Multiple Award Schedule MAS – Facilities

Authorized Federal Supply Schedule Price List
(Supplement 005, Effective 2/11/2021)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: http://www.gsaadvantage.gov.

MAS Schedule
Contract Number: 47QSHA20D0034

Contract Period: August 17, 2020 through August 16, 2025

Business Size: Small Business

M.W. Robinson Company
5980 Ashland Road
Wooster, Ohio 44691
Phone: (330) 264-9983
Fax: (330) 262-4110
www.mwrobinson.com

Contract Administration
Christopher Robinson
V.P. Operations
chris@mwrobinson.com

DUNS:
154165252

For more information on ordering from Federal Supply Schedules click on the FSS Schedules link at:

http://www.fss.gsa.gov
1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>Legacy SINs</th>
<th>New MAS SINs</th>
<th>SIN Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>811-002</td>
<td>561210FAC</td>
<td>Complete Facilities Maintenance</td>
</tr>
<tr>
<td>OLM</td>
<td>OLM</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.

Please see attached price list for details

1c. If the contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility, and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate not applicable for this item.
<table>
<thead>
<tr>
<th>SIN/SIN(s) Proposed</th>
<th>Labor Category Title</th>
<th>Unit of Issue (e.g. Hour, Task, Sq Ft)</th>
<th>Price Offered to GSA</th>
</tr>
</thead>
<tbody>
<tr>
<td>561210FAC</td>
<td>HEATING OR COOLING SERVICE AFTER HOURS**</td>
<td>EA</td>
<td>$158.69</td>
</tr>
<tr>
<td>561210FAC</td>
<td>HEATING OR COOLING SERVICE CALL**</td>
<td>EA</td>
<td>$106.10</td>
</tr>
<tr>
<td>561210FAC</td>
<td>HVAC TECHNICIAN**</td>
<td>HR</td>
<td>$106.10</td>
</tr>
<tr>
<td>561210FAC</td>
<td>AC OR FURNACE INSPECTION</td>
<td>EA</td>
<td>$87.05</td>
</tr>
<tr>
<td>561210FAC</td>
<td>HEATING: CLEAN SPARK IGNITOR / FLAME SENSOR</td>
<td>EA</td>
<td>$40.81</td>
</tr>
<tr>
<td>561210FAC</td>
<td>HEATING: FUEL OIL FURNACE INSPECTION</td>
<td>EA</td>
<td>$126.95</td>
</tr>
<tr>
<td>561210FAC</td>
<td>PLUMBING: BACK FLOW TEST</td>
<td>EA</td>
<td>$89.77</td>
</tr>
<tr>
<td>561210FAC</td>
<td>PLUMBER**</td>
<td>HR</td>
<td>$94.31</td>
</tr>
<tr>
<td>561210FAC</td>
<td>PLUMBING: PLUMBING SERVICE AFTER HOURS**</td>
<td>EA</td>
<td>$141.86</td>
</tr>
<tr>
<td>SCA/SCLS Eligible Contract Labor Category</td>
<td>SCA/SCLS Equivalent Code and Title</td>
<td>WD Number</td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------</td>
<td>----------------------------------</td>
<td>-----------</td>
<td></td>
</tr>
<tr>
<td>HEATING OR COOLING SERVICE AFTER HOURS</td>
<td>23410 - Heating Ventilation and Air-Conditioning Mechanic</td>
<td>2015-4751</td>
<td></td>
</tr>
<tr>
<td>HEATING OR COOLING SERVICE CALL</td>
<td>23410 - Heating Ventilation and Air-Conditioning Mechanic</td>
<td>2015-4751</td>
<td></td>
</tr>
<tr>
<td>HVAC TECHNICIAN</td>
<td>23410 - Heating Ventilation and Air-Conditioning Mechanic</td>
<td>2015-4751</td>
<td></td>
</tr>
<tr>
<td>PLUMBER</td>
<td>23810 - Plumber Maintenance</td>
<td>2015-4751</td>
<td></td>
</tr>
<tr>
<td>PLUMBING: PLUMBING SERVICE AFTER HOURS</td>
<td>23810 - Plumber Maintenance</td>
<td>2015-4751</td>
<td></td>
</tr>
</tbody>
</table>

"The Service Contract Act (SCA)/Service Contract Labor Standards (SCLS) is applicable to this contract and it includes SCA/SCLS applicable labor categories. The prices for the indicated SCA/SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA/SCLS matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA/SCLS rates, resulting in lower wages being paid, the task order prices will be discounted accordingly."

2. Maximum order

$1,000,000

3. Minimum order

$100


5. Point(s) of production: USA

6. Discount from list prices or statement of net price: 10% for labor except Plumber category, 20% for Plumber and Afterhours Plumber

7. Quantity discounts: N/A

8. Prompt payment terms: Net 30 Days

9a. Government Purchase Cards must be accepted at or below the micro-purchase threshold.

9b. Government Purchase Cards will not be accepted above the micro-purchase threshold.

Please contact the representative listed on the cover page.
11a. Time of delivery: TBD at TO Level
11b. Expedited delivery: TBD at TO Level
11c. Overnight and 2-day delivery: Contact Contractor
11d. Urgent Requirements: Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

12. F.O.B. point: N/A
13a. Ordering address: M.W. Robinson Company
      5980 Ashland Road
      Wooster, Ohio 44691
13b. Ordering procedures
      For supplies & services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address: M.W. Robinson Company
      5980 Ashland Road
      Wooster, Ohio 44691

15. Warranty provision:

Owner is protected with a one-year warranty against defects in materials and/or workmanship at the time in which routine preventive maintenance is being performed. The customer’s remedy should any breach of this warranty occur, shall be for M.W. Robinson Company to re-perform defective work or to repair or replace, at M.W. Robinson Company’s option, any parts or components which are shown, to M.W. Robinson Company’s satisfaction to be defective, provided that customer gives M.W. Robinson Company notice promptly upon the discovery of the defect. The warranty and remedies set forth above are exclusive and in lieu of all other warranties and remedies, express or implied, in law or in fact, including the warranties or merchantability and fitness for a particular purpose. The warranties contained herein set forth the customer’s sole and exclusive remedy in the event of a defect in workmanship or materials.

16. Export packing charges, if applicable

   Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).

   Not Applicable

18. Terms and conditions of rental, maintenance, and repair (if applicable).

   Not Applicable

19. Terms and conditions of installation (if applicable).

   Not Applicable
20a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable).

Not Applicable

20b. Terms and conditions for any other services (if applicable).

Not Applicable

21. List of service and distribution points (if applicable).

Not Applicable

22. List of participating dealers (if applicable).

Not Applicable

23. Preventive maintenance (if applicable).

Not Applicable

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants).

Not Applicable

24b. Section 508 compliance for Electronic Information Technology (EIT)

Not Applicable

25. Data Universal Number System (DUNS) number

154165252

26. Notification regarding registration in SAM database:

M.W. Robinson has an active registration in the SAM database

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>Labor Category Description (250 words)</th>
<th>Key Words (separated by commas, limit to five keywords, include these words in the description)</th>
<th>Minimum Education</th>
<th>Minimum Years of Experience (cannot be a range)</th>
</tr>
</thead>
<tbody>
<tr>
<td>HVAC TECHNICIAN</td>
<td>Responsible for all HVAC Service related labor. This may include servicing, repairing or performing maintenance on all HVAC equipment including, but not limited to fans, boilers, air conditioners, furnaces, etc.</td>
<td>servicing, repairing, maintenance, equipment</td>
<td>High School</td>
<td>5</td>
</tr>
<tr>
<td>PLUMBER</td>
<td>Plumber may perform services that include repair and maintenance of pipes, drainage systems, and other utilities under the licensure of a Responsible Master Plumber. This position is trained and licensed to work on all commercial work within their scope of expertise.</td>
<td>repair, Service, renovate, master</td>
<td>High School</td>
<td>5</td>
</tr>
</tbody>
</table>
FIRM PROFILE

- Established in 1976
- Provides full Plumbing, Heating and Cooling service to both residential and commercial markets
- Expert technicians, high quality workmanship, creative solutions, superior customer service
- Competitive pricing that keeps customers coming back again and again

M.W. Robinson Company has been in business since 1976 servicing the greater Wayne, Holmes and Ashland counties of Ohio for all Plumbing, Heating and Cooling needs in both the residential and commercial markets. Mark Robinson, the owner and founder and the “M.W.” in M.W. Robinson Company, started this business over 40 years ago in the state of Ohio providing plumbing services out of a pickup truck under the name of Robinson Pumps and Plumbing. The business started as Mark Robinson learned the plumbing trade from his father and then started helping out his neighbors. About 20 years later, HVAC services were added and that's when the name was updated to M.W. Robinson Company. The business has been built up to almost $3 million per year on the premise of expert service with creative solutions at a very competitive price, done in a way that is very friendly and caring which creates the environment of the business today which is many loyal, repeat customers.

Under the GSA contract, M.W. Robinson Company would be providing these services to federal government facilities under SIN 561210FAC: HVAC and Utility System Complete Facilities Maintenance. The largest customers include, but are not limited to Wayne County Engineers, Brookdale Place of Wooster and Best Western Hotels.

The plumbing and HVAC industry is very competitive so competitive pricing is key to be in the game. But what sets M.W. Robinson Company apart is superior customer service, expert technicians, high integrity as a company and the ability to provide creative solutions for customers that keep them coming back year-after-year for all their plumbing, heating and cooling needs.

M.W. Robinson Company employs 19 technicians and plumbers that cover all plumbing, heating, cooling service and installation needs for both the residential and commercial markets. Administratively, the M.W. Robinson Company has a VP Operations, Chris Robinson that is in charge of supervising all the work. The HVAC Engineer, Frank Gengo, does a lot of the design work and drawings for HVAC installs, plus is in charge of most all HVAC sales. Bob Savage, the Manager of Operations schedules all the crews to ensure peak efficiency in getting all jobs completed efficiently and effectively. The VP Operations, Chris Robinson, also oversees, more specifically, the plumbing side of the business.

Two (2) customer service representatives do all the scheduling, dispatching, billing and all the accounting work, plus Mark Robinson, President, who does the quoting for commercial install jobs. In total, 19 employees are generating and administrating almost $3 million of revenue annually.

The team is very experienced and are really the best in the industry in this area. The team is very creative in providing viable solutions, are very customer service oriented and very well-respected in the area. The technicians are licensed and certified in all the required areas of work performed including NATE, LEED and EPA-related certifications.
mHelpDesk is the key operating system that generates the work orders. In this system, work orders are created and jobs are scheduled, by technician, within the system. The technicians then use their phones or specific hand-held devices to accept the jobs, do the work and bill the customer all while in the field. All specific information for each customer is stored within the system including type of equipment, Serial Numbers, pictures, filter types, etc., all information to keep a complete history for each customer within the system and easily retrievable by the technician while at that customer. This system also accumulates hours for the technicians both in terms of clocking in and out each day for payroll purposes, but also has the ability to track hours, by job, for billing purposes for each job.

QuickBooks Online is utilized for all the accounting and payroll needs. These systems work very well together and create an efficient system of administrating the business.

Links to parts

catalogues:

R E Michel Company - http://www.RE Michel Company 2020-

2021 (wcv2.com) - MSRP

- Not all vendors used provide direct online pricing, but the above listed company provides virtually all products procured.
- Competitive pricing guidelines will be used to collect best pricing when online pricing is not available (in accordance with FAR 8.4)
- Additional products not included in the catalogs above will need to be procured though the open market