



## Arlington Public Schools

Procurement Office  
2110 Washington Blvd, Arlington, VA 22204 • Phone: (703) 228-6123 • Fax: (703) 841-0681  
www.apsva.us

November 9, 2020

Via email

Shapiro & Duncan, Inc.  
Attn: Brian Bobitka, Service Sales Representative  
14620 Rothgeb Drive  
Rockville, MD. 20850  
[bbobitka@shapiroandduncan.com](mailto:bbobitka@shapiroandduncan.com)

Subject: Contract 28FY18 – PoolPak, Dectron, Liebert, Miscellaneous HVAC Repair and Other Services

Dear Mr. Bobitka:

On October 31, 2020, the above cited Contract between your firm and Arlington County School Board, hereafter referred to as APS, expired.

Attached is Amendment No. 3 to renew the Contract for one year with the CPI-U allowed 0.9% increase in pricing. The renewal shall be effective from November 1, 2020 and shall remain valid through October 31, 2021. This Amendment constitutes the third of four (4) optional renewals with one (1) renewal option remaining. All other terms and conditions shall remain unchanged.

Please provide APS with an updated Certificate of Insurance.

Sincerely,

*Kenneth R. Lawson*

Kenneth R. Lawson, CPPB, VCO  
Procurement Specialist/Procurement Office

Enclosure:



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### Amendment No. 3

Subject: Contract 28FY18 – PoolPak, Dectron, Liebert, Miscellaneous HVAC Repair and Other Services

#### Contractor

Shapiro & Duncan, Inc.  
14620 Rothgeb Drive  
Rockville, MD. 20850

#### Contract #

28FY18

Contract No. 28FY18 is hereby renewed for one (1) year with the CPI-U allowed 0.9% increase in pricing as shown in the attached Pricing Schedule – Revised November 1, 2020. The renewal shall be effective from November 1, 2020 and shall remain valid through October 31, 2021. This Amendment constitutes the third of four (4) optional renewals with one (1) renewal option remaining. All other terms and conditions shall remain unchanged

APS:

Signature: David Webb Title: Procurement Director/Procurement Agent

Printed Name: David Webb, C.P.M. Date: November 10, 2020

**EXHIBIT B**

**PRICING SCHEDULE – REVISED NOVEMBER 1, 2020**

| Item #  | Description                         | ANNUAL PRICES FOR FOUR QUARTERLY INSPECTIONS AND PREVENTATIVE MAINTENANCE PROGRAM |                                     |                                     |                                     |                                     |
|---|-------------------------------------|---|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
|   |                                     | Year 1<br>(Nov. 2017-<br>Oct. 2018)   | Year 2<br>(Nov. 2018-<br>Oct. 2019) | Year 3<br>(Nov. 2019-<br>Oct. 2020) | Year 4<br>(Nov. 2020-<br>Oct. 2021) | Year 5<br>(Nov. 2021-<br>Oct. 2022) |
|   |                                     |   |                                     | CPI-U†                              | CPI-U†                              | CPI-U†                              |
| 1   | DISCOVERY ELEMENTARY SCHOOL         | \$ 56,722   | \$ 51,444                           | \$ 52,369.99                        | \$ 52,841.32                        |                                     |
| 2   | WAKEFIELD HIGH SCHOOL ONLY          | \$ 98,376   | \$ 102,887                          | \$ 104,738.97                       | \$105,681.62                        |                                     |
| 3   | WAKEFIELD HIGH SCHOOL POOL          | \$ 8,856  | \$ 4,311                            | \$ 4,388.60                         | \$ 4,428.10                         |                                     |
| 4   | WASHINGTON-LIBERTY HIGH SCHOOL POOL | \$ 9,468  | \$ 4,311                            | \$ 4,388.60                         | \$ 4,428.10                         |                                     |
| 5   | YORKTOWN HIGH SCHOOL                | \$ 96,500   | \$ 100,935                          | \$ 102,751.83                       | \$103,676.60                        |                                     |
| 6   | YORKTOWN HIGH SCHOOL POOL           | \$ 8,110  | \$ 4,311                            | \$ 4,388.60                         | \$ 4,428.10                         |                                     |
| <b>Total for all quarterly preventative maintenance inspections</b> |                                     | \$278,032   | \$268,199                           | \$273,026.59                        | \$275,483.83                        |                                     |

† Annual Prices for Four (4) Quarterly Inspections and Preventative Maintenance Program for Contract Renewal Terms 2 through 4 shall be determined based on the movement of the U.S. Department of Labor, Consumer Price Index, All Items, Unadjusted, US City Average (CPI-U) for the twelve month period ending July 31 [Series ID CUUR0000SA0] of each Contract Renewal Term commencing from the date of the renewal.

| Labor Category                                      | HOURLY RATE PER LABOR CATEGORY            |  |  |  |  |
|---|---|--|--|--|--|
|   | Year 1<br>(School<br>Year 2017-<br>2018)* | Year 2<br>(School<br>Year 2018-<br>2019)<br>CPI-U† | Year 3<br>(School<br>Year 2019-<br>2020)<br>CPI-U† | Year 4<br>(School<br>Year 2020-<br>2021)<br>CPI-U† | Year 5<br>(School<br>Year 2021-<br>2022)<br>CPI-U† |
|   | <b>PROJECT MANAGER</b>                    | \$ 120.00  | \$ 120.00  | \$ 122.16  | \$ 123.26  |
| <b>HVAC MECHANIC</b>                                | \$ 120.00                                 | \$ 120.00  | \$ 122.16  | \$ 123.26  |  |
| <b>HVAC / DEHUMIDIFICATION MECHANIC</b>             | \$ 120.00                                 | \$ 120.00  | \$ 122.16  | \$ 123.26  |  |
| <b>HVAC MECHANICS HELPER</b>                        | \$ 75.00                                  | \$ 75.00   | \$ 76.35   | \$ 77.04   |  |
| <b>PROJECT MANAGER OVERTIME RATE</b>                | \$ 180.00                                 | \$ 180.00  | \$ 183.24  | \$ 184.89  |  |
| <b>HVAC MECHANIC OVERTIME RATE</b>                  | \$ 180.00                                 | \$ 180.00  | \$ 183.24  | \$ 184.89  |  |
| <b>HVAC/DEHUMIDIFICATION MECHANIC OVERTIME RATE</b> | \$ 180.00                                 | \$ 180.00  | \$ 183.24  | \$ 184.89  |  |
| <b>HVAC MECHANICS HELPER OVERTIME RATE</b>          | \$112.50                                  | \$112.50   | \$114.53   | \$ 115.56  |  |