



COUNTY OF LOS ANGELES

DEPARTMENT OF PUBLIC WORKS

"To Enrich Lives Through Effective and Caring Service"

DONALD L. WOLFE, Director

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October 24, 2007

IN REPLY PLEASE
REFER TO FILE: **AS-0**

REQUESTS FOR PROPOSALS – INFORMATIONAL UPDATE AS-NEEDED HEATING, VENTILATION, AND AIR CONDITIONING (HVAC) SERVICES AT VARIOUS NORTH COUNTY FACILITIES (2007-AN068)

Thank you for attending our Proposers' Conference on Wednesday, October 17, 2007 and for your interest in the Request for Proposals (RFP). The following clarifications have been made in response to questions asked at the Proposers' Conference and after the conference.

1. **Question:** Are prices negotiated for the option years?
Response: No, there is no negotiation after proposals have been received. It is your responsibility to ensure that all labor, tools, service trucks, supplies, and travel time costs for the entire contract term are taken into consideration when submitting your prices in Form PW-2, Schedule of Prices. There is a cost-of-living adjustment for the renewal years as indicated on the Tenth paragraph of the Agreement.
2. **Question:** How much of the contract amount was actually paid last contract year and how much have you paid so far this contract year?
Response: Year 2006: \$4,355.31
Year 2007: \$17,329.13
3. **Question:** What rates were submitted for the previous contract?
Response: Form PW-2, Schedule of Prices, for the Year 2004 contract requested the hourly rate for each priority and an additional mark-up percentage for materials. The following is the breakdown of rates submitted for the two current contractors:

PROPOSER	PRIORITY 1 HOURLY RATE	PRIORITY 2 HOURLY RATE	PRIORITY 3 HOURLY RATE	MATERIAL MARK-UP %
1	\$85.00	\$85.00	\$85.00	10%
2	\$45.00	\$45.00	\$30.00	25%

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Please remember that sealed proposals are due by **Wednesday, October 31, 2007, at 5:30 p.m.**

If you have any questions concerning the above information, please contact Ms. Lorena Calderon at (626) 458-4169, Monday through Thursday, 7 a.m. to 5 p.m.

Very truly yours,

DONALD L. WOLFE
Director of Public Works

A handwritten signature in black ink, appearing to read 'Ghayane Zakarian', with a stylized flourish at the end.

GHAYANE ZAKARIAN, Chief
Administrative Services Division

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