



**engineered  
systems**

**Mechanical Services**

818 / 244-6571 Voice  
800 / 998-2226 Service  
818 / 548-4402 Fax  
6265 San Fernando Road  
Glendale, California  
91201-2214

**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through *GSA Advantage!*, a menu-driven database system. The INTERNET address for *GSA Advantage!* is [GSAAvantage.gov](http://GSAAvantage.gov)  
Schedule Title: 6FEC-E6-030292-B, Solicitation 47QSMD20R0001, Refresh 0001  
FSC Group 03FAC, Facilities Maintenance and Management Solutions for Real Property  
FSC Class (ES): Services

**CONTRACT NUMBER: GS-21F-0121V**

For more information on ordering from Federal Supplies Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov)

**CONTRACT PERIOD: August 10, 2009 – August 9, 2024**

**ACCO Engineered Systems, Inc.**  
6265 San Fernando Road  
Glendale, CA 91201-2214  
Toll Free; 800-998-2226  
Telephone: 818-625-5152  
FAX: 818-548-4402

Email : [bschneider@accoes.com](mailto:bschneider@accoes.com)  
Web Sites: [www.accoes.com](http://www.accoes.com), [www.accoservice.com](http://www.accoservice.com)

**CONTRACTOR'S ADMINISTRATION SOURCE: Brian Schneider, Phone: (208)-571-3517**

**BUSINESS SIZE: Large**

**INFORMATION FOR ORDERING ACTIVITIES:**

### 1a) TABLE OF AWARDED CATEGORIES

- 541690E	Energy Consulting Services
- 561210FAC	Complete Facilities Maintenance and Management
- ANCILLARY	Ancillary Supplies and Services
- ANCRA	Ancillary Repair and Alteration
- OLM	Order-Level Materials

### 1b) IDENTIFICATION OF LOWEST PRICED OFFER

**-PROJECT ENGINEER CLASS MULTIPLE GEOGRAPHIC REGION \$52.45/HR**

### 1c) LABOR CATEGORY DESCRIPTIONS

#### **HVAC Service Tech**

**Installs and maintains large and small refrigeration and air conditioning systems and piping. Must have experience in operation and maintenance of HVAC systems that serve uninterruptible building operations. Must be proficient in diagnosing and troubleshooting HVAC systems and recommending the most economical and least impact overhaul and repair scheme.**

**Education/Experience: High School Diploma and at least five years experience as a journeyperson HVAC service technician. EPA certification required.**

#### **HVAC Controls Tech**

**Perform end to end testing, downloading programming, start up, commissioning, servicing, repair of controls for heating ventilation air conditioning equipment and related systems at facilities. Evaluate on site installations and perform preventive and corrective maintenance, and repair and modification of control systems. Ensures that mechanical and control systems together are functioning to customer requirements and industry standards. Perform analysis, diagnostics, and repair of digital control systems and components.**

**Education/Experience: High School Diploma and at least five years experience as a journeyperson HVAC service technician. EPA certification required. Strong proficiency in HVAC direct digital controls.**

#### **Metering and Controls Technician**

**Installs metering equipment and software used for the collection of data and measurement of advanced metering services, maintenance, installation, removal and disposal of existing equipment. Must have experience with: integration, programming, commissioning, troubleshooting and replacing existing metering and integration to Direct Digital Controls systems and components.**

**Education/Experience: Must have experience with: integration, programming, commissioning, troubleshooting and replacing existing utility metering devices and integration to Direct Digital Controls systems and components. Requires high school and minimum 5 years as a journeyman electrician or pipefitter and specialized training and experience with electric, electronic instrumentation and controls.**

## **Building Operations Technician**

Provides support to mechanical trades and/or service to maintenance management outside of the building mechanical systems. These services may include, but are not limited to, painting, carpentry, duct cleaning, patching, carpeting, snow removal, elevators, security, fire watch, locksmith, and custodial duties. Must meet local and national certifications and codes for the place of performance.

**Education/Experience:** Must be certified in compliance with local codes. Must have, or be under the direct supervision of an individual with, a minimum of five years in building support or administrative operations.

## **Pipe Trades Technician**

Installs and maintains large and small refrigeration and air conditioning systems, boilers, chillers and piping. Must have experience in operation and maintenance of building mechanical systems that serve uninterruptible building operations. Must be proficient in diagnosing and troubleshooting mechanical systems and recommending the most economical and least impact overhaul and repair scheme.

**Education/Experience:** High School Diploma and at least five years experience as a journeyman Pipe Trades Technician.

## **Electrician**

Installs, maintains and repairs all types of building electrical systems and switchgear. Responsible for locating and diagnosing electrical problems recommending the most economical and least impact overhaul and repair scheme and capable of effecting a repair solution. Must have experience in operation and maintenance of building electrical systems that serve uninterruptible building operations. Must be proficient in the use of diagnostic and troubleshooting testing instruments.

**Education/Experience:** High School Diploma and at least five years experience as a journeyman electrician.

## **Commissioning Specialist**

Senior Pipe Trades Technician with multi-disciplinary background. NEBB and TABB Certified to perform air and hydronic testing, adjusting, balancing, perform sound level measuring and perform certified building commissioning. Responsible for performing and conducting component and system surveys and trouble shooting. Experienced in using all types of measuring instruments and preparing accurate and detail reports along with recommendations. Must have experience and training in commissioning electrical power distribution equipment and systems as approved by the International Electrical Testing Association and ANSI/NETA MTS-2007. Must have experience, training and certification on commissioning DDC controls, Variable Frequency Drives and all types of electrical equipment. Must be familiar with all types of building and facilities including clean rooms, pharmaceutical facilities, laboratories, manufacturing, office and hospital buildings, schools, industrial facilities. Must be able to prepare and present reports to assist in Green Building and LEED applications. Must be able to train customers in the maintenance and operation of the building systems

**Education/Experience:** High School Diploma and at least ten years experience as a journeyman electrician or advanced mechanical systems

### **Project Engineer**

**Performs management and oversight of job logistics and schedules. Duties may include, but are not limited to, bidding, document control, customer service, subcontractor management, material procurement, complaint resolution, and invoicing. Must have three years of experience in both field and office management of projects or hold a minimum of an associate's degree in construction management or similar field.**

## **OVERTIME POLICY**

All time worked before and after the established work day of (8) hours, Monday through Saturday, and all non-scheduled emergency work performed on Sundays shall be paid in accordance with the local union agreement covering service at a rate not to exceed time and one half. All scheduled time worked on Sunday and all work on a holiday within the jurisdiction where the employee is working shall be paid in accordance with the local union agreement covering service at a rate not to exceed double time.

2. **MAXIMUM ORDER: \$ 750,000**  
\* If the “best value” selection places your order over the Maximum Order, identified in this catalog/price list, you have the opportunity to obtain a better schedule contract. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract of (3) decline the offer. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404.
3. **MINIMUM ORDER: \$ 100**
4. **GEOGRAPHIC COVERAGE: Domestic**
5. **POINT(S) OF PRODUCTION: N/A**
6. **BASIC DISCOUNT(S): 4.3-46%**
7. **QUANTITY DISCOUNT(S): None**
8. **PROMPT PAYMENT TERMS: Net 30**
- 9a. **GOVERNMENT PURCHASE CARD ACCEPTED AT OR BELOW MICRO-PURCHASE THRESHHOLD: Yes**
- 9b. **GOVERNMENT PURCHASE CARD ACCEPTED ABOVE MICRO-PURCHASE THRESHHOLD: YES**
10. **FOREIGN ITEMS: None**
11. **TIME OF DELIVERY AFTER RECEIPT OF ORDER (ARO):**  
  
Normal: Varies per service performed  
Emergency: Service Response within 2 hours of call initiation  
Expedited: 1-10 days based on job scope  
Overnight and 2<sup>nd</sup> day delivery: Available based on job scope  
Urgent Requirement: Clause I-FSS-140-B of contract applies. Agencies can contact contractor’s representative to possibly affect a faster delivery
12. **FOB POINT: Destination**
13. **ORDERING ADDRESS: Same as Contractor**

14. **PAYMENT ADDRESS:** Same as Contractor
15. **WARRANTY PROVISION:** Standard Commercial Warranty
16. **EXPORT PACKING CHARGES:** N/A
17. **TERMS AND CONDITIONS OF GCCC ACCEPTANCE:**  
(any threshold above the micro purchase level)
18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** N/A
19. **TERMS AND CONDITIONS OF INSTALLATION:** N/A
20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LIST AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):**  
Pricing is based on current Grainger or manufacturer's list. Supplier invoice to be used when published price is not available.
21. **TERMS AND CONDITIONS OF ANY OTHER SERVICES :** N/A
22. **LIST OF SERVICE AND DISTRIBUTION POINTS:**
  - Los Angeles (Corporate Office)  
6265 San Fernando Rd.Glendale, CA 91201 800.998.2226
  - San Leandro (San Francisco)  
1133 Aladdin Avenue, San Leandro, CA 94577 510.346.4300
  - Azusa  
735 North Todd Avenue, Azusa, CA 91702 626.610.2340
  - Bakersfield  
3121 Sillect Avenue, Suite 104, Bakersfield, CA 93308 661.631.1975
  - Boise  
5220 North Sawyer, Suite A, Garden City, ID 83714 208.323.7789
  - Costa Mesa (Orange County)  
265 McCormick Avenue, Costa Mesa, CA 92626 714.352.2226
  - Fresno  
2025 North Gateway Boulevard, Suite 112, Fresno, CA 93727 559.251.2226
  - Las Vegas  
2875 East Patrick Lane, Suite I Las Vegas, NV 89120 702.851.7862
  - Petaluma  
737 Southpoint Boulevard, Suite G, Petaluma, CA 94954 707.776.2748
  - Sacramento  
11375 Sunrise Park Drive, Ste 600, Rancho Cordova, CA 95742 916.852.5050
  - San Diego  
9040 Kenamar, Suite 406, San Diego, CA 92121 858.695.3977
  - Seattle  
14900 Interurban Avenue South, Suite 281, Seattle, WA 98168 206.838.5626
  - Vacaville  
630 Eubanks Court, Suite F, Vacaville, CA 95688 707.455.0130
23. **LIST OF PARTICIPATING DEALERS:** N/A
24. **PREVENTIVE MAINTENANCE:** ACCO can provide maintenance programs, contact us for a program designed and priced customized to your building system.

**25. ENVIRONMENTAL ATTRIBUTES:**

Reclamation practices and proper disposal of refrigerants are compliant with local, state and federal EPA and OSHA regulations and guidelines.

**26. DATA UNIVERSAL NUMBER SYSTEM (DUNS) NUMBER: 006905558**

**27. Contractor is registered in the Central Contractor Registration (CCR) Database  
Cage Code 99714**

### **Section III: Price Proposal**

**Overview:** The attached proposal is to amend pricing under the GSA schedule to reflect Acco's current commercial pricing structure. No additional changes are requested at this time.

The prices shown below are based on a "commercial price list" and represent a verbatim extract from our internal commercial price list. The pricing contained therein went into effect on **January 1, 2020**.



## **Proposed GSA Pricing**

### **Commercial Price List for Labor Categories**

***The following rates are straight time. This is not overtime. Overtime and double time will be billed 1.5 and 2 times the GSA wage rate respectively.***

***Region: Los Angeles Metropolitan area, Inland Empire and Ventura County***

<b>Categories Proposed</b>	<b>SERVICE PROPOSED (e.g. Job Title/Task)</b>	<b>MINIMUM EDUCATION/ CERTIFICATION LEVEL</b>	<b>Min. Yrs of Exp</b>	<b>COMMERCIAL PRICE LIST</b>	<b>UNIT OF ISSUE (e.g. Hour, Task, Sq ft)</b>	<b>MOST FAVORED CUSTOMER (MFC)</b>	<b>DISCOUNT OFFERED TO MFC (%)</b>	<b>MFC PRICE</b>	<b>DISCOUNT OFFERED TO GSA (%)</b>	<b>PRICE OFFERED TO GSA (excluding IFF)</b>	<b>PRICE OFFERED TO GSA (including IFF)</b>
<b>All Categories</b>	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$140.00	Hourly	Contract Customers	8.9%	125.00	12%	\$123.20	\$124.12
<b>All Categories</b>	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$195.00	Hourly	Contract Customers	15.4%	\$165.00	16.3%	\$152.97	\$154.12
<b>All Categories</b>	Project Engineer	Field Experience or Associates Degree	3	\$140.00	Hourly	Contract Customers	17%	\$107.90	58%	\$55.18	\$55.60

**Region: San Diego**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$127.00	Hourly	Contract Customers	11.8%	\$112.00	15.8%	\$106.93	\$107.73
All Categories	HVAC Controls Technician Metering &	High School.	5	\$130.00	Hourly	Contract Customers	15.3%	\$110.00	16.3%	\$106.52	\$107.32
All Categories	Controls Tech Commissioning Specialist										
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$117.00	Hourly	Contract Customers	17%	\$97.11	55%	\$52.45	\$52.84

**Region: Bakersfield**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$127.00	Hourly	Contract Customers	11.8%	\$112.00	15.8%	\$106.93	\$107.73
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$195.00	Hourly	Contract Customers	15.4%	\$165.00	16.3%	\$152.97	\$154.12
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$117.00	Hourly	Contract Customers	17%	\$97.11	55%	\$52.45	\$52.84

**Region: Fresno**

<b>Categories Proposed</b>	<b>SERVICE PROPOSED (e.g. Job Title/Task)</b>	<b>MINIMUM EDUCATION/ CERTIFICATION LEVEL</b>	<b>Min. Yrs of Exp</b>	<b>COMMERCIAL PRICE LIST</b>	<b>UNIT OF ISSUE (e.g. Hour, Task, Sq ft)</b>	<b>MOST FAVORED CUSTOMER (MFC)</b>	<b>DISCOUNT OFFERED TO MFC (%)</b>	<b>MFC PRICE</b>	<b>DISCOUNT OFFERED TO GSA (%)</b>	<b>PRICE OFFERED TO GSA (excluding IFF)</b>	<b>PRICE OFFERED TO GSA (including IFF)</b>
<b>All Categories</b>	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$125.00	Hourly	Contract Customers	8%	\$115.00	14.8%	\$106.50	\$107.30
<b>All Categories</b>	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$175.00	Hourly	Contract Customers	5.7%	\$165.00	9.9%	\$157.68	\$158.86
<b>All Categories</b>	Project Engineer	Field Experience or Associates Degree	3	\$117.00	Hourly	Contract Customers	17%	\$97.11	55%	\$52.45	\$52.84

**Region: Sacramento & Redding**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech  Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$139.00	Hourly	Contract Customers	7.2%	\$129.00	11.5%	\$123.02	\$123.95
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$175.00	Hourly	Contract Customers	5.7%	\$165.00	9.9%	\$157.68	\$158.86
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$122.00	Hourly	Contract Customers	12%	\$107.36	57%	\$52.45	\$52.84

**Region: San Francisco Peninsula & South Bay**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$165.00	Hourly	Contract Customers	6.1%	\$155.00	11.4%	\$145.86	\$146.95
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$175.00	Hourly	Contract Customers	5.7%	\$165.00	9.9%	\$157.68	\$158.86
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$144.00	Hourly	Contract Customers	12%	\$126.72	64%	\$52.45	\$52.84

**Region: San Francisco East Bay**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech  Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$159.00	Hourly	Contract Customers	6.3%	\$149.00	8%	\$146.28	\$147.38
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$175.00	Hourly	Contract Customers	5.7%	\$165.00	9.9%	\$157.68	\$158.86
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$144.00	Hourly	Contract Customers	12%	\$126.72		\$52.45	\$52.84

**Region: City of San Francisco and all other areas**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech  Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$193.00	Hourly	Contract Customers	5.2%	\$183.00	7%	\$179.49	\$180.84
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$175.00	Hourly	Contract Customers	5.7%	\$165.00	9.9%	\$157.68	\$158.86
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$175.00	Hourly	Contract Customers	5.7%	\$169.00	66%	\$56.56	\$56.98



**Region: San Francisco-North Bay**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$169.00	Hourly	Contract Customers	5.9%	\$159.00	12%	\$148.72	\$149.84
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$175.00	Hourly	Contract Customers	5.7%	\$165.00	9.9%	\$157.68	\$158.86
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$154.00	Hourly	Contract Customers	6.5%	\$144.00	64%	\$56.10	\$56.52

**Region: Seattle**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$140.00	Hourly	National Contract Customers	11.4%	\$124.00	12. %	\$123.20	\$124.12
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$140.00	Hourly	National Contract Customers	11.4%	\$124.00	12. %	\$123.20	\$124.12
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$129.00	Hourly	Contract Customers	7.8%	\$119.00	56%	\$52.45	\$52.84

**Region: Las Vegas**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$147.00	Hourly	Contract Customers	8.7%	\$135.00	19%	\$119.07	\$119.96
All Categories	Project Engineer	Field Experience or Associates Degree	3	\$117.00	Hourly	Contract Customers	13%	\$102.00	15	\$99.00	\$99.74

**Region: Boise**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	MINIMUM EDUCATION/ CERTIFICATION LEVEL	Min. Yrs of Exp	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
All Categories	Building Operations Tech										
	Electrician Pipe Trades Tech HVAC Technician	High School.	5	\$82.00	Hourly	National Contract Customers	4.3%	\$78.50	4.3%	\$78.50	79.09
All Categories	HVAC Controls Technician Metering & Controls Tech Commissioning Specialist	High School.	5	\$82.00	Hourly	National Contract Customers	4.3%	\$78.50	4.3%	\$78.50	79.09

**Region: All Regions**

Categories Proposed	SERVICE PROPOSED (e.g. Job Title/Task)	COMMERCIAL PRICE LIST	UNIT OF ISSUE (e.g. Hour, Task, Sq ft)	MOST FAVORED CUSTOMER (MFC)	DISCOUNT OFFERED TO MFC (%)	MFC PRICE	DISCOUNT OFFERED TO GSA (%)	PRICE OFFERED TO GSA (excluding IFF)	PRICE OFFERED TO GSA (including IFF)
003-100	Ancillary services and/or products	Markup of 50 to 100% Grainger catalog list price times 1.5-2.0	EACH	Grainger catalog list price times 1.3 (30 % Markup)	Up to 35.0%	\$130.00	46.00%	\$108.00	\$108.81
	<b>Actual</b> example for Auxiliary services and/or products	Grainger Part # <b>1K107</b> . Grainger catalog list price \$ 339.25 <b>\$339.25 x2.0=\$ \$678.50</b>	EACH	Grainger catalog list price times 1.3 <b>\$339.25 x 1.3=\$ \$441.03</b>	35.0%	\$ 441.03	46.00%	\$366.39	\$369.14
	Ancillary Equipment outside of Grainger	Charged at manufacturer's current published price	EACH	Varies, items normally priced at bid time of RFQ. Discount depends on mfg's discount from list				Mfg's list	Mfg's list plus IFF
	Equipment without readily available mfg pricing	Charged at supplier's invoice.	EACH	Varies but is normally between 20-200%			20%-200%	Supplier's Invoice	Supplier's Invoice plus IFF

## **Price Justification**

Our proposed Most Favored Customer is our contract customers. These customers receive our very lowest pricing. As described in our commercial sales practice, we extend price concessions to customers who commit to engaging our journeyman Pipe Trades Technicians to perform scheduled equipment maintenance on a pre-billed basis. For this commitment we also agree to provide them priority response. When all the factors are taken into consideration, we believe that our contract customers are our most favored customer group.

Our proposed Basis of Award group is our **non-contract customers**. These customers pay our full retail rates and buy under terms and conditions which are most similar to those of the GSA Schedule contract. For example, federal customers buying our services through our GSA Schedule contract cannot commit to purchase services in the future and therefore cannot agree to sign our binding one to five-year service agreements (as our contract customers do). We firmly believe our offered GSA pricing is fair and reasonable for the reasons enumerated above and also the following reasons:

- Projected annual GSA sales and the typical size of a GSA task order will be less than we typically experience from our Most Favored Customer. As such, our sales costs for GSA task orders will be higher than those associated with our Most Favored Customer.
- Material pricing for mechanical and building services is variable and Acco does not issue a commercial price list for material to utilize for pricing. This is true for the vast majority of contractors in the building services field. Additionally Acco's services require a huge variety of parts, numbering in the hundreds of thousands, to properly perform the company's services. The GSA's request for published fixed pricing under 03-100 runs contrary to the market standard of cost plus agreements and individual fixed price job bidding. Furthermore, because of the variety and number of suppliers involved, the work load to Acco to maintain a comprehensive parts list for all items needed to perform the government's requirements would be cost prohibitive and impractical. In order to satisfy the GSA's requirement and maintain flexibility to satisfy the government client's needs Acco is proposing to utilize Grainger's price list for day to day items and current published manufacturer's list for equipment items outside of Grainger. Due to the range of equipment covered under the SINS and the infinite variations to pricing from manufacturers for this equipment we believe this represents the most flexibility and variety to the federal government buyer. This pricing structure does differ strongly from the standard structure associated with our MFC's but is necessary to maintain compliance as Acco understands it.

## **Proposed Estimated Sales**

Our proposed estimated annual GSA sales projections are based on federal sales leads our staff is presently pursuing.

## **Travel Costs C-FSS-370**

ACCO understands that travel required in the performance of Environmental Services must comply with the Federal Travel Regulations or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Further, we understand that (i) established federal government per diem rates will apply to all Contractor travel; (ii) that the Contractor will not use GSA city pair contracts; and, (iii) that the Industrial Funding Fee will not be added onto travel costs.

ACCO acknowledges and accepts that travel costs incurred for transportation and per diem (lodging, meals and incidental expenses) will be billed in accordance with P.L. 99-234, FAR 31.205-46, Travel Costs, and will be billed at cost without mark-up. These costs may be directly reimbursable by the ordering agency, unless the order specifies otherwise.

## **Other Direct Costs (ODC's)**

ACCO does not have out of scope ODC's which are identifiable at this time. ACCO acknowledges and accepts that ODC's will be listed as separate line items and identified as "open market charges." The task-ordering official will negotiate any ODC prior to the issuance of a task order. When ODC's are valued over the micro-purchase threshold, all pertinent acquisition regulations will be followed.

## Price Reduction Monitoring

ACCO hereby agrees that it will provide the Government with all price reductions in accordance with clause 552.238-75, Price Reductions. For the purpose of the Price Reductions clause, the designated customer will be our **non-contract customers**. If ACCO reduces its pricing or labor category rates to any basis of award group or customer below the awarded GSA pricing, a corresponding reduction will be submitted to the GSA.

## Additional Discounts and/or Concessions

ACCO is not offering any further discounts than what is in the proposed price offer above.

## Professional Compensation Plan

ACCO is not offering any professional labor categories and as such as per the solicitation requirements does not need to supply a professional compensation.

## OVERTIME POLICY

All time worked before and after the established work day of (8) hours, Monday through Saturday, and all non-scheduled emergency work performed on Sundays shall be paid in accordance with the local union agreement covering service at a rate not to exceed time and one half. All scheduled time worked on Sunday and all work on a holiday within the jurisdiction where the employee is working shall be paid in accordance with the local union agreement covering service at a rate not to exceed double time.

## Service Contract Act ("SCA") Wage Determination

Labor Categories	Hourly Rate
Stationary Engineer Pipe Trades Technician / Electrician**	\$107 - \$148 per hour with rate varying by region

**Note -- \*\*** Indicates SCA eligible categories.

See the SCA Matrix below for additional information regarding these labor categories.

SCA Eligible Contract Labor Category	Commercial Rate	SCA Equivalent Code – Title	Wage Determination No. and Hourly Rate:
Building Operations Technician	\$124.00	Stationary Engineer	2015-5613 \$ 36.73
Pipe Trades Technician	\$124.00	Pipefitter Maintenance	1986-0879 \$28.53
Electrician	\$124.00	Electrician Maintenance	2005-2047 \$32.34

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated (\*\*) SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA 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 rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.



## **LABOR CATEGORY DESCRIPTIONS**

### **Building Operations Technician**

Provides support to mechanical trades and/or service to maintenance management outside of the building mechanical systems. These services may include, but are not limited to, painting, carpentry, duct cleaning, patching, carpeting, snow removal, security, fire watch, locksmith, and custodial duties. Must meet local and national certifications and codes for the place of performance.

**Education/Experience:** Must be certified in compliance with local codes. Must have, or be under the direct supervision of an individual with, a minimum of five years in building support or administrative operations.

### **Pipe Trades Technician**

Installs and maintains large and small refrigeration and air conditioning systems, boilers, chillers and piping. Must have experience in operation and maintenance of building mechanical systems that serve uninterruptible building operations. Must be proficient in diagnosing and troubleshooting mechanical systems and recommending the most economical and least impact overhaul and repair scheme.

**Education/Experience:** High School Diploma and at least five years experience as a journeyperson Pipe Trades Technician.

### **Electrician**

Installs, maintains and repairs all types of building electrical systems and switchgear. Responsible for locating and diagnosing electrical problems recommending the most economical and least impact overhaul and repair scheme and capable of effecting a repair solution. Must have experience in operation and maintenance of building electrical systems that serve uninterruptible building operations. Must be proficient in the use of diagnostic and troubleshooting testing instruments.

**Education/Experience:** High School Diploma and at least five years experience as a journeyperson electrician.

### **HVAC Service Tech**

Installs and maintains large and small refrigeration and air conditioning systems and piping. Must have experience in operation and maintenance of HVAC systems that serve uninterruptible building operations. Must be proficient in diagnosing and troubleshooting HVAC systems and recommending the most economical and least impact overhaul and repair scheme.

**Education/Experience:** High School Diploma and at least five years experience as a journeyperson HVAC service technician. EPA certification required.

### **HVAC Controls Tech**

Perform end to end testing, downloading programming, start up, commissioning, servicing, repair of controls for heating ventilation air conditioning equipment and related systems at facilities. Evaluate on site installations and perform preventive and corrective maintenance, and repair and modification of control systems. Ensures that mechanical and control systems together are functioning to customer requirements and industry standards. Perform analysis, diagnostics, and repair of digital control systems and components.

**Education/Experience:** High School Diploma and at least five years experience as a journeyperson HVAC service technician. EPA certification required. Strong proficiency in HVAC direct digital controls.

### **Commissioning Specialist**

Senior Pipe Trades Technician with multi-disciplinary background. NEBB and TABB Certified to perform air and hydronic testing, adjusting, balancing, perform sound level measuring and perform certified building commissioning. Responsible for performing and conducting component and system surveys and trouble shooting. Experienced in using all types of measuring instruments and preparing accurate and detail reports along with recommendations. Must have experience and training in commissioning electrical power distribution equipment and systems as approved by the International Electrical Testing Association and ANSI/NETA MTS-2007. Must have experience, training and certification on commissioning DDC controls, Variable Frequency Drives and all types of electrical equipment. Must be familiar with all types of building and facilities including clean rooms, pharmaceutical facilities, laboratories, manufacturing, office and hospital buildings, schools, industrial facilities. Must be able to prepare and present reports to assist in Green Building and LEED applications. Must be able to train customers in the maintenance and operation of the building systems

***Education/Experience:*** High School Diploma and at least ten years experience as a journeyman electrician or advanced mechanical systems

### **Metering & Controls Technician**

Metering and controls technician installs meter equipment and software used for the collection of data and measurement of energy consumption through electric, gas, water or steam utilities. Includes basic metering services, advanced metering services, maintenance, calibration, installation, removal and disposal of existing equipment.

***Education/Experience:*** Must have experience with: integration, programming, commissioning, troubleshooting and replacing existing utility metering devices and integration to Direct Digital Controls systems and components. Requires high school and minimum 5 years as a journeyman electrician or pipefitter and with specialized training and experience with electric, electronic instrumentation and controls.

### **Project Engineer**

Performs management and oversight of job logistics and schedules. Duties may include, but are not limited to, bidding, document control, customer service, subcontractor management, material procurement, complaint resolution, and invoicing. Must have three years of experience in both field and office management of projects or hold a minimum of an associate's degree in construction management or similar field.