



**KingCounty**

**Finance and Business Operations Division  
Procurement and Contracts Services Section  
Department of Executive Services**

CNK-ES-0340  
3<sup>rd</sup> Floor  
401 5<sup>th</sup> Avenue  
SEATTLE, WA 98104

206-263-9400 Ph  
206-296-7676 Fax  
TTY Relay: 771  
[www.kingcounty.gov](http://www.kingcounty.gov)

**CONTRACTOR:**  
**JOHNSTONE SUPPLY  
18205 ANDOVER PARK W**

SEATTLE, WA 98188 United States  
Fax: (206) 5750819

**SHIP TO:**

KC DES FBOD PCSS GOODS AND SERVICES  
401 5TH AVE, CNK-ES-0340  
SEATTLE, WA 98104

**BILL TO:**

KC DES FBOD ACCOUNTS PAYABLES  
401 5TH AVE, CNK-ES-0320  
SEATTLE, WA 98104

<b>CONTRACT</b>		
CONTRACT NO. 521546	REVISION 4	PAGE 1 of 1
CREATION DATE 01-JAN-2012	BUYER MARY SCHUMACHER	
DATE OF REVISION 07-JUN-2012	BUYER MARY SCHUMACHER	

CONTRACTOR NO	PAYMENT TERMS	FREIGHT TERMS	FOB	SHIP VIA	CONFIRM TO
1535	NET30DAYS	Paid	DESTINATION	Seller Chooses	Telephone: (206) 575-0755

DESCRIPTION
<p><b>Change Order #1 (06/07/12)</b></p> <p>This change order is issued to extend the contract for furnishing HVAC Parts and Supplies as requested by authorized King County Agencies, Departments and Divisions during the period June 5, 2012 through June 4, 2014, in accordance with Washington State Contract No. 09109, incorporated by reference as if fully set forth herein.</p> <p>Estimated Annual Contract Value is \$100,000.00.</p> <p>This is not the authority for ordering specific goods and services. Individual standard purchase orders, with unique purchase order numbers, referencing this contract, will be issued that provide the authority for ordering.</p> <p>All invoices must reference the individual standard purchase order number, and not the contract agreement number, to avoid delay in payment.</p>



Office of State Procurement - Customer Service (360) 902-7400 or csmail@ga.wa.gov

## HVAC Parts

**Contract#:** 09109 **Replaces:** 01304

This Contract is for the purchase of parts for the repair and maintenance of Heating, Ventilating, and Air Conditioning (HVAC) equipment.

This document establishes contract coverage of the supply of goods relating to the repair and or maintenance of refrigeration/cooling/HVAC Equipment.

The most current edition of the i2 TRA-SER PRO Price Directory Data® or the manufacturer's published list price will be used to establish manufacturer's published catalog price. The i2 TRA-SER PRO Price Directory® aggregates and regularly updates list pricing information for the manufacturer's incorporated into this contract. The contractor will provide the current list pricing on request from i2 TRA-SER or from the equipment manufacturer.

**Current Term Start Date:** 06-04-2010 **Award Date:** 06-04-2014 **Est. Annual Worth:** \$499,316  
**Current Term Stop Date:** 06-04-2014 **Final Term End On:** 06-04-2016 **Commodity Code(s):** 740-66 ,910-04 ,031-02 ,031-03 ,031-04 ,031-05 ,031-06 ,031-07 ,031-08  
**Diversity:** 0% WBE 0% MBE **# of Bids Received:** 5

### Who can use this contract?

Washington State agencies  
 Qualified Cooperative Members (Political Subdivisions/Non-Profit Organizations)  
 Participating Colleges, Universities, Community & Technical Colleges  
 Oregon Coop Members

### Contract Documents & Resources

View Current Contract Information (CCI)    Contract Activity  
 Original Solicitation Document            Submit Contractor Feedback  
    Best-buy Notification

### Contractors(s):

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JOHNSTONE SUPPLY

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MECHTRONICS CONTROLS, LLC

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REFRIGERATION SUPPLIES DIST-TOTAL CONTROL

Information about the number of bids received is included to show:  
 Vendors which contracts would benefit from more competition.  
 Assure our customers that we sought the best overall value through as many competitive bids as possible.

### Performance Based Contracting:

Performance-based contracts identify expected deliverables, performance measures or outcomes; and payment is contingent on their successful delivery. Performance-based contracts also use appropriate techniques, which may include but are not limited to, consequences and/or incentives to ensure that agreed upon value to the state is received.



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**VENDOR:**

JOHNSTONE SUPPLY  
18205 ANDOVER PARK W  
SEATTLE, WA 98188

**SHIP TO**

KC DEPARTMENT OF EXEC SERVICES  
PROCUREMENT-GOODS & SERVICES  
401 5TH AVE, CNK-ES0340  
SEATTLE, WA 98104  
United States

**BILL TO**

KC DEPT OF EXECUTIVE SERVICES  
ACCOUNTS PAYABLE, 3RD FLOOR  
401 5TH AVE, CNK-ES0320  
SEATTLE, WA 98104  
United States

**Purchase Order**

PURCHASE ORDER NO.	REVISION	PAGE
521546	0	1
THIS PURCHASE ORDER NUMBER MUST APPEAR ON ALL INVOICES, PACKING LISTS, CARTONS AND CORRESPONDENCES RELATED TO THIS ORDER.		
CREATION DATE	BUYER	
02-SEP-11	M Schumacher	
DATE OF REVISION	BUYER	

CUSTOMER ACCT #	VENDOR NO.	PAYMENT TERMS	FREIGHT TERMS	F.O.B.	SHIP VIA
	J00176	Net30days	Paid	Destination	SELLER CHOOSES

CONFIRM TO / TELEPHONE	REQUESTOR / DELIVER TO
TERESA PERSON	(503) 597-7277

LINE	PART NUMBER / DESCRIPTION	DELIVERY DATE	QUANTITY	UNIT	UNIT PRICE	EXTENSION	T
	<p>This Contract Agreement number 521546 is issued as a replacement/continuation agreement for number B22866B effective January 1, 2012. All other terms and conditions remain unchanged.</p> <p>When active, standard purchase orders referencing this Contract agreement number will be issued by king county to authorize the purchase and payment of goods and/or services. All invoices must reference the individual standard purchase order number to avoid delay in payment.</p> <p>Purchase Agreement Effective From: 30-SEP-10 To: 04-JUN-12</p>						
		Amount Agreed:					

SEE REVERSE SIDE FOR ADDITIONAL TERMS AND CONDITIONS. THIS ORDER IS SUBJECT TO ALL THE TERMS AND CONDITIONS ON THE FRONT AND BACK HEREOF.

Required invoice information: Ship to Address, Mailstop, Requestor's Name, Purchase Order Number, Contract Number (if applicable), Line Item Number, description and Unit Price as stated on the purchase order. Missing information may result in payment delays.

**ACCEPTANCE:**

This purchase order expressly limits acceptance to the terms and conditions stated herein.

**TOTAL**

*M Schumacher*  
Authorized signature

## **PURCHASE ORDER GENERAL TERMS AND CONDITIONS**

**Compliance:** By acceptance of this order, the vendor warrants full compliance with all applicable local, state or federal laws and regulations including specific statutory requirements of Federal Agencies. Upon request, the purchasing agent will provide applicable contract terms and conditions.

**Acceptance/Changes:** All goods or materials purchased hereunder are subject to approval by King County. No substitutions or changes of any nature under this purchase order will be accepted unless approved in writing by King County.

**Inspections:** By acceptance of this order, vendor grants the right to Buyer to make periodic visits to the vendor's plant or their subcontractor's for inspection of materials or to determine actual progress of manufacture.

**Change Orders:** Change orders modifying the terms and conditions herein will be without effect unless issued and authorized in writing by King County.

**Cancellation:** The County may cancel any purchase order or any part thereof by written notice at any time, without penalty, if the vendor fails to comply with the terms, specifications, delivery/completion date or to perform the work with diligence.

**Invoices:** Invoices must reference the purchase order number.

All vendors licensed to do business in Washington State must bill King County for applicable tax. Indicate discount terms to the County for prompt payment. Discount period to be extended if the invoice is returned for correction or clarification.

**Shipping Instructions:** All shipments must contain a packing slip. Unless otherwise specified, all goods are to be shipped prepaid, FOB Destination. Where shipping addresses indicate room numbers, the Vendor shall make delivery to that location at no additional charge, including, but not limited to delivery, packing and or crating.

**Warranty:** The Vendor warrants that all products delivered under this purchase order shall be free from defects in material and workmanship, and shall be fit for the intended purpose. This warrantee is in addition to any standard warranty or guarantee given by vendor to the County. All products determined by King County to be defective shall be replaced within 15 days of notice by King County.

All costs of replacement, including shipping charges shall be borne by the Vendor. Vendor warrants that the merchandise is free and clear of all liens and encumbrances and that vendor has a good and marketable title to same. Vendor warrants that the equipment, materials or service on this order do not infringe any patent, registered trademark or copyright and agrees to hold King County harmless in the event of any infringement or claim thereof.

### **Certification Regarding Debarment, Suspension and Other Responsibility**

**Matters:** By providing goods or services under this purchase order, the Contractor agrees to comply with the requirements of 49 CFR 29, Subpart C while this offer is valid and throughout the period of any Contract that may arise from this Contract. The Contractor further agrees to include a provision requiring such compliance in its lower tier covered transactions.

**Order of Precedence:** When this purchase order is issued subsequent to the results of a request for bid or proposal, the terms and conditions contained in the solicitation or resulting contract shall control.

**CONTRACT**  
**HVAC PARTS**  
**CONTRACT 09109**  
State of Washington  
Department of General Administration  
Office of State Procurement (OSP)



For Purchases of Materials, Supplies, Services, and Equipment  
Under the Authority of  
Chapter 43.19 RCW



OEMs, Discounts, &  
Contractors.xls



09109c.doc

## APPENDIX F – BIDDER PROFILE SUBMITTAL

Company Name: Johnstone Supply  
Name

Federal Tax ID number: 93-0781875  
Tax ID

WA Dept of Revenue Tax ID: 600-399-546  
WA Revenue Registration Tax number

Website: www.johnstonesupply.com/157  
URL

Authorized Representative: Mike Martinson  
Name  
Washington Regional Manager  
Title  
503-597-7244  
Phone number  
m.martinson@johnstonenw.com  
Email address

Contact Person for ordering: John Kamm  
Name  
Inside Sales Rep  
Title  
206-575-0755  
Phone number  
j.kamm@johnstonenw.com  
Email address

Company Mailing address: po box 1668  
Street  
Tualatin, Or 97062  
City, State, Zip Code

Orders to be sent to: 1105 Andover Park West  
Street  
Tukwila, Wa 98188  
City, State, Zip Code

Billing will be from: po box 1668  
Street  
Tualatin, Or 97062  
City, State, Zip Code

Payments to be sent to: po box 1668  
Street  
Tualatin, Or 97062  
City, State, Zip Code

**PURCHASING COOPERATIVE MEMBERS:**

State of Washington, Office of State Procurement  
Solicitation # 09109, HVAC Parts, Amendment No. 2

- **POLITICAL SUBDIVISIONS:** Bidder agrees to sell the goods and services on this contract to political subdivisions which are members of the State of Washington Purchasing Cooperative (WSPC): YES or NO \_\_\_\_\_ yes \_\_\_\_\_
  - If "NO", attach a letter to this Bid explaining reason(s) for declining participation by political subdivisions.
- **NONPROFIT CORPORATIONS:** Bidder agrees to sell the goods and services on this Contract to self-certified nonprofit corporations which are members of the State of Washington Purchasing Cooperative (WSPC): YES or NO \_\_\_\_\_ yes \_\_\_\_\_
  - If NO, attach a letter to this Bid explaining reason(s) for declining participation by nonprofit organizations.
- **OREGON PURCHASING COOPERATIVE PURCHASING PROGRAM:** Bidder agrees to sell the goods and services on this contract to political subdivision and nonprofit organizations which are members of the State of Oregon Cooperative Purchasing Program (ORCPP): YES or NO. YES  
  - If NO, attach a letter to this Bid explaining reason(s) for declining participation by these members.
  - If YES, If bidder agrees to extend contract pricing to State of Oregon ORCCP members, the freight charges will be negotiated between the Bidder and the Purchaser prior to order acceptance. As a ceiling to freight costs, indicate delivery charge as a price per mile of \$ 1 mile from Warehouse/Factory to delivery site with a minimum charge of \$       .50       .

**RECIPROCITY**

Firms bidding from California only: Is your firm currently certified as a small business under California Code, Title 2, Section 1896.12? YES or NO. \_\_\_\_\_

**PURCHASING (CREDIT) CARD ACCEPTED, YES or NO** \_\_\_\_\_

If YES: Please review the portion of 4.3 MISCELLANEOUS EXPENSES pertaining to credit cards. Complete the following cost percentages for credit cards you will accept:

VISA	_____	2	_____	%
Mastercard	_____	2	_____	%
American Express	_____	3	_____	%
_____	_____		_____	%
_____	_____		_____	%
_____	_____		_____	%

**MINORITY and WOMEN OWNED BUSINESS ENTERPRISE**

Provide the business name and Tax Identification Number for all Contractors (including self) or Subcontractors that qualify as Minority or Women Owned Enterprises per the section in Part 2 – Contract titled "MINORITY AND WOMEN'S BUSINESS ENTERPRISE (MWBE) PARTICIPATION.

Johnstone Suupply

**Bidder Company Name** \_\_\_\_\_

## Award Summary Matrix

# 09109 - HVAC Parts

### HVAC Parts Matrix

Contract 09109

**Map showing Regions located at the bottom of the spreadsheet.**

Note: Refrigeration Supplies Distributor offers a 2% discount, net 30 days.

Contractor Name -->	Refrigeration Supplies Distributor	Johnstone Supply	MechTronic Controls
Abreviation key -->	<b>RSD</b>	<b>JS</b>	<b>MC</b>
Contractor Profile -->	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Belimo	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	65.0%	65%	65%	65%	65%	65%
Bell & Gossett (ITT)	Contractor	JS	JS	JS	JS	JS	JS
	Discount	40.0%	40%	40%	40%	40%	40%
Copeland Refrigeration	Contractor	JS	JS	JS	JS	JS	JS
	Discount	58.0%	58%	58%	58%	58%	58%
Honeywell Inc.	Contractor	JS	JS	JS	JS	JS	JS
	Discount	63.0%	63%	63%	63%	63%	63%
Invensys Building Systems Inc. (Paragon)	Contractor	JS	JS	JS	JS	JS	JS
	Discount	60.0%	60%	60%	60%	60%	60%
Johnson Controls	Contractor	RSD	MC	RSD	RSD	RSD	RSD
	Discount	59.0%	63.8%	59%	59%	59%	59%
Bacharach Instruments	Contractor	JS	JS	JS	JS	JS	JS
	Discount	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Baldor Motors	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Bohn Products (Heatcraft)	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	71.0%	71.0%	71.0%	71.0%	71.0%	71.0%
Bussmann	Contractor	JS	JS	JS	JS	JS	JS
	Discount	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
Chandler Refrigeration (Heatcraft)	Contractor	RSD	RSD	RSD	RSD	RSD	RSD

## Award Summary Matrix

### # 09109 - HVAC Parts

*Note: Refrigeration Supplies Distributor offers a 2% discount, net 30 days.*

<i>Contractor Name --&gt;</i>	<i>Refrigeration Supplies Distributor</i>	<i>Johnstone Supply</i>	<i>MechTronic Controls</i>
<i>Abbreviation key --&gt;</i>	<b>RSD</b>	<b>JS</b>	<b>MC</b>
<i>Contractor Profile --&gt;</i>	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Chandler Refrigeration (heatcraft)	Discount	71.0%	71.0%	71.0%	71.0%	71.0%	71.0%

## Award Summary Matrix

### # 09109 - HVAC Parts

*Note: Refrigeration Supplies Distributor offers a 2% discount, net 30 days.*

<i>Contractor Name --&gt;</i>	<i>Refrigeration Supplies Distributor</i>	<i>Johnstone Supply</i>	<i>MechTronic Controls</i>
<i>Abbreviation key --&gt;</i>	<b>RSD</b>	<b>JS</b>	<b>MC</b>
<i>Contractor Profile --&gt;</i>	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Climate Control Prod. (Heatcraft)	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	71.0%	71.0%	71.0%	71.0%	71.0%	71.0%
Compressors Unlimited Intl., LLC	Contractor	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS
	Discount	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Danfoss Products	Contractor	JS	JS	JS	JS	JS	JS
	Discount	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Dwyer Instruments, Inc.	Contractor	JS	JS	JS	JS	JS	JS
	Discount	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Flo-Control Inc.	Contractor	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS
	Discount	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Gates Rubber Co.	Contractor	JS	JS	JS	JS	JS	JS
	Discount	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Henry Technologies	Contractor	JS	JS	JS	JS	JS	JS
	Discount	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Highside Chemical Company	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	45.0%	45.0%	45.0%	45.0%	45.0%	45.0%
ITT McDonnell & Miller/Hoffman	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	31.0%	31.0%	31.0%	31.0%	31.0%	31.0%
J/B Industries Inc.	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Klein Tools Inc.	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	32.0%	32.0%	32.0%	32.0%	32.0%	32.0%
Larkin Refrigeration Products	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	71.0%	71.0%	71.0%	71.0%	71.0%	71.0%
Manitowoc Equipment Works	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Maple Chase (Paragon)	Contractor	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS

## Award Summary Matrix

### # 09109 - HVAC Parts

*Note: Refrigeration Supplies Distributor offers a 2% discount, net 30 days.*

<i>Contractor Name --&gt;</i>	<i>Refrigeration Supplies Distributor</i>	<i>Johnstone Supply</i>	<i>MechTronic Controls</i>
<i>Abreviation key --&gt;</i>	<b>RSD</b>	<b>JS</b>	<b>MC</b>
<i>Contractor Profile --&gt;</i>	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Whisper Chase (Paragon)	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%

## Award Summary Matrix

### # 09109 - HVAC Parts

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<i>Contractor Name --&gt;</i>	<i>Refrigeration Supplies Distributor</i>	<i>Johnstone Supply</i>	<i>MechTronic Controls</i>
<i>Abbreviation key --&gt;</i>	<b>RSD</b>	<b>JS</b>	<b>MC</b>
<i>Contractor Profile --&gt;</i>	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Motors & Armatures	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	57.5%	57.5%	57.5%	57.5%	57.5%	57.5%
Mueller Industries, Inc.	Contractor	JS	JS	JS	JS	JS	JS
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Nibco Inc	Contractor	JS	JS	JS	JS	JS	JS
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Nu-Calgon Products	Contractor	JS	JS	JS	JS	JS	JS
	Discount	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Ranco Controls	Contractor	JS	JS or MC	JS	JS	JS	JS
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Raychem HTS	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Refrigeration Hardware Supply Corp.	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
Ritchie Engineering	Contractor	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS	RSD or JS
	Discount	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Robertshaw Controls	Contractor	JS	JS or MC	JS	JS	JS	JS
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Robinair Manufacturing Corp.	Contractor	JS	JS	JS	JS	JS	JS
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Russell Products	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	73.0%	73.0%	73.0%	73.0%	73.0%	73.0%
Sealed Unit Parts Co, Inc.	Contractor	JS	JS	JS	JS	JS	JS
	Discount	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%
Siemens-Furnas Controls	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%
Smith A O Corp	Contractor	JS	JS	JS	JS	JS	JS

## Award Summary Matrix

### # 09109 - HVAC Parts

*Note: Refrigeration Supplies Distributor offers a 2% discount, net 30 days.*

<i>Contractor Name --&gt;</i>	<i>Refrigeration Supplies Distributor</i>	<i>Johnstone Supply</i>	<i>MechTronic Controls</i>
<i>Abreviation key --&gt;</i>	<b>RSD</b>	<b>JS</b>	<b>MC</b>
<i>Contractor Profile --&gt;</i>	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Smith A.C. Corp.	Discount	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%

## Award Summary Matrix

### # 09109 - HVAC Parts

*Note: Refrigeration Supplies Distributor offers a 2% discount, net 30 days.*

<i>Contractor Name --&gt;</i>	<i>Refrigeration Supplies Distributor</i>	<i>Johnstone Supply</i>	<i>MechTronic Controls</i>
<i>Abbreviation key --&gt;</i>	<b>RSD</b>	<b>JS</b>	<b>MC</b>
<i>Contractor Profile --&gt;</i>	 Refrigeration Supplies Distributor	 Johnstone Supply.pdf	 MechTronic.pdf

Manufacturer		Region					
		Olympic	Northwest	North Central	Eastern	Southwest	South Central
Sporlan Valves	Contractor	RSD	RSD	RSD	RSD	RSD	RSD
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Universal Enterprise Inc. (UEI)	Contractor	JS	JS	JS	JS	JS	JS
	Discount	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
White-Rodgers	Contractor	JS or RSD	RSD, JS or MC	RSD or JS	RSD or JS	RSD or JS	RSD or JS
	Discount	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%

