer**  
President - L.A. Schaefer Construction Company, Inc.

## Green Building Your LEED® Team

SMCI is committed to providing leadership in green building and is a proud member of the U.S. Green Building Council through the St. Louis Chapter. Let us assist you as your building partner with the design of an energy efficient residence or commercial facility.

### What is LEED®?

The Leadership in Energy and Environmental Design Green Building Rating System™ encourages and accelerates global adoption of sustainable green building and development practices through the creation and implementation of universally understood and accepted tools and performance criteria.



### LEED® for Schools

The LEEDS for Schools Rating System recognizes the unique nature of the design and construction of K-12 schools. Based on the LEEDS for New Construction rating system, it addresses issues such as classroom acoustics, master planning, mold prevention and environmental site assessment. By addressing the uniqueness of school spaces and children's health issues, LEED for Schools provides a unique, comprehensive tool for schools that wish to build green, with measurable results. LEED® for Schools is the recognized third-party standard for high-performance schools that are healthy for students, comfortable for teachers, and cost-effective.

### LEED® for Homes

is a rating system that promotes the design and construction of high-performance green homes. A green home uses less energy, water and natural resources; creates less waste; and is healthier and more comfortable for the occupants. Benefits of a LEED® home include lower energy and water bills; reduced greenhouse gas emissions; and less exposure to mold, mildew and other indoor toxins. The net cost of owning a LEED® green home is comparable to that of owning a conventional home.



Michael Krampf, Sr.



Lawrence Krodinger, Jr.

### We can be your partner

in the LEED® categories of

- Energy and Atmosphere
- Indoor Environmental Quality
- Materials & Resources

Lawrence Krodinger, Jr. and Michael Krampf, Sr. are both certified as LEED® Green Associates. They demonstrate a thorough understanding of green building practices and principles and the LEED® Rating System.



## You Can Feel Good About SMCI

“ I wanted you to know what an honor and privilege it is to work with Sheet Metal Contractors, Inc.. From our first project together in 1988 thru all the current projects, our relationship has been outstanding. You and your workers always exhibit nothing but complete professionalism. When the plans and specifications are deficient you always take the high road in delivering to the owner a quality project. Your company always commits to being an integral part of the project team.

I very much look forward to the continued relationship with Sheet Metal Contractors, Inc.

**D. Paul Brockmiller**  
President - Brockmiller Construction, Inc.

“ It has been my privilege to work with Larry Krodinger and the staff members of SMCI for six years. Larry and his staff have offered great solutions to our HVAC needs, been quick to resolve service issues and has provided a tremendous partnership with the District. The De Soto School District has been fortunate to work closely with SMCI to meet the needs of our buildings' HVAC needs. I highly recommend SMCI for all of your HVAC needs!

**Chuck Hasty**  
Assistant Superintendent -  
De Soto School District

“ Sheet Metal Contractors, Inc has performed numerous projects for us at Jefferson College; ranging from small to large projects in scope and costs. The service has involved new installations, repair and replacement of HVAC equipment. I appreciate the professional and timely service provided by SMCI. They have consistently completed projects on time and within budget. We have utilized SMCI for advice and expertise on the design of new installations.

**Jerry Greenstreet**  
Buildings and Grounds Department Director -  
Jefferson College

“ Dear Larry: I appreciate the prompt scheduling of installation of the air conditioning in the interior rooms at the 5-6th Grade Center. In reality, I could not have expected such quick service. I appreciate you working us in prior to the opening of school. It was great for us because it prevented interrupting classes this week as school started on August 21. I realize you had to change your schedule, and I want to let you know it was much appreciated. Thanks for all your help in the past, and I look forward to working with you in the future.

**Jim Dinwiddie**  
Assistant Superintendent -  
Farmington School District

“ It was a pleasure to work with the technicians and management staff who were well-trained, highly professional, and most cooperative. On our E.R. project, we had some engineering issues that Sheet Metal Contractors Inc. did whatever was necessary to get the issues resolved and our systems working

**Rick Moravec**  
Director of Facilities -  
Jefferson Memorial Hospital

# Schools and Institutions

SMCI has worked with an impressive number of schools, handling all of their HVAC needs from new construction, existing system maintenance and upgrades, to architectural sheet metal elements.

Affton School District  
Antonia Elementary School  
Arcadia Valley School District  
Assumption School  
Bayless Consolidated School  
Bismarck School District  
Bonne Terre Elementary  
Bourbon Elementary  
Bunker R-3 School District  
Caledonia School District  
Campbellton Elementary  
Cantwell Elementary  
Cedar Springs Elementary  
Central R-III School District  
Crawford County Schools  
De Soto School District  
Dunklin R-5 School District  
Farmington School District  
Ferguson Florissant School District  
Festus R-6 School District  
Fontbonne College  
Fort Zumwalt  
Fox School District  
Francis Howell  
Fredericktown School  
Goddard School  
Good Shepherd Catholic School  
Grandview School District  
Hillsboro R-3 School District

Immaculate Conception School  
Jackson School District  
JeffersonCollege  
Jefferson R-7 School District  
John F. Kennedy High School  
Kimmswick Elementary  
Kingston K-14 School District  
Kirkwood High School  
Lincoln Elementary  
Lindbergh School District  
Mapaville State School  
Marquand School District  
McClure Senior High School  
Mehlville School District  
Meramec Valley R-III School  
Mineral Area College  
Missouri School for the Blind  
Monroe Elementary School  
Most Sacred Heart School Eureka  
North County School District  
Oran Jr. High School  
Our Lady School Festus  
Pacific High School  
Plattin Primary  
Potosi R-III School District  
Richwoods School  
Ridgecrest Baptist  
Ridgewood School  
Riverbend Middle School

Rockwood School  
Sacred Heart School Eureka  
Sacred Heart School Festus  
Sacred Heart School Troy  
St. Agnes School  
St. Clair School District  
St. Anthony School  
St. Francis Borgia High School  
St. John Bosco  
St. Joseph Cottleville  
St. Louis Community College  
St. Margaret Mary Alacoque  
St. Paul's Farmington  
St. Pius X High School  
St. Rose of Lima  
Ste Genevieve School District  
South County Education Center  
Steelville Middle School  
Sullivan School  
Sunrise School District  
Truman Elementary  
Union School District  
Valle Schools - Ste Genevieve  
Valley Park School District  
Valley R-6 School District  
Washington School District  
Webster Groves School  
West County School District  
Windsor School District





238 E Main Street  
Festus, Mo 63028  
Ph. 636.931.8885  
Fax 636.931.2047

County of Jefferson  
Department of Public Works  
725 Maple St.  
Hillsboro, Mo 63050

October 28, 2015

Ms. Kristy Moss,

This letter is in response to your request for an HVAC contractor to perform on call services for the County. Townsend Heating & Cooling would like to be considered to continue servicing Jefferson County.

Townsend Heating & Cooling has been in business since 1978. We install Trane Heating & Cooling Products. We service all equipment. Our technicians receive factory training and are Nate Certified. We carry Mechanical Licenses for Jefferson County, St. Louis County, Arnold, and Electrical License for Jefferson County. We have a Licensed Journeymen Pipe Fitter and Licensed Journeymen Electrician on our staff.

We recently performed work for the County. In the last 2 months, Townsend Heating & Cooling furnished and installed 2 Trane systems at the Jefferson County Growth & Development location and 2 Trane Furnaces and Evaporator Coils for the Public Works. In the past, Townsend also replaced 7 Rooftop Units for the Jefferson County Jail.

Thank you for your consideration.

Respectfully,

A handwritten signature in black ink, appearing to read "Richard Townsend".

Richard Townsend  
President