

# City of El Mirage Purchase Order Request

Vendor Name:  PO Req. Date:  Vendor Number:

Address:  Fiscal Year:  PO Number:

City:  State:  Zip:  Cooperative Purchase:

Phone:  Activity Code:  Entity:

Project Name:  Contract #:

Budgeted: Yes  No  \* If Capital Budget Item - Attach page from the budget Expiration Date:

Documents Attached:

### PURPOSE OF SERVICES/PURCHASE

Department:

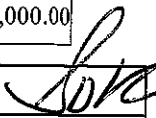
Purchase Type: Annual:  One Time:  Blanket:  Cooperative:  Other:

Purpose:

Brief Explanation:

From Dashboard	*GL Account	Acct Bal Before	Amount	Acct Bal After
	511-5-7115-313	112,000.00	30,000.00	\$ 82,000.00
	541-5-7581-313	70,000.00	25,000.00	\$ 45,000.00
		\$ 0.00	\$ 0.00	\$ 0.00

TOTAL NOT TO EXCEED:

Requested by:   Date:

\*\*Department Head Approval:   Date:

Purchasing Administrator:  Date: \_\_\_\_\_

Deputy City Manager (If Applicable): \_\_\_\_\_ Date: \_\_\_\_\_

City Finance Director:  Date: \_\_\_\_\_

City Manager:  Date: \_\_\_\_\_

Council Approved: Yes  No  \*\*If Yes, please ATTACH the agenda items submitted and the Council Action

\*If account balance is negative, what account/line item number will be used to cover the overage?

Account Number: <input type="text"/>	Account Balance: <input type="text" value="\$ 0.00"/>
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\*\*I certify by my signature on this document that I have complied with all City and State procurement requirements and this purchase is not intended to circumvent City quotation or solicitation requirements. \*\*



## SOLICITATION STATUS REPORT

[BACK](#)

The City of Scottsdale has awarded the following solicitation:

Solicitation Number:

20RP019

Solicitation Title:

ELECTRICAL MAINTENANCE AND REPAIR SERVICES

Description:

The City of Scottsdale invited sealed submittals from qualified Contractors to provide full service electrical motor repair and electrical equipment maintenance on an as-needed basis primarily for the City's Water Department.

Estimated Award Amount:

\$1,000,000

Successful Vendor(s):

Keller Electrical

Corbins Electric

Awarded Date

5/6/2020

Purchasing Staff:

Cheryl Champine

Tabulation:

**20RP019 Final Proposal Tabulation**

- Downloader / Construction Plan Holder List:  
**View Details**

Tabulation information is provided for all formal solicitations and represent the As Read or Final Recommended tabulation information. As Read tabulations are provided as a courtesy to those who were not able to attend the public opening. As Read tabulation information is preliminary and subject to further review and evaluation by City of Scottsdale staff and does not represent a final determination of award. Formal Invitation for Bid tabulations include pricing while Formal Request for Proposals will only list the names of the individuals or companies that submitted proposals.

Final Recommended tabulation information represents the results after they have been reviewed and evaluated for completeness, responsiveness, responsibility and any other evaluation criteria as required by the solicitation. Final Recommended tabulations include the awardee(s) and the status of all of the submittals.

If you have questions regarding this award please contact the Purchasing Department at 480 - 312 - 5700 and your call will be directed to the staff person handling the solicitation.

agreement, the final determination will be made in accordance with the Claims and Dispute provisions.

2. The Contractor will not be entitled to anticipated profit or anticipated overhead, but is entitled to recover apportioned profit and overhead proportional to the amount of the Work completed. In no event will the fee exceed that stated this Contract or as may be subsequently amended.
3. The City will make the final payment within 60 days after the Contractor has delivered the last of the partially completed items and the final fee has been agreed upon.

If the City terminates this Contract in accordance with the provisions of this paragraph and proceeds to construct the Project through its employees, agents or third parties, the City's rights to use the work product will be as provided in the provisions providing for the City's Right to Perform and Cancel for Cause.

- B. Upon any termination during project services, the Contractor will proceed with the following obligations:
1. Stop Work as specified in the notice.
  2. Place no further subcontracts or orders.
  3. Terminate all subcontracts to the extent they relate to the Work terminated.
  4. Assign to the City all right, title and interest of the Contractor under the subcontracts terminated, in which case the City will have the right to settle or to pay any termination settlement proposal arising out of those terminations.
  5. Take any action that may be necessary for the protection and preservation of the property related to the Contract that is in the possession of the Contractor and to which the City has or may acquire an interest.
- C. The Contractor will submit complete termination inventory schedules no later than 60 days from the date of the notice of termination.
- D. The City will pay Contractor the following:
1. The direct value of its completed Work and materials supplied as of the date of termination;
  2. The reasonable costs and expenses attributable to any termination; and
  3. The Contractor will be entitled to profit and overhead on completed Work only, but will not be entitled to anticipated profit or anticipated overhead. If it appears the Contractor would have sustained a loss on the entire Work had the Project been completed, the Contractor will not be allowed profit and the City will reduce the settlement to reflect the indicated rate of loss.
- E. The Contractor will maintain all records and documents for 3 years after final settlement. These records will be maintained and subject to the auditing provisions.

### **53. TERM OF AGREEMENT**

The term of this Contract shall be for a one (1) year period from the effective date of the contract award.

The City and Contractor may mutually agree to extend this Contract for four (4) additional one (1) year periods, upon the recommendation of the Contract Administrator, concurrence of the Purchasing Director and/or City Council, depending on the Contract.



**OFFER AND ACCEPTANCE**

City of Scottsdale  
Purchasing Division  
9191 E. San Salvador Dr.  
Scottsdale, AZ 85258  
Phone: 480-312-5700 – Fax: 480-312-5701

**SOLICITATION #** 20RP019 | **SOLICITATION TITLE:** Electrical Maintenance and Repair Services

**OFFER Contract Start Date June 20, 2020**

**TO THE CITY OF SCOTTSDALE:**

The undersigned hereby offers and agrees, in accordance with the undersigned's written offer submitted in response to this solicitation, to furnish the material and/or service(s) in compliance with all terms, conditions, specifications, scope of work, and addendums in the solicitation listed above, including written exceptions that are subject to the approval of the City prior to acceptance. The undersigned agrees that the entire solicitation listed above is hereby incorporated by reference as if fully set forth herein.

The Offeror's signature on this Offer form certifies that he has read; understands and will comply with all terms, conditions and specifications stated in all documents constituting the solicitation. The bidder also certifies it is in compliance with the Non-Collusion and all Federal and Arizona State Immigration Laws.

<b>OFFER MADE - COMPANY INFORMATION</b>		<b>FOR CLARIFICATION OF THIS OFFER, CONTACT:</b>	
KELLER ELECTRICAL INDUSTRIES, INC		CODY ESLUK	
Company Name		Printed Name	
1881 E. UNIVERSITY DRIVE		SR. VICE PRESIDENT	
Address		Title	
PHOENIX	AZ	85034	602-682-2105
City	State	Zip	Phone
[Signature]		1/16/2020	602-437-8163 ceskuk@kellerelectrical.com
Signature for Offeror		Date	Fax E Mail
CODY ESLUK SR. VICE PRESIDENT		SAME	
Printed Name and Title of Authorized Signatory		Address (if different from Company info)	
86-0390056			
Federal Employer Tax ID # or SSN as per W9 Statement		City, State, Zip (if different from Company info)	

**ACCEPTANCE OF OFFER, NOTICE OF CONTRACT AWARD** for

Lot A-Preventative Maintenance (PM) Services (for City of Scottsdale Use Only) & Lot B-Motor Repair/Rebuild Services

The Contractor's offer is hereby accepted by the City of Scottsdale. The Contractor is now bound to sell the materials and/or service(s) and perform based upon the above solicitation, including all terms, conditions, specifications, scope of work, and addendums contained in the solicitation, as well as any written exceptions that have been separately accepted by the City.

This contract shall henceforth be referred to as **Contract # 20RP019**

The contract consists of the following documents: 1) Solicitation # 20RP019 and all addendums (if applicable) as issued by the City; 2) The Contractor's response to the City's solicitation; 3) This signed offer and acceptance and any other applicable contractual agreements, 4) All written exceptions and/or modifications to the solicitation requirements as agreed to by the City and the Contractor as per attachment, dated.

The Contractor is hereby cautioned not to commence any billable work or provide any material or service under this contract until the Contractor receives a purchase order document from the City.

The Contractor must provide the following checked items within ten (10) calendar days from the date of this Acceptance of Offer, Notice of Contract Award in order for the City to issue the required Purchase Order:  Payment Bond  Performance Bond,  Insurance Certificate(s),  I.R.S. Form W-9/Taxpayer ID No. & Certification,  other documentation as identified. If the Contractor fails to furnish the required documents within the stated ten (10) calendar days, they may be considered in default and may be at risk of forfeiture of any applicable Bid Bond posted. All required documents are to be sent to the Bid & Contract Specialist listed in the solicitation.

This document has been approved as to form on the 22<sup>nd</sup> day of July, 2012 by the City Attorney and is on file with the City Clerk. It need not be submitted to the City Attorney for approval unless the form document is altered.

City of Scottsdale, a municipal corporation  
Offer Accepted and Awarded this 6<sup>th</sup> day  
of May, 2020

Risk Management issues reviewed and approved as to form: November 12, 2020  
by City of Scottsdale Risk Management Director

[Signature]  
Robert Schoepe, Purchasing Director, CPM  
Or Designee Cheryl Champine, CPPB, PSCM  
As City of Scottsdale Purchasing Director

Recommended award approved April 23, 2020  
by City of Scottsdale Contract Administrator



**OFFER AND ACCEPTANCE**

City of Scottsdale  
 Purchasing Division  
 9191 E. San Salvador Dr.  
 Scottsdale, AZ 85258  
 Phone: 480-312-5700 – Fax: 480-312-5701

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KELLER ELECTRICAL INDUSTRIES, INC			CODY ESLUK	
Company Name			Printed Name	
1881 E. UNIVERSITY DRIVE			SR. VICE PRESIDENT	
Address			Title	
PHOENIX	AZ	85034	602-682-2105	
City	State	Zip	Phone	
C.R. ES		1/16/2020	602-437-8163 cexkuk@kellerelectrical.com	
Signature for Offeror		Date	Fax E Mail	
CODY ESLUK SR. VICE PRESIDENT			SAME	
Printed Name and Title of Authorized Signatory		Address (if different from Company info)		
86-0390056				
Federal Employer Tax ID # or SSN as per W9 Statement		City, State, Zip (if different from Company info)		

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 of May, 2020

Risk Management issues reviewed and approved as to form November 12, 2020  
 by City of Scottsdale Risk Management Director

Robert Schoepe, Purchasing Director, CPM

Recommended award approved April 23, 2020  
 by City of Scottsdale Contract Administrator

Or Designee Cheryl Champine, CPPB, PSCM  
 As City of Scottsdale Purchasing Director



OFFER AND ACCEPTANCE

City of Scottsdale
Purchasing Division
9191 E. San Salvador Dr.
Scottsdale, AZ 85258
Phone: 480-312-5700 - Fax: 480-312-5701

SOLICITATION # 20RP019 SOLICITATION TITLE: Electrical Maintenance and Repair Services

OFFER Contract Start Date June 20, 2020

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CODY ESLUICK

Company Name

Printed Name

1881 E. UNIVERSITY DRIVE

SR. VICE PRESIDENT

Address

Title

PHOENIX AZ 85034

602-682-2105

City

State

Zip

Phone

[Signature]

1/16/2020

602-437-8163 ceskier@kellerelectrical.com

Signature for Offeror

Date

Fax

E Mail

CODY ESLUICK SR. VICE PRESIDENT

SAME

Printed Name and Title of Authorized Signatory

Address (if different from Company info)

86-0390056

Federal Employer Tax ID # or SSN as per W9 Statement

City, State, Zip (if different from Company info)

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The Contractor must provide the following checked items within ten (10) calendar days from the date of this Acceptance of Offer, Notice of Contract Award in order for the City to issue the required Purchase Order: [ ] Payment Bond [ ] Performance Bond, [X] Insurance Certificate(s), [ ] I.R.S. Form W-9/Taxpayer ID No. & Certification, [ ] other documentation as identified. If the Contractor fails to furnish the required documents within the stated ten (10) calendar days, they may be considered in default and may be at risk of forfeiture of any applicable Bid Bond posted. All required documents are to be sent to the Bid & Contract Specialist listed in the solicitation.

This document has been approved as to form on the 22nd day of July, 2012 by the City Attorney and is on file with the City Clerk. It need not be submitted to the City Attorney for approval unless the form document is altered.

City of Scottsdale, a municipal corporation Offer Accepted and Awarded this 6th day of May, 2020

Risk Management Issues reviewed and approved as to form November 12, 2020 by City of Scottsdale Risk Management Director

[Signature] Robert Schoepe, Purchasing Director, CPM

Recommended award approved April 23, 2020 by City of Scottsdale Contract Administrator

Or Designee Cheryl Champine, CPPB, PSCM As City of Scottsdale Purchasing Director

CERTIFICATE OF INSURANCE

ISSUE DATE  
6/30/2020

ADMINISTRATOR

Southwest Risk Services  
14902 North 73rd Street  
Scottsdale, AZ 85260  
(602) 996-8810

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

COMPANIES AFFORDING COVERAGE

COMPANY  
LETTER A ARIZONA MUNICIPAL RISK RETENTION POOL

INSURED

El Mirage  
10000 N. El Mirage Road  
El Mirage, Arizona 85335

COMPANY  
LETTER B

COMPANY  
LETTER C

COMPANY  
LETTER D

COVERAGES

THIS IS TO CERTIFY THAT POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED, NOT WITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR PERTAIN, THE INSURANCE AFFORDED BY THE POLICES DESCRIBED HERE IN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS, AND CONDITIONS OF SUCH POLICIES.

CO LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE	LIMITS
A	GENERAL LIABILITY X COMMERCIAL GENERAL LIABILITY X CLAIMS MADE OCCURRENCE	2000087-4	7/1/2020	7/1/2021	EACH WRONGFUL ACT \$2,000,000 PROD COMP/OPS AGGR \$2,000,000 GENERAL AGGREGATE \$6,000,000 PERSONAL & ADV INJURY \$2,000,000 FIRE DAMAGE(1 FIRE) \$300,000 MEDICAL EXP(1 PERSON) \$5,000
A	AUTOMOBILE LIABILITY X ANY AUTO	2000087-4	7/1/2020	7/1/2021	COMBINED SINGLE LIMIT \$2,000,000
A	EXCESS LIABILITY	2000088-4	7/1/2020	7/1/2021	EACH WRONGFUL ACT \$8,000,000 AGGREGATE \$8,000,000
A	WORKERS' COMPENSATION AND EMPLOYERS' LIABILITY	2000089-5	7/1/2020	7/1/2021	STATUTORY (EACH ACCIDENT) \$1,000,000 (DISEASE-POL LMT) \$1,000,000 (DISEASE-EACH EMP) \$1,000,000
A	OTHER	2000087-4	7/1/2020	7/1/2021	

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/SPECIAL ITEMS

ISSUED FOR INSURANCE IDENTIFICATION PURPOSES TO BE DISPLAYD TO ANY LAW ENFORCEMENT OFFICER UPON REQUEST

CERTIFICATE HOLDER

FOR AUTOMOBILE IDENTIFICATION

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING COMPANY WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE COMPANY, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED SIGNATURE



**REVISED PRICING PROPOSAL FORM – PAGE 1 of 4**



**ELECTRICAL MAINTENANCE AND REPAIR SERVICES**

**RFP #20RP019**

The Unit Prices listed on the pricing proposal pages shall be all inclusive and shall include all pertinent fees normally associated with this type of service. This shall include, but not be limited to, labor, materials, overhead, tools/equipment, travel, mobilization, demobilization, clean-up, transportation, environmental fees, etc.

Bidders may bid on LOT A, or LOT B or both Lots A and B. Bidders bidding on LOT B shall complete all tables (1-4) for LOT B.

**LOT A: TABLE 1 – PREVENTATIVE MAINTENANCE (PM) LABOR RATES**

#	JOB TITLES	ANNUAL ESTIMATE	RATE PER HOUR	EXTENDED COST
1.	PM service	1000 Hours	\$ <u>65.00</u>	\$ <u>65,000.00</u>
2.	PM service with two (2) field technicians	500 Hours	\$ <u>130.00</u>	\$ <u>65,000.00</u>
<b>TOTAL LOT A:</b>				\$ <u>130,000.00</u>

**LOT B: TABLE 1 – LABOR RATES FOR ALL REQUIRED SERVICES (EXCLUDING PM LABOR RATES)**

#	JOB TITLES	ANNUAL ESTIMATE	RATE PER HOUR	EXTENDED COST
1.	Field Technician	700 Hours	\$ <u>65.00</u>	\$ <u>45,500.00</u>
2.	Field Technician with Truck	100 Hours	\$ <u>65.00</u>	\$ <u>6,500.00</u>
3.	Infrared Scan - when requested, when not part of the PM service	1000 Hours	\$ <u>50.00</u>	\$ <u>50,000.00</u>
4.	Crane truck up to 25 ton with operator	1000 Hours	\$ <u>85.00</u>	\$ <u>85,000.00</u>
5.	Field Supervisor	700 Hours	\$ <u>85.00</u>	\$ <u>59,500.00</u>
6.	Field Supervisor with Truck	100 Hours	\$ <u>85.00</u>	\$ <u>8,500.00</u>
7.	Shop Technician	200 Hours	\$ <u>55.00</u>	\$ <u>11,000.00</u>
8.	Specialty technician (example: VFD troubleshooting and repair)	100 Hours	\$ <u>95.00</u>	\$ <u>9,500.00</u>
9.	Machine shop rate	100 Hours	\$ <u>55.00</u>	\$ <u>5,500.00</u>
10.	Engineer services	100 Hours	\$ <u>125.00</u>	\$ <u>12,500.00</u>
11.	Crane truck 26 ton and above - with operator	600 Hours	\$ <u>225.00</u>	\$ <u>135,000.00</u>
12.	Shop Lead Technician	200 Hours	\$ <u>65.00</u>	\$ <u>13,000.00</u>
<b>TOTAL LOT B:</b>				\$ <u>441,500.00</u>

**COMPANY NAME: KELLER ELECTRICAL INDUSTRIES**

REVISED PRICING PROPOSAL FORM -- PAGE 2 of 4



ELECTRICAL MAINTENANCE AND REPAIR SERVICES  
RFP #20RP019

LOT B: TABLE 2 - MOTOR REPAIR REBUILD COST

DESCRIPTION	ANNUAL ESTIMATE	DISCOUNT %	DISCOUNT AMOUNT	EXTENDED COST
Estimated Motor Repair Costs rebuilt according to example 250hp, 480volt, 3 phase (Annually)	\$125,000	<u>35.00</u> % (use % discount for VEMR pricing guide)	<u>\$43,750.00</u>	<u>\$81,250.00</u>
TOTAL TABLE A:				<u>\$81,250.00</u>

LOT B: TABLE 3 - TRANSFORMER SERVICE

DESCRIPTION	ANNUAL ESTIMATE	UOM	COST	EXTENDED COST
Transformer Service	10	EA	<u>\$1,140.00</u>	<u>\$11,400.00</u>
TOTAL TABLE B:				<u>\$11,400.00</u>

LOT B: TABLE 4 - TRAINING SERVICES

DESCRIPTION	ANNUAL ESTIMATE	UOM	COST	EXTENDED COST
VFD / Electrical Training	20	HOUR	<u>\$65.00</u>	<u>\$1,300.00</u>
TOTAL TABLE C:				<u>\$1,300.00</u>

LOT A: TABLE 1:	<u>\$130,000.00</u>
LOT B: TOTAL TABLES 1-4:	<u>\$535,450.00</u>

COMPANY NAME: KELLER ELECTRICAL INDUSTRIES

**REVISED PRICING PROPOSAL FORM – PAGE 1 of 4**



**ELECTRICAL MAINTENANCE AND REPAIR SERVICES**

**RFP #20RP019**

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Bidders may bid on LOT A, or LOT B or both Lots A and B. Bidders bidding on LOT B shall complete all tables (1-4) for LOT B.

**LOT A: TABLE 1 – PREVENTATIVE MAINTENANCE (PM) LABOR RATES**

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**COMPANY NAME: KELLER ELECTRICAL INDUSTRIES**

**REVISED PRICING PROPOSAL FORM – PAGE 2 of 4**



**ELECTRICAL MAINTENANCE AND REPAIR SERVICES**  
**RFP #20RP019**

**LOT B: TABLE 2 - MOTOR REPAIR REBUILD COST**

DESCRIPTION	ANNUAL ESTIMATE	DISCOUNT %	DISCOUNT AMOUNT	EXTENDED COST
Estimated Motor Repair Costs rebuilt according to example 250hp, 480volt, 3 phase (Annually)	\$125,000	<u>35.00</u> % (use % discount for VEMR pricing guide)	<u>\$43,750.00</u>	<u>\$81,250.00</u>
<b>TOTAL TABLE A:</b>				<u>\$81,250.00</u>

**LOT B: TABLE 3 - TRANSFORMER SERVICE**

DESCRIPTION	ANNUAL ESTIMATE	UOM	COST	EXTENDED COST
Transformer Service	10	EA	<u>\$1,140.00</u>	<u>\$11,400.00</u>
<b>TOTAL TABLE B:</b>				<u>\$11,400.00</u>

**LOT B: TABLE 4 - TRAINING SERVICES**

DESCRIPTION	ANNUAL ESTIMATE	UOM	COST	EXTENDED COST
VFD / Electrical Training	20	HOUR	<u>\$65.00</u>	<u>\$1,300.00</u>
<b>TOTAL TABLE C:</b>				<u>\$1,300.00</u>

<b>LOT A: TABLE 1:</b>	<u>\$130,000.00</u>
<b>LOT B: TOTAL TABLES 1-4:</b>	<u>\$535,450.00</u>

**COMPANY NAME: KELLER ELECTRICAL INDUSTRIES**

**REVISED PRICING PROPOSAL FORM – PAGE 3 of 4**



**ELECTRICAL MAINTENANCE AND REPAIR SERVICES**

**RFP #20RP019**

**LOT B: EQUIPMENT/PARTS & OUTSIDE SERVICE RATES (Mark-Up Costs)**

The City of Scottsdale will reimburse the "Total Mark-Up % Rate" indicated below, for all Materials and Outside Services throughout the term of the contract.

- Parts to be fabricated by Contractor shall be quoted before use in repairs for City of Scottsdale.
- No markups will be paid on delivery charges for parts shipped to Contractor or for unauthorized outside labor.
- Contractor shall provide evidence of purchased price for all repair parts to be marked up.
- Contractor shall provide a firm quote for all purchased repair parts and receive a written confirmation from the City before ordering.

**EXAMPLE:** If a bearing is invoiced to your company at \$10.00 and your total mark-up percentage rate was 10%, your billing to the City would be \$11.00. **FORMULA:** (\$10 x 10% = \$11.00).

EQUIPMENT / PARTS		Mark Up Percentage
A.	Materials will be billed at your invoice cost multiplied by your mark-up % indicated in this bid. Indicate your mark-up percentage for materials.	<u>10.00</u> %

OUTSIDE SERVICES		Mark Up Percentage
B.	Outside services include subcontracted work and motor repairs; will be billed at your invoice cost multiplied by your mark-up % indicated in this bid. Indicate your mark-up percentage for outside services.	<u>10.00</u> %

Vaughen's Discount LIST PRICE		Discount Percentage
C.	Vendor shall state discount offered off Vaughen's Electric Motor Repair (VEMR) Pricing Guide. Indicate your discount percentage for the list price.	<u>35.00</u> %

OVERTIME RATES		RATE
D.	If any repair work extends into an overtime pay situation, at what rate over the standard hourly rate will the City be charged (i.e., 1-1/2 times, 2 times, etc.)	<u>1.50</u>

Indicate the time of the day, and the days of the week which will constitute overtime pay charges (Weekend, Holiday, and After Hours):

MON-FRI

17:00 - 07:00

DAYS: SAT-SUN-HOLIDAYS

HOURS: 00:00 - 23:59

COMPANY NAME: KELLER ELECTRICAL INDUSTRIES



July 7, 2020

Mr. Scott Ketchmark  
City of El Mirage  
10355 N. 121<sup>st</sup> Avenue  
El Mirage, AZ 85335

RE: City of Scottsdale Contract -- 20RP019 Electrical Maintenance and Repair Services

Dear Mr. Ketchmark,

Per (Co-op Use of Contract), of our contract with City of Scottsdale referenced above, KEI welcomes the opportunity to be of service to the City of El Mirage by extending the invitation to co-op on this agreement. Consider this letter as the Letter of Approval requested by the City of El Mirage.

Please let KEI and our team know how we can assist in the City's process. Should you have any questions or concerns, please feel free to contact me or your Account Manager, Jarod Walker.

Regards,

A handwritten signature in black ink, appearing to read 'C. Eslick', is written over a faint, larger version of the signature.

Cody Eslick  
Senior Vice President