May 3, 2013

County of St. Paul No.19
5015 49th Avenue
St. Paul, Alberta T0A 3A4

Via E-mail:skitz@county.stpaul.ab.ca

Attention: Sheila Kitz, CLGM Chief Administrative Officer

Re: **St. Paul Maintenance Shop - HVAC Upgrades, Controls
Proposal Submission Review**

On April 30, 2013 Clark Engineering Inc. received submissions from four (4) proponents for the above identified Request for Proposal. Russell Clark from Clark Engineering Inc. was present for the opening at the County Administration office.

List of Proponents:

Zeltec/Kinetic Building Management Systems
Direct Energy Business Services
ESC Automation
Serv-all Mechanical Services Ltd.

All bids were received before the closing deadline and met the general requirements of the specification.

Based on the submissions received, we feel that all four bids meet the criteria for the project and could be considered eligible bids. Of the four eligible bids, prices ranged from a low of $99,473.50 to a high of $232,900.00. This is a spread of $133,426.50 or 134%.

Although it was intended that the project would be base bid to Zeltec, three other bids were also received. The low bid came from Serv-All Mechanical Services Ltd. Having reviewed the submissions, the base bid contractor's price was significantly higher than the other bids received. We feel that the low bidder, Serv-All Mechanical Services Ltd. is a competent contractor and is committed to completing the project within the required project schedule. They

have a sound reputation in the industry and we feel that they are capable of carrying out the controls portion of the project to a successful completion.

Sincerely,

D. Russell Clark, P. Eng.

Mechanical Submission Bid Summary

Kinetic Building Management Systems.	$232,900.00
Direct Energy Business Services.	$125,000.00
ESC Automations	$134,850.00
Serv-all Mechanical Services Ltd.	**$99,473.50**