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Racine Contract # 3341

PRODUCT PRICING DISCOUNT SCHEDULE - 2023

Revised 1-1-2025

PRODUCT

TRANE

Refrigeration

Centrifugal

CODE

T-347

T-560

T-0047

T-747

Rotary

T-153

T-1530

T-154

T-895

T-1254

T-1307

T-1320

T-1338

RFP
Contract

SIZE

170-500 Tons

325-2000 Tons

1500-3950 Tons

180-390 Tons

175-425 Tons

140-425 Tons

140-500 Tons

150-300 Tons

115 - 500 Tons

140 - 230 Tons

150 - 300 Tons

150-500 Tons

Mult.

0.4316

0.4316

0.4316

0.4316

0.4252

0.4316

0.4316

0.4316

0.4017

0.4179

0.4179

0.4252

0.4161

0.4305

0.4305

0.4179

0.4345

0.4305

0.4062

0.4062

0.4062

ADD

T-703	RTWD STD Delivery Cycle	80-250	0.4092
	RTWD Packed Stock		0.4179
	RTWD Q Delivery Cycle (List Adj. 1.04)		0.4179
	RTUD STD Delivery Cycle		0.4179
	RTUD Q Delivery Cycle (List Adj. 1.04)		0.4179

Scroll & Reciprocating

T-664	CGAM STD Delivery Cycle	20-165 Tons	0.4046
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Modular Chillers

T-1460	MWC Thermafit Water-Cooled Modular Chiller		0.4264
	WXM Thermafit Water-to-Water Modular Heat Pump		0.4264
	MWS Thermafit Water-Source Modular Multi-Pipe		0.4264
T-1461	TACW Water-Cooled Magnetic Bearing Chillers		0.4264
T-1462	ACM Thermafit Air-Cooled Modular Chiller		0.4264
	AXM Thermafit Air-to-Water Modular Heat Pump		0.4264
	MAS Thermafit Air-Source Modular Multi-Pipe		0.4264

Air Cooled Condensers

T-385	CAUJ R-410A STD Delivery Cycle	20-60 Tons	0.3778
	CAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4337
T-386	CAUJ R-410A STD Delivery Cycle	80-120 Tons	0.3778
	CAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4337
T-447	CXRC STD Delivery Cycle		0.3638
T-286	CTA R-410A STD Delivery Cycle		0.3778

Other

T-201	RMWH Refrigerant Monitor STD Delivery		0.4887
T-208	SCBA Breathing Device STD Delivery		0.4887
T-222	AFD Retrofit Air Cooled		0.6545
T-185	AdaptiView Panel Upgrade		0.8204
T-190	Earthwise Purge STD Delivery		0.6445

T-114	Wye-Delta Starter STD Delivery	0.4645
	Medium Voltage Starter STD Delivery	0.4645
T-221	R'Newal	0.6544

Engineered Conversions

Unitary
Rooftops

Packaged Cooling		
T-161	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	3-10 Tons 0.3862
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3862
T-390	T_C (R-410A 3-PH) STD Delivery Cycle	3-10 Tons 0.3999
	T_C (R-410A 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3999
T-390	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons 0.3999
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3999
T-425	13TC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	0.3820
	13TC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3820
T-161	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons 0.3894
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle(List Adj. 1.05)	0.3894
T-390	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons 0.4094
	TSD/TSH (R410A, 3PH) 5-Day Delivery Cycle(List Adj. 1.05)	0.4094
T-382	TCD/TCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons 0.4147
	TCD/TCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)	0.4221
T-383	S_HF (R410A, 3PH) STD Delivery Cycle	20-75 Tons 0.4200
	S_HF (R410A, 3PH) Exp.Delivery Cycle (List Adj. 1.10)	0.4601
T-393	S_HG (R410A, 3PH) STD Delivery Cycle	90-130 Tons 0.4305
	S_HG (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.1	90-130 Tons 0.4305
T-504	INTELLIPAK II ROOFTOP	90-150 Tons 0.4326
T-1281	INTELLIPAK III ROOFTOP	0.4326
T-1413 (T-463)	TSD/TSH (R410A, 3PH) STD Delivery Cycle	12.5-25 Tons 0.4263
	TSD/TSH (R410A, 3PH) Exp. Del. Cycle (List Adj. 1.05)	0.4263
T-517	THC (R-410A, 15 SEER, 1-PH) STD Delivery Cycle	3-5 Tons 0.3936
	THC (R-410A, 15 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3936
T-1613 (T-518)	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	0.3675
	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3675
	THC (R-410A, 17 SEER, 3-PH) STD Delivery Cycle	3-5Tons 0.3675

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T-719	THC (R-410A, 17 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3675	
	T_C (R-410A, 13 SEER, 3-PH) STD Delivery Cycle 3-5 Tons	0.3404	
T-231	T_C (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3404	
	4TCY4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle	0.4221	
	4TCY4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	4TCC4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle	0.4221	
	4TCC4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	4TCY3 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle	0.4221	
T-232	4TCY3 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	4Y CZ (1-PH) R-410A, 16 SEER Std Delivery Cycle 2-5 Tons	0.4221	
T-237	4Y CZ (1-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	4YCC4 (R-410A, 14 SEER, 1-PH) STD Delivery Cycle	0.4221	
	4YCC4 (R-410A, 14 SEER, 1-PH) Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	4YCY4 (R-410A, 14 SEER, 3-PH) STD Delivery Cycle	0.4221	
	4YCY4 (R-410A, 14 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	Y CZ (3-PH) STD Delivery Cycle 3-5 Tons	0.4221	
	4Y CZ (3-PH) R-410A, 16 SEER Std Delivery Cycle 2-5 Tons	0.4221	
	4Y CZ (3-PH) R-410A, 16 SEER Exp. Del. Cycle (List Adj. 1.05)	0.4221	
	4YCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle 3-5 Tons	0.3675	
	4YCC3 (R-410, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)	0.3675	
T-513	YHC (1-PH) R-410A 15 SEER STD Delivery Cycle 3-5 Tons	0.3675	
	YHC (1-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)	0.3675	
T-1613 (T-514)	YHC (3-PH) R-410A 17 SEER STD Delivery Cycle 3-5 Tons	0.3675	
	YHC (3-PH) R-410A 17 SEER Exp. Del. Cycle (List Adj. 1.05)	0.3675	
T-1613 (T-514)	YHC (3-PH) R-410A 15 SEER STD Delivery Cycle 3-10 Tons	0.3675	
	YHC (3-PH) R-410A 15 SEER Exp. Del. Cycle (List Adj. 1.05)	0.3675	
T-726	YSC (1-PH) R-410A 13 SEER STD Delivery Cycle	0.3675	
	YSC (1-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)	0.3675	
	YSC (3-PH) R-410A 13 SEER STD Delivery Cycle	0.3675	
	YSC (3-PH) R-410A 13 SEER Exp. Del. Cycle (List Adj. 1.05)	0.3675	
	YSC (3-PH) R-410A 11 EER STD Delivery Cycle 6-10 Tons	0.3675	
	YSC (3-PH) R-410A 11 EER Exp. Del. Cycle (List Adj. 1.05)	0.3675	
	YSD/YSH (3-PH) R-410A STD Delivery Cycle 12 1/2-25 Tons	0.4263	
	YSD/YSH (3-PH) R-410A Exp Del. Cycle (List Adj.. 1.05)	0.4263	

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T-390	YCD/YCH (R410A, 3PH) STD Delivery Cycle	27.5-50 Tons	0.4147
	YCD/YCH (R410A, 3PH) QSQ Exp. Del. Cycle (List Adj. 1.10)		0.4221
T-351	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3400
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3400
T-390	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.3999
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.3999
T-415	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4221
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
T-425	13WC (R-410A, 13 SEER, 3-PH) STD Delivery Cycle	1.5-5 Tons	0.4221
	13WC (R-410A, 13 SEER, 3-PH) Exp. Del. Cycle (List Adj. 1.05)		0.4221
	4WCZ (1-PH) R-410A 16 SEER STD Delivery Cycle	3-5 Tons	0.4221
T-239	4WCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4WCY4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
	4WCY4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4WCC4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
	4WCC4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4DCZ (1-PH) R-410A 16 SEER STD Delivery Cycle		0.4221
	4DCZ (1-PH) R-410A 16 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4DCY4 (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
	4DCY4 (1-PH) R-410A 14 SEER Exp Del. Cycle (List Adj.. 1.05)		0.4221
T-241	4WCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.4221
	4WCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4DCZ (3-PH) R-410A 16 EER STD Delivery Cycle		0.4221
	4DCZ (3-PH) R-410A 16 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4WCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.4221
	4WCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4DCY (3-PH) R-410A 14 EER STD Delivery Cycle	3-5 Tons	0.4221
	4DCY (3-PH) R-410A 14 EER Exp Del. Cycle (List Adj.. 1.05)		0.4221
	4DCY (1-PH) R-410A 14 SEER STD Delivery Cycle		0.4221
T-728	4WCC3 (R-410, 13 SEER, 3-PH) STD Delivery Cycle	3-5 Tons	0.3492
	4WCC3 (R-410, 13 SEER, 3-PH) Exp Del. Cycle (List Adj.. 1.05)		0.3492
T-1613 (T-516)	WSC (R-410, 3-PH) STD Delivery Cycle	3-10 Tons	0.3675
	WSC (R-410, 3-PH) Exp Del. Cycle (List Adj.. 1.05)		0.3675
T-1413 (T-465)	WSD/WSH R-410A STD Delivery Cycle	12.5-20 Tons	0.4263

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	WSD/WSH R-410A Express Delivery Cycle(List Adj. 1.05)	0.4263
	Valent Product	0.9495
	TOA 100% Outside Air Unit (KCC Product)	0.9360
T-965	Foundation Units	0.4116
T-966	Foundation Units	0.4116
T-967	Foundation Units	0.4116
T-968	Foundation Units	0.4116
T-969	EAC Packaged Electric/Electric/Electric Rooftop-Found:	0.4116
T-970	GAC Packaged Gas/Electric Rooftop-Foundation Series	0.4116
T-1368	Foundation Units	0.4116
T-1369	Foundation Units	0.4116
T-1374	HAEX Mixed Air (KCC)	0.4198

Accessorie	T-160	Accessories	0.3799
	T-161	Heaters	0.3799
	T-161	Accessories	0.3799
	T-1689 (T-289)	Accessories	0.3799
	T-1489 (T-390)	Accessories	0.4179
	T-391	Accessories	0.3778
	T-413	Trenton Coils	0.3957
	T-415	Accessories	0.3778
	T-416	Accessories	0.3957
	T-418	Accessories	0.3400
	T-425	Accessories	0.4157
	T-968	Accessories	0.4379

Split Systems

T-413	4TXA/TXC/TXC-CC/TXF R-410A Encased DX Coils STD Delivery	0.4284
T-420	GAF2 R-410A AHU STD Delivery Cycle	0.4221
	GAF2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
	GAT2 R-410A AHU STD Delivery Cycle	0.4221
	GAT2 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
	TAM4 R-410A AHU STD Delivery Cycle	0.4221
	TAM4 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
	GAM5 R-410A AHU STD Delivery Cycle	0.4221

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T-885	GAM5 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.4221
	TEM3 R-410A AHU STD Delivery Cycle	0.4221
	TEM4 R-410A AHU STD Delivery Cycle	0.4221
	TEM6 R-410A AHU STD Delivery Cycle	0.4221
	TAM7 R-410A AHU STD Delivery Cycle	0.4221
	TAM7 R-410A AHU Exp. Del. Cycle (list Adj. 1.05)	0.0000
	4TTA R-410A STD Delivery	0.4242
T-427	4TTA R-401A Exp Del. Cycle (list adj. 1.05)	0.4242
T-426	4TTR3 R-410A STD Delivery	0.4242
	4TTR3 R-410A Exp. Del. Cycle (list adj. 1.05)	0.4242
T-887	4TTR5 R-410A STD Delivery	0.4221
	4TTR4 R-410A STD Delivery	0.4221
	4TTR6 R-410A STD Delivery	0.4221
	4TTR7 R-410A STD Delivery	0.4221
	TWE R-410A STD Delivery(3 phase)	0.3904
	TWE R-410A Exp. Del. Cycle (list Adj. 1.05)	0.3904
	TTA R-410A STD Delivery	0.3999
T-419	TTA R-410A EXP Del. Cycle (list adj. 1.05)	0.3999
T-351	TXE R-410A STD Delivery Cycle	0.3400
	TXE R-410A EXP Del. Cycle (list adj. 1.05)	0.3400
T-157	EV PX R-410A STD Delivery Cycle	0.3957
T-361	RAUJ R-410A STD Delivery Cycle	0.3841
	RAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)	0.3841
T-362	RAUJ R-410A STD Delivery Cycle	0.3841
	RAUJ R-410A QSQ Exp. Del. Cycle (List Adj. 1.10)	0.3841
Split Heat Pumps		
T-429	4TWA3 R-410A STD Delivery	0.4221
	4TWA3 R-410A EXP Del. Cycle (list adj. 1.05)	0.4221
T-884	4TWR5 R-410A STD Delivery	0.4221
	4TWR5 R-410A Exp. Del. Cycle (list adj. 1.05)	0.4221
	4TWR40 R-410A STD Delivery	0.4221
	4TWR60 R-410A STD Delivery	0.4221
	4TWR70 R-410A STD Delivery	0.4221
T-428	4TWR4042	0.4221

T-411	TWA R-410A STD Delivery Cycle	7.5-30 Tons	0.3904
T-431	TWA R-410A EXP Del. Cycle (list adj. 1.05)		0.3904
T-886	Gas Furnaces		0.4221
	Variable Speed Gas Furnaces		0.4221

T-1308	Mini-Split P Series		0.4004
T-1309	Mini-Split M Series		0.4004
T-1310	VRF Series		0.4264
	VRF - QNE		0.5200
T-1316	LEV Series		0.4264
	LEV - QNE		0.5200
T-1317	PUMY Series		0.4264
	PUMY Series - QNE		0.5200
T-1318	Lossney ERV Series		0.4264
	Lossney ERV Series - QNE		0.5200
T-1319	Premisys Series		0.4264
	Premisys Series - QNE		0.5200
T-1336	VRF Accessories		0.4264
T-1337	VRF Controls		0.4264
T-1380	Heat20 / QAHV - WE		0.5200
	Heat20 / QAHV - QNE		0.6342
T-1417	Hybrid VRF		0.4264
	Hybrid VRF - QNE		0.5200

T-248	SCRH/SCWH R-410A STD Delivery Cycle	3-15 Tons SCRH/7.5, 10, 12 Tons SCWH	0.3778
	SCHI/J R-410A Self-contained STD Delivery	5-15 Ton	0.3723
T-437	SCXG R-410A STD Delivery Cycle	20-35 Tons	0.3862

T-267	SCR/WF R-410A STD Deliver Cycle	20-110 Tons	0.4358
T-1353	CRAH - Computer Room Air Handlers	3-30 Tons	0.9495
T-1354	CRAC - Computer Room Air Conditioners	3-30 Tons	0.9495
T-1356	GEHV General WSHP MTO Delivery Cycle	0.5-25 Tons	0.3657
	GEHV General WSHP QSE Delivery Cycle (List Adj. 1.15)		0.4432
	GEHV General WSHP QSS Delivery Cycle(List Adj. 1.20)		0.5065
	GEHV General WSHP QSX Delivery Cycle(List Adj. 1.25)		0.5065
T-1355	EXX HI Eff WSHP		0.4748
T-326	GWS (Rooftop) MTO Delivery Cycle	0.5-25 Tons	0.3873
T- 327	VSHV (Variable Speed) WSHP MTO Delivery Cycle	2, 2 1/2, 3 1/2 & 4 '	0.4748
	VSHV (Variable Speed) WSHP QSE Delivery Cycle (List Adj. 1.15)		0.4748
	VSHV (Variable Speed) WSHP QSS Delivery Cycle (List Adj. 1.20)		0.4748
	VSHV (Variable Speed) WSHP QSX Delivery Cycle (List Adj. 1.25)		0.4748
T-176	EXHV-DXHV (High Efficiency) MTO Delivery Cycle	1.5-6 Tons	0.3694
	EXHV-DXHV (High Efficiency) QSE Delivery Cycle (List Adj. 1.15)		0.4432
	EXHV-DXHV (High Efficiency) QSS Delivery Cycle (List Adj. 1.20)		0.4432
	EXHV-DXHV (High Efficiency) QSX Delivery Cycle (List Adj. 1.25)		0.4432
T-331	GEC (Console) MTO Delivery Cycle	.5-1.5 Tons	0.3657
	GEC (Console) QSE Delivery Cycle(List Adj. 1.15)		0.4432
	EXW (water to water) MTO Delivery Cycle	4-20 Tons	0.3589
T-332	GET (Vertical Stack) MTO Delivery Cycle	.75-3 Tons	0.3589
	GET (Vertical Stack) QSE Delivery Cycle (List Adj. 1.15)		0.4432
	GET (Vertical Stack) QSS Delivery Cycle (List Adj. 1.20)		0.4432
	GET (Vertical Stack) QSE Delivery Cycle (List Adj. 1.25)		0.4432
T-078	WSHP Hose Kits MTO deliverey Cycle		0.3693
	WSHP Hose Kits QSE Delivery Cycle(List Adj. 1.15)		0.4432
	WSHP Hose Kits QSS Delivery Cycle(List Adj. 1.20)		0.4432
T-075	WSHP Accessories MTO Delivery Cycle		0.4432

Precision Cooling

Water Source Heat Pumps

Air Handling
Central Station Air Handlers

T-050	Performance CLCH STD Delivery Cycle	1500-60000 cfm	0.4391
	TCACS Catalytic Air Cleaning System STD Delievery Cycle		0.4959
T-050	Outdoor Performance CLCH STD Delivery Cycle	Sizes 3 thru 120	0.4326
T-051	Performance CLCH Custom Units		0.4391
T-200	Performance CLCH STD Delivery Cycle Unit Ctrls		0.4391
T-0958	UCAA Air handler (Size 3-30) STD Delivery		0.4643
	UCAA Air handler (Size 3-30) - E Delivery Cycle (List Adj. 1.20)		0.4643
	UCAA Air handler (Size 3-30)-Super E Delivery Cycle (List Adj. 1.30)		0.4643
T-0959	UCCA Air handler STD Delivery Cycle Unit Ctrls		0.4643
	UCCA Air handler - E Delivery Cycle Unit Ctrls (List Adj. 1.20)		0.4643
	UCCA Air handler - Super E Delivery Cycle Unit Ctrls (List Adj. 1.3)		0.4643

Custom Air Handlers

T-253	Ft. Smith STD Delivery Cycle		0.4062
T-260	Ft. Smith Controls STD Delivery Cycle		0.4062
T- 1276	Ft. Smith STD Delivery Cycle		0.4062
T-020	Stand Alone Fans		0.3778

Makeup Air Handlers

T-134	AHOA STD Delivery Cycle	1500-14000 cfm	0.3778
	AHOA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GFAA STD Delivery Cycle		0.3778
	GFAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GRAA STD Delivery Cycle	100-800 MBH	0.3778
	GRAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GSAA STD Delivery Cycle		0.3778
	GSAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
	GXAA STD Delivery Cycle	100-800 MBH	0.3778
	GXAA Expedited Delivery Cycle(List Adj. 1.15)		0.4221
T-137	DFOA STD Delivery Cycle	275-7975 MBH	0.3656
	DFIA STD Delivery Cycle	275-9075 MBH	0.3904

Coils - SureFit

Terminal Units
Variable Volume Units

T-081	CLCL STD Delivery Cycle	0.3702
T-082	HTCL STD Delivery Cycle	0.3702
	HRCL STD Delivery Cycle	0.3702
T-073	VCCF/VCWF/VCEF STD Delivery Cycle	0.3904
	VCCF/VCWF/VCEF QSQ Delivery Cycle(List Adj. 1.35)	0.5355
	VCCF/VCWF/VCEF QSE Delivery Cycle(List Adj. 1.40)	0.5387
T-283	VCCF/VCWF/VCEF Controls STD Delivery	0.3166
	VCCF/VCWF/VCEF Controls QSQ Delivery Cycle(List Adj. 1.35)	0.4723
	VCCF/VCWF/VCEF Controls QSE Delivery Cycle(List Adj. 1.40)	0.4723
T-073	VDDF STD Delivery Cycle	0.3904
	VDDF QSQ Delivery Cycle(List Adj. 1.35)	0.5354
	VDDF QSE Delivery Cycle(List Adj. 1.40)	0.5387
T-283	VDDF Controls STD Delivery Cycle	0.3000
	VDDF Controls QSQ Delivery Cycle(List Adj. 1.35)	0.4723
	VDDF Controls QSE Delivery Cycle(List Adj. 1.40)	0.4723
T-373	VSCF/VSEF/VSWF STD Delivery Cycle	0.3820
	VSCF/VSEF/VSWF QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	VSCF/VSEF/VSWF QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-293	VSCF/VSEF/VSWF Controls STD Delivery	0.3615
	VSCF/VSEF/VSWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4723
	VSCF/VSEF/VSWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4723
T-373	VPCF/VPEF/VPWF STD Delivery Cycle	0.3820
	VPCF/VPEF/VPWF QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	VPCF/VPEF/VPWF QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-293	VPCF/VPEF/VPWF Controls STD Delivery	0.3615
	VPCF/VPEF/VPWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4723
	VPCF/VPEF/VPWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4723
T-373	LSCF/LSEF/LSWF STD Delivery Cycle	0.3820
	LSCF/LSEF/LSWF QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	LSCF/LSEF/LSWF QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-293	LSCF/LSEF/LSWF Controls STD Delivery	0.3615
	LSCF/LSEF/LSWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4391
	LSCF/LSEF/LSWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4391

T-373	LPCF/LPEF/LPWF STD Delivery Cycle	0.3820
	LPCF/LPEF/LPWF QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	LPCF/LPEF/LPWF QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-293	LPCF/LPEF/LPWF Controls STD Delivery	0.3615
	LPCF/LPEF/LPWF Controls QSQ Delivery Cycle(List Adj. 1.23)	0.4337
	LPCF/LPEF/LPWF Controls QSE Delivery Cycle(List Adj. 1.29)	0.4337
T-473	VADA STD Delivery Cycle	0.3400
	VADA QSE Delivery Cycle(List Adj. 1.29)	0.6194
T-473	VARA STD Delivery Cycle	0.6194
	VARA QSE Delivery Cycle(List Adj. 1.29)	0.6194
T-109	VADA / VARA Controls STD Delivery Cycle	0.4653
	VADA / VARA Controls QSE Delivery Cycle(List Adj. 1.29)	0.4653
T-294	VAV DDC Retrofit Controller STD Delivery cycle	0.3778

Diffusers

T-273	VLSDA\VLRDA LINR STD Delivery Cycle	0.3778
	LINR QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	LINR QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA\VLRDA INDUCT STD Delivery Cycle	0.3778
	INDUCT QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	INDUCT QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA\VLRDA LITE STD Delivery Cycle	0.3778
	LITE QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	LITE QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA\VLRDA PERF STD Delivery Cycle	0.3778
	PERF QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	PERF QSE Delivery Cycle(List Adj. 1.29)	0.5276
	VLSDA\VLRDA ADJ. FLOW STD Delivery Cycle	0.3778
	ADJ. FLOW QSQ Delivery Cycle(List Adj. 1.23)	0.5276
	ADJ. FLOW QSE Delivery Cycle(List Adj. 1.29)	0.5276

Fan Coils

T-278	UniTrane STD Delivery Cycle	0.4242
	UniTrane E Delivery Cycle(List Adj. 1.20)	0.5090
	UniTrane Super E Del. Cycle(List Adj.1.30)	0.5514
	LOWBOY STD Delivery Cycle	0.4422

T-223	UniTrane Controls STD Delivery Cycle	0.4189
	UniTrane Controls QSE Delivery Cycle(List Adj. 1.20)	0.5026
	UniTrane Controls QSS Delivery Cycle(List Adj. 1.30)	0.5445
T-290	BCHD/BCVCDSTD Delivery Cycle	0.4242
	BCHD/BCVD E Delivery Cycle(List Adj. 1.20)	0.5065
	BCHD/BCVD Super E Delivery Cycle(List Adj. 1.30)	0.5487
T-1502	BCXE STD Delivery Cycle	0.4242
T-292	BCHD/BCVD Control STD Delivery	0.4326
	BCHD/BCVD Control E Delivery Cycle(List Adj. 1.20)	0.5217
	BCHD/BCVD Control Super E Delivery Cycle(List Adj. 1.30)	0.5652
T-1592	BCXE Control STD Delivery	0.4326

Unit Ventilators

T-042	VUVE STD Delivery Cycle	0.4200
	VUVE Q Delivery Cycle(List Adj. 1.20)	0.5040
T-042	HUVC STD Delivery Cycle	0.4200
	HUVC Q Delivery Cycle(List Adj. 1.20)	0.5040
T-042	ERSA STD Delivery Cycle	0.4200
	SW_A STD Delivery Cycle	0.4200
T-077	SHLA STD Delivery Cycle	0.4200
T-242	Unit Vent. Control HUVC STD Delivery	0.4115
	Unit Vent. Control VUVC STD Delivery	0.4115

Cabinet Unit Heater

T-277	FORCEFLO STD Delivery Cycle	0.4453
	FORCEFLO E Delivery Cycle(List Adj. 1.20)	0.5343
	FORCEFLO Super E Del. Cycle(List Adj. 1.30)	0.5789
T-223	FORCEFLO Controls STD Delivery Cycle	0.4189
	FORCEFLO Controls E Delivery Cycle(List Adj. 1.20)	0.5002
	FORCEFLO Controls Super E Del. Cycle(List Adj. 1.30)	0.5608

Unit Heaters

T-135	HBAC STD Delivery Cycle	0.4221
	HBAC Q Delivery Cycle(List Adj. 1.15)	0.4854
	GLPD/GLND STD Delivery Cycle	0.4221
	GLPD/GLND Q Delivery Cycle(List Adj. 1.15)	0.4854

T-136	UHSP STD Delivery Cycle	0.4432
T-236	UHSP Q Delivery Cycle(List Adj. 1.15)	0.5097
	UHAA STD Delivery Cycle	0.4347
	UHAA Q Delivery Cycle(List Adj. 1.15)	0.4999
	UHCA STD Delivery Cycle	0.4347
	UHCA Q Delivery Cycle(List Adj. 1.15)	0.4999
	UHWA STD Delivery Cycle	0.4347
	UHWA Q Delivery Cycle(List Adj. 1.15)	0.4999
	UHXA STD Delivery Cycle	0.4347
	UHXA Q Delivery Cycle(List Adj. 1.15)	0.4999
	UHEC STD Delivery Cycle	0.4347
	UHEC Q Delivery Cycle(List Adj. 1.15)	0.4999

Finned-Tube Radiation/Convector

T-236	EWFB STD Delivery Cycle	0.4347
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Building Automation Systems

T-104	ROVER STD Delivery Cycle	0.6229
T-107	ENDDVIC STD Delivery Cycle	0.6229
	ENDVIC Quick Del.(List Adj. 1.05)	0.6229
T-115	NEWSUMIT STD Delivery Cycle	0.6229
	NEWSUMIT Quick Del.(List Adj. 1.05)	0.6229
T-119	SPECIAL STD Delivery Cycle	0.6229
	SPECIAL Quick Del. (List Adj.1.20)	0.6229
T-131	TRACER SUMMIT SOFTWARE	0.6229
T-179	TRACER ES STD Delivery Cycle	0.6229
	TRACER ES Quick DEL.(List Adj. 1.05)	0.6229
T-182	LEGACY CONTROLLERS	0.6229
T-183	LCP STD Delivery Cycle	0.6229
	LCP Quick Del. Cycle(List Adj. 1.15)	0.6229
T-187	GENLCONT STD Delivery Cycle	0.6229
	GENLCONT Quic Del. Cycle(List Adj. 1.05)	0.6229
T-317	RMU STD Delivery Cycle	0.6229
T-318	WEB SERVER	0.6229
T-639	ZN517 PRODUCTS	0.6229

T-640	VV551 PRODUCTS	0.6229
T-641	MP503 Products	0.6229
T-642	EX2	0.6229
T-643	Enterprise Server	0.6229
T-644	AH541 Products	0.6229
T-645	ZN521 Products	0.6229
T-646	Tenant Services	0.6229
T-1009	Tracer SC	0.6229
T-1010	Tracer UC	0.6229
	UC 400 BacNet Controller	0.6229
	UC 600 Bacnet Controller	0.6229
T-1240	Meters	0.6229
T-1246	Light Commercial Building Controls	0.6229
T-1247	Wireless Controls	0.6229
T-1250	XM Expansion Modules	0.6229
T-1251	Enclosures	0.6229
T-1332	Smart Thermostats	0.6229

Equipment Rentals

TR-101	Trane Rentals (All Products)	0.4146
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Intelligent Services

TR-201	Active monitoring-off-site critical alarm management & r	0.9300
TR-202	Building Performance-initial & cont. HVAC system analy	0.9300
TR-203	Each additional point > 60 points	0.9300
TR-204	Tracer Ensemble (Price per panel)	0.9300
TR-204	Tenant Services (per 5 count)	0.9300
TR-204	Work order management	0.9300

Packaged Central Plant

PCP-2	TAS Packaged MCPA pumping package STD Delivery	0.9759
PCP-3	TAS MCPR plant with screw chillers STD delivery	0.9759
PCP-4	TAS MCPC plant with centrifugal chillers STD delivery	0.9759

Specialty Refrigeration

T-1312	Calmac Storage	0.4504
M-101	Multistack Modular Chiller STD Delivery	0.9495
	Pool Pack Systems	0.9495

Cooling Towers

E-100	AT Cooling Tower	0.9495
E-101	CAT Cooling Tower	0.9495
E-102	LPT Cooling Tower	0.9495
E-103	LSTB Cooling Tower	0.9495
E-104	USS Cooling Tower	0.9495
E-105	UT Cooling Tower	0.9495
E-106	PMT Cooling Tower	0.9495
E-107	ATWB Closed Circuit Coolers	0.9495
E-108	ESWA Closed Circuit Coolers	0.9495
E-109	LRWB Closed Circuit Coolers	0.9495
E-110	LSWE Closed Circuit Coolers	0.9495
E-111	PMWQ Closed Circuit Coolers	0.9495
E-112	WDW Closed Circuit Coolers	0.9495
E-113	NT Evaporators	0.9495
E-114	SCT Evaporators	0.9495
E-115	SST Evaporators	0.9495
E-116	SLT Evaporators	0.9495
E-117	TFC Evaporators	0.9495

Invertors

I-101	Yaskawa STD Delivery	0.9284
T-102	Trane TR 200	0.5697

Pumps

P-101	SERIES 4300	0.9495
P-102	IVS	0.9495
P-103	SERIES 4302/4382	0.9495
P-104	SERIES 4360/4380	0.9495
P-105	SERIES 4030/TD40SERIES 4280	0.9495
P-106	SERIES 4600	0.9495
P-107	SERIES 4700	0.9495
P-108	SERIES 4270	0.9495

Heat Recovery

A-101	AnnexAir & Custom AHUs	0.9495
CO-01	ConServ-Energy Recovery Ventilator (Heat Exchanger)	0.9500

Boilers & Water Heaters

CA-01	BLUEFLAME	0.9390
CA-02	CERAFLAME	0.9390
CA-03	DFx SERIES	0.9390
CA-04	DYNAFLAME	0.9390

CA-05	DYNAFORCE	0.9390
CA-06	DYNAMAX	0.9390
CA-07	MICROFLAME	0.9390
CA-08	MICROFLAME SERIES 2	0.9390
CA-09	MIROFLAME MODULATING	0.9390
CA-10	MICROFLAME SERIES GRANDE	0.9390
CA-11	SUREFLAME SERIES	0.9390
WH-100	Water Heaters	0.9390

PVI

PV-01	AG	0.9390
PV-02	Maxim	0.9390
PV-03	Platinum	0.9390
PV-04	Power VT	0.9390
PV-05	PowrVT Nox	0.9390
PV-06	Turbo	0.9390

Process Cool

Filtrene	EV-01	Process Coolers	0.9495
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Dust Collector

UA-01	SFC	0.9390
UA-01	BDC	0.9390
UA-02	C	0.9390
UA-03	DA,DB,DBM	0.9390
UA-04	F	0.9390
UA-05	MCB	0.9390
UA-06	PCT	0.9390
UA-07	SCA-SCB	0.9390
UA-08	SDC	0.9390

UA-09	SFC	0.9390
UA-10	V	0.9390
UA-11	VCC	0.9390

TE-01	Unit Ventilators	0.9495
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Dynamic	D-01	V-8	0.9284
	G-01	Stand-alone	0.9284
	G-02	In-line	0.9284
	S-001	Synexis	0.4167
		Genesis	0.9284

Solar	S-01	Solar Hybrid Collector	0.9100
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eH2O	HO-101	Water Treatment Systems	0.9500
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NOTES:

1. LIST PRICE ADJUSTMENT FACTORS ON "QUICK" CYCLE
OR PACKED STOCK ARE APPLIED BEFORE THE MULTIPLIER IS USED
2. ALL QUOTES WILL HAVE PRODUCT CODE AND PRODUCT DESCRIPTION
WITH MULTIPLIER AS LISTED IN THIS MATRIX
3. ALL EQUIPMENT TO BE F.O.B. JOBSITE-JBSITE COSTS ARE INCLUDED AS "NETS"
4. ANY FREIGHT COSTS ARE TO BE INCLUDED AS" NETS"

CONFIDENTIAL

- 5. ALL NON-TRANE EQUIPMENT LISTED REPRESENT A STANDARD OF QUALITY.
EQUIVALENT VENDORS USE SIMILAR DISCOUNTS
- 6. ALL EQUIPMENT SHALL HAVE ONE YEAR LABOR WARRANTY INCLUDED AS "NETS"
- 7. PRODUCTS WILL PERIODICALLY CHANGE BASED ON NEWLY DEVELOPED ITEMS
OR PRODUCT OBSOLETION FROM PRODUCTION.

QNE Affected Zones:**Zone #**

46 New York/Vermont

12 Philadelphia

54 Boston

28 New york/New Jersey

31 Pennsylvania

WE Affected Zones

15A/56 Washington

26/35/38 California

Billing Wage Rates

REGION		Hunton	TEXAS - GULF COAST				PACIFIC SOUTHWEST				
Effective Date 01/01/2025		Hourly Labor Rates									
		Zone 1	Zone 2	Zone 3	Zone 18	Zone 5	Zone 6	Zone 8	Zone 26	Zone 35	
		L4	K9,L3,L5,LP	B0,L6,L9	J8,J9,S4,K4,K6,T3	V2	V3,V8	V1	X2	W2	
		Houston, TX	Dallas / Ft.Worth, WTX	San Antonio / Austin, TX	Gulf States(LA, AL,MS,FL)	El Paso, TX	Arizona	New Mexico	Sacramento	Los Angeles	
		Labor Classification									
			Asbestos Worker	\$0.00	N/A	\$93.09	N/A	NA	\$0.00	NA	\$185.04
			Boilermaker	\$0.00	N/A	\$93.09	N/A	NA	\$0.00	NA	\$226.16
			Bricklayers; Masons	\$99.54	\$86.13	\$93.45	\$106.58	\$91.59	\$116.89	\$104.24	\$139.03
			Carpenter /Case worker	\$100.40	\$86.13	\$93.45	\$114.78	\$91.59	\$116.89	\$106.05	\$137.08
			Carpet Layers/Floor Installers	\$120.29	\$103.35	\$112.14	\$121.33	\$109.91	\$138.32	\$118.61	\$137.39
			Concrete Finishers	\$152.95	\$130.93	\$130.29	\$135.27	\$139.22	\$175.30	\$156.37	\$221.13
			Data Comm/Telecom Installer	\$125.84	\$125.84	\$125.84	\$125.84	\$125.84	\$125.84	\$125.84	\$125.84
			Delivery personnel	\$121.12	\$103.35	\$102.85	\$113.14	\$109.91	\$138.32	\$116.81	\$0.00
			Drywall Installers; Ceiling Installers	\$101.37	\$86.13	\$85.71	\$100.01	\$91.59	\$116.89	\$106.05	\$0.00
			Electricians	\$174.79	\$146.44	\$145.73	\$184.46	\$137.40	\$183.18	\$165.35	\$169.35
			Elevator Mechanics	\$209.02	\$180.88	\$180.01	\$222.99	\$192.34	\$241.43	\$209.24	\$0.00
			Glaziers	\$85.68	\$70.64	\$70.29	\$83.63	\$75.10	\$95.43	\$86.25	\$146.55
			Heavy Equipment Operators	\$110.77	\$89.58	\$89.14	\$95.10	\$95.25	\$120.71	\$107.84	\$221.13
			HVAC Commercial A/C technician	\$173.01	\$215.48	\$214.42	\$170.52	\$185.12	\$188.85	\$185.12	\$197.45
			HVAC Light Commercial	\$134.14	\$174.00	\$160.35	\$139.37	\$176.20	\$173.64	\$176.20	\$150.28
			HVAC Helper	\$96.86	\$161.00	\$125.53	\$139.37	\$140.18	\$148.01	\$140.18	\$143.29
			HVAC Field Supervisor	\$202.48	\$235.00	\$192.30	\$178.71	\$138.40	\$227.85	\$138.40	\$214.93
			HVAC Refrigeration technician	\$153.17	\$235.00	\$199.82	\$170.52	\$161.75	\$173.29	\$161.75	\$204.93
			HVAC Duct installer	\$135.44	\$174.00	\$125.14	\$134.44	\$138.40	\$146.20	\$138.40	\$150.28
			HVAC Filter technician	\$96.52	\$161.00	\$125.14	\$139.37	\$138.40	\$146.20	\$138.40	\$139.79
			HVAC Building Automation technician	\$201.65	\$235.00	\$212.33	\$188.56	\$190.49	\$214.34	\$190.49	\$237.64
			Insulators	\$115.80	\$80.97	\$80.57	\$122.97	\$86.09	\$115.04	\$107.84	\$193.63
			Ironworkers	\$94.76	\$74.08	\$73.72	\$91.82	\$78.78	\$79.68	\$105.60	\$94.95
			Laborers	\$85.68	\$60.28	\$111.43	\$81.99	\$64.13	\$79.68	\$97.07	\$84.78
			Lathers	\$104.71	\$86.13	\$85.71	\$101.67	\$91.59	\$116.89	\$102.45	\$105.12
		Light Equipment Operators	\$104.71	\$86.13	\$111.43	\$108.22	\$91.59	\$116.89	\$107.84	\$111.91	
		Metal Building Assembler	\$0.00	N/A	\$145.17	N/A	NA	\$0.00	NA	\$0.00	
		Millwrights	\$104.71	\$86.13	\$85.71	\$100.01	\$91.59	\$116.89	\$102.45	\$103.43	
		Operating Engineer	\$104.71	\$149.92	\$149.92	N/A	\$149.92	\$149.92	\$149.92	\$97.27	

Painters/Wall Covering Installers	\$132.42	\$89.58	\$84.00	\$103.31	\$89.76	\$112.83	\$97.10	\$106.82	\$153.37
Pipefitters	\$154.25	\$119.77	\$120.33	\$144.30	\$93.44	\$150.03	\$145.58	\$193.63	\$215.29
Plasterers	\$154.49	\$180.88	\$180.01	\$168.88	\$192.34	\$241.59	\$204.88	\$132.18	\$176.92
Plumbers	\$154.25	\$119.74	\$145.73	\$145.94	\$113.57	\$150.03	\$121.29	\$136.81	\$215.29
Project Manager	\$203.62	\$213.60	\$209.22	\$201.68	\$91.59	\$206.44	\$190.49	\$227.81	\$312.45
Project Adminstrator	\$107.62	\$171.42	\$171.42	\$73.78	\$101.62	\$101.62	\$99.69	\$166.38	\$170.86
Roofers	\$132.77	\$172.26	\$171.43	\$188.56	\$183.18	\$230.05	\$204.88	\$140.17	\$224.62
Sheet Metal Workers	\$143.32	\$120.58	\$145.17	\$137.73	\$91.59	\$150.03	\$145.58	\$153.17	\$192.07
Sprinkler Fitters	\$104.71	\$120.58	\$145.38	\$142.66	\$126.39	\$157.71	\$142.00	\$145.15	\$193.32
Terrazzo Workers	\$99.54	\$84.41	\$145.73	\$116.42	\$89.76	\$126.58	\$117.19	\$160.28	\$166.93
Tile Setters	\$104.71	\$84.41	\$84.00	\$102.48	\$89.76	\$112.83	\$97.05	\$137.39	\$176.06
Waterproofers/Caulkers	\$94.76	\$80.97	\$80.57	\$95.10	\$86.09	\$107.16	\$95.27	\$144.68	\$183.55
Geothermal Well Field Labor	\$190.84	\$163.65	\$162.87	\$193.49	\$174.04	\$218.52	\$185.12	\$109.38	\$161.92
Engineering Design	\$279.12	\$258.42	\$214.29	\$307.44	\$210.61	\$281.91	\$233.65	\$208.29	\$301.46
Energy Engineer	\$243.44	\$210.05	\$135.67	\$234.08	\$202.81	\$202.81	\$202.81	\$208.29	\$301.46
Project Engineering	\$201.88	\$146.43	\$162.87	\$137.73	\$112.07	\$208.60	\$177.92	\$208.29	\$340.40
Drafting	\$180.03	\$146.43	\$162.87	\$137.73	\$174.04	\$215.43	\$185.75	\$208.29	\$340.40
Architectural	\$306.38	\$284.23	\$257.14	\$368.93	\$274.77	\$339.40	\$291.13	\$344.33	\$433.36
Test & Balance Technician	\$173.04	\$161.91	\$161.15	\$245.96	\$172.20	\$183.18	\$168.86	\$204.24	\$177.54
Infrared Technician	\$256.62	\$206.60	\$256.62	\$256.62	\$209.58	\$221.82	\$224.88	\$195.00	\$218.57
Water Treatment Technician	\$167.61	\$120.60	\$167.61	\$167.61	\$194.28	\$194.28	\$125.81	\$204.24	\$231.38
Miscellaneous Material Margin	28.50%	28.50%	28.50%	28.50%	28.50%	28.50%	28.50%	28.50%	28.50%

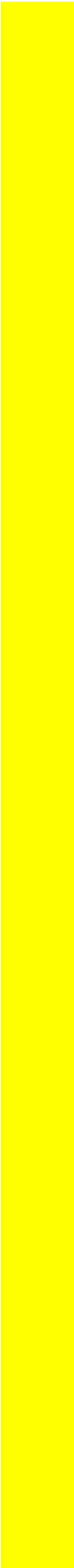
NOTES:

1. ALL LABOR RATES ARE BASED ON STANDARD HOURS
2. OVERTIME RATES (AFTERHOURS, SATURDAY): 1.50 X STANDARD RATES
3. OVERTIME RATES (SUNDAY, HOLIDAYS): 2.00 X STANDARD RATES
4. PER DIEM RATES: \$100/DAY/PERSON (WHEN REQUIRED) EXCEPT AK & HI \$200/DAY/PERSON
5. MINIMUM CHARGE OF 2 HOURS FOR ALL OVERTIME WORK
6. RATES WILL BE ADJUSTED ANNUALLY AT RENEWAL DATE BASED ON THE FOLLOWING FORMULA:

Percent field labor adjustment factor change from the previous year (60%)

Percent material price index change from the previous year (30%)

Percent office and operating expense changes from the previous year (10%)
7. Published labor rates are the maximum allowable under the contract. Lower labor rates may be extended to the customer based on specific needs



	FLORIDA										GREATER NORTHEAST									
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Zone 30A	Zone 40	Zone 41	Zone 42	Zone 57	Zone 46A	Zone 46B	Zone 46C	Zone 46D	Zone 47	Zone 48	Zone 54A	Zone 54B
R1	H4 H6	H2 H7	H3	H5	B2	C1	C4 C5	C1	NY	C3	A5	A1
	South Florida	North Florida	Central Florida	Florida	New York, Connecticut & Vermont				NYC	Buffalo	Providence, RI	Springfield, MA
Chicagoland	South (West Palm Beach, Miami)	North (Jacksonville Gainsville, Tallahassee)	Central (Orlando)	Tampa	Connecticut	Albany - South (Counties Attached)	Rochester & Syracuse (Counties Attached)	Albany - North & Vermont (Counties Attached)	New York City, Westchester, Long Island	Buffalo	Providence, RI	Springfield, MA
N/A	NA	NA	NA	\$0.00	NA	NA	NA	NA	\$255.26	\$0.00	\$173.31	\$199.91
\$237.48	\$268.83	\$268.83	\$268.83	\$268.83	\$199.75	\$199.75	\$199.75	\$199.75	\$256.33	\$199.75	\$191.43	\$220.80
\$228.17	\$134.41	\$134.41	\$134.41	\$134.41	\$148.25	\$140.45	\$132.65	\$132.65	\$212.47	\$140.45	\$128.38	\$148.07
\$240.34	\$151.22	\$151.22	\$151.22	\$151.22	\$163.86	\$159.17	\$156.05	\$156.05	\$214.57	\$159.17	\$124.72	\$143.86
\$209.83	\$151.22	\$151.22	\$151.22	\$151.22	\$148.25	\$140.45	\$132.65	\$132.65	\$214.57	\$140.45	\$118.48	\$136.66
\$236.00	\$151.22	\$151.22	\$151.22	\$151.22	\$148.25	\$140.45	\$132.65	\$132.65	\$212.47	\$140.45	\$136.98	\$158.00
\$208.64	\$210.02	\$210.02	\$210.02	\$210.02	\$195.07	\$187.26	\$179.46	\$179.46	\$275.87	\$125.84	\$122.55	\$139.73
\$186.59	\$92.42	\$92.42	\$92.42	\$92.42	\$132.65	\$127.96	\$124.84	\$124.84	\$165.26	\$127.96	\$67.12	\$77.43
\$240.34	\$126.01	\$126.01	\$126.01	\$126.01	\$152.93	\$148.25	\$140.45	\$140.45	\$191.56	\$148.25	\$124.72	\$143.86
\$245.78	\$294.04	\$294.04	\$294.04	\$294.04	\$195.07	\$187.26	\$179.46	\$179.46	\$275.87	\$187.26	\$193.33	\$223.00
\$269.41	\$310.83	\$310.83	\$310.83	\$310.83	\$215.35	\$202.87	\$199.75	\$199.75	\$217.48	\$202.87	\$213.85	\$246.66
\$237.37	\$159.61	\$159.61	\$159.61	\$159.61	\$148.25	\$140.45	\$134.21	\$134.21	\$214.57	\$140.45	\$132.77	\$153.13
\$266.29	\$210.02	\$210.02	\$210.02	\$210.02	\$195.07	\$184.14	\$177.90	\$177.90	\$230.05	\$184.14	\$149.03	\$171.91
\$286.00	\$193.14	\$193.14	\$193.14	\$193.14	\$241.88	\$210.67	\$193.51	\$193.51	\$239.48	\$219.02	\$223.75	\$258.18
\$237.79	\$159.61	\$159.61	\$159.61	\$159.61	\$218.48	\$210.67	\$193.51	\$193.51	\$229.70	\$219.02	\$223.75	\$258.18
\$209.83	\$151.22	\$151.22	\$151.22	\$151.22	\$218.48	\$210.67	\$193.51	\$193.51	\$157.55	\$219.02	\$179.01	\$206.46
\$292.66	\$210.02	\$210.02	\$210.02	\$210.02	\$241.88	\$210.67	\$193.51	\$193.51	\$271.32	\$210.67	\$246.14	\$283.91
\$285.06	\$184.81	\$184.81	\$184.81	\$184.81	\$202.87	\$210.67	\$193.51	\$193.51	\$229.85	\$247.80	\$223.78	\$258.11
\$246.81	\$184.81	\$184.81	\$184.81	\$184.81	\$202.87	\$210.67	\$193.51	\$193.51	\$255.26	\$210.67	\$186.63	\$224.34
\$209.83	\$142.82	\$142.82	\$142.82	\$142.82	\$218.48	\$210.67	\$193.51	\$193.51	\$157.55	\$210.67	\$149.17	\$172.06
\$237.79	\$216.31	\$216.31	\$216.31	\$216.31	\$249.69	\$240.32	\$216.91	\$216.91	\$278.31	\$255.40	\$239.65	\$264.80
\$243.12	\$193.23	\$193.23	\$193.23	\$193.23	\$195.07	\$187.26	\$179.46	\$179.46	\$255.26	\$187.26	\$173.31	\$199.91
\$258.85	\$159.61	\$159.61	\$159.61	\$159.61	\$179.46	\$171.66	\$163.86	\$163.86	\$194.55	\$171.66	\$159.00	\$183.42
\$256.65	\$92.42	\$92.42	\$92.42	\$92.42	\$124.84	\$120.16	\$117.04	\$117.04	\$165.26	\$120.16	\$99.50	\$114.77
\$240.34	\$159.61	\$159.61	\$159.61	\$159.61	\$205.99	\$198.19	\$190.39	\$190.39	\$214.57	\$198.19	\$122.41	\$141.20
\$251.09	\$126.01	\$126.01	\$126.01	\$126.01	\$148.25	\$140.45	\$132.65	\$132.65	\$224.56	\$140.45	\$77.57	\$89.48
\$246.81	\$151.22	\$151.22	\$151.22	\$151.22	\$187.26	\$171.66	\$159.17	\$159.17	N/A	\$0.00	\$159.00	\$183.42
\$240.34	\$151.22	\$151.22	\$151.22	\$151.22	\$205.99	\$198.19	\$190.39	\$190.39	\$214.57	\$198.19	\$144.73	\$166.95
\$261.16	\$151.22	\$151.22	\$151.22	\$151.22	\$202.87	\$0.00	\$187.26	\$187.26	\$230.05	\$0.00	\$223.78	\$258.11

Worker Classification Definition Sheet	
Architect	Professional Licensed designer providing Architectural drawings
Asbestos Worker	Worker who removes & disposes of asbestos materials.
Boilermaker	Worker who Assembles boilers, tanks, vats and pressure vessels. The duties of the boilermaker include welding, acetylene burning, riveting, caulking, rigging, fitting up, grounding, reaming and impact machine operating.
Carpenter	Worker who builds wood structures or structures of any material which has replaced wood. Includes rough & finish carpentry, hardware and trim.
Carpet Layer/Floor Installer	Worker who installs carpet and/or floor coverings-vinyl tile.
Concrete Finisher	Worker who floats, trowels and finishes concrete.
Data Comm/Telecom Installer	Worker who installs data/telephone & television cable & associated equipment and accessories
Delivery Personnel	Worker who can deliver materials to other HVAC personnel as well as work as a second man on jobs if necessary.
Drafting	Worker who provides detail engineering or BAS drawings utilizing CADD type documents
Drywall/Ceiling Installer	Worker who installs metal framed walls & ceilings, drywall coverings, ceiling grids and ceilings
Electrician	Skilled craftsman who installs or repairs electrical wiring & devices, low medium and high voltage. Includes fire alarm systems, digital locksmithing and HVAC electrical controls
Elevator Mechanic	Craftsman skilled in the installation & maintenance of elevators, escelators or peplemovers.
Energy Engineer	Skilled Engineer (can but need not be licensed) who can develop energy conservation measures (ECMs) at a given site and can determine financial analysis and project energy savings in a Pro Forma as well as providing measurement and verification of that analysis
Engineering Design	Professional Licensed Engineer who layouts HVAC, Plumbing, Electrical, Structural or Civil systems
Fire Proofing Installer	Worker who sprays or applies fire proofing materials.
Geothermal Well Field Labor	Worker who lays coiled pipe and tests and connects to HVAC equipment in earthen trench
Glazier	Worker who installs glass, glazing and glass framing.
Heavy Equipment Operator	Includes, but not limited to, all Cat tractors, all derrick-powered, all power operated cranes, back-hoe, back filler, power operated shovel, winch truck, all trenching machines
HVAC Building Automation technician	Worker who is capable of working on programming & setting up building automation systems along with the ability to troubleshoot, upgrade and maintain these systems
HVAC Commercial A/C technician	Worker who is capable of working on large commercial equipment up to 6000 tons, Commercial HVAC systems, specialized work including thermal storage, air transit / jetbridge systems, heat transfer solutions.
HVAC Light Commercial	Worker who is capable of working on small commercial, both unitary and applied, systems.
HVAC Duct installer	Worker who fabricates & installs ductwork, duct components and duct control devises. Assists with some equipment installation.
HVAC Field Supervisor	Worker who monitors jobsite quality as well as provide technical support to all other HVAC technician skill levels. Including facility management, technician quality and supervision.
HVAC Filter technician	Worker who changes filters in all types of HVAC equipment as well as minor maintenance on light commercial equipment such as changing worn belts.
HVAC Helper	Worker who can assist a commercial, light commercial or refrigeration technician as well as perform minor analysis and repairs on equipment. Including assistance to the facility manager and other roles included in the facility operation.
HVAC Refrigeration technician	Worker who is capable of working on low temperature refrigeration equipment, including ammonia, as well as small commercial equipment.
Insulator	Worker who applies, sprays or installs insulation.

Worker Classification Definition Sheet	
Iron Worker	Skilled craftsman who erects structural steel framing & installs structural concrete rebar.
Laborer/Helper	Worker qualified for only unskilled or semi-skilled work. Lifting, carrying materials and tools, hauling, digging, clean-up.
Lather/Plasterer	Worker who installs metal framing & lath. Worker who applies plaster to lathing & installs associated accessories
Light Equipment Operator	Includes, but not limited to, automatic door service and maintenance, air compressors, truck crane driver, flex plane, light building elevator, form grader, concrete mixer (less than 14cf), conveyer, and pest control applicators.
Mason; Bricklayer	Craftsman who works with masonry products, stone, brick, block or any material substituting for those materials and accessories.
Metal Building Assembler	Worker who assembles pre-made metal buildings.
Millwright	Mechanic specializing in the installation of heavy machinery, conveyance, wrenches, dock levelers, hydraulic lifts & align pumps.
Painter/Wall Covering Inst.	Worker who prepares wall surfaces & applies paint and/or wall covering, tape & bedding.
Pipefitter	Trained worker who installs piping systems, chilled water piping & hot water (boiler) piping, pneumatic tubing controls, chillers, boilers & associated mechanical equipment.
Plumber	Skilled craftsman who installs domestic hot & cold water piping, waste piping, storm system piping, water closets, sinks, urinals, and related work.
Project Engineering	Worker who monitors the engineering documents as well as provide technical support regarding the engineering plans and specifications as designed by the Professional Engineer. Worker is responsible for maintaining project status and reports.
Project Manager	Worker who monitors quality as well as provide technical support to all other HVAC technician skill levels and is responsible for jobsite supervision, maintaining project status, building operations and project reports. Respnsible for overall project delivery timeline.
Project Administrator	Worker who provides administrative support to all technician skill levels and is responsible for all administrative functions of the project such as billings, contracts, work orders coordination & legal requirements, purchase orders, sales tax certificates as well as proper record keeping.
Roofer	Worker who installs roofing materials, Bitumen (asphalt & coal tar) felts, flashings, all types roofing membranes & associated products.
Sheet Metal Worker	Worker who installs or modifys sheet metal products. Roof metal, flashings & curbs, ductwork, mechanical equipment and associated metals.
Sprinkler Fitter	Worker who installs fire sprinkler systems & fire protection equipment.
Terrazzo Worker	Craftsman who places & finishes Terrazzo.
Tile Setter	Worker who prepares wall and/or floor surfaces & applies ceramic tiles to these surfaces
Waterproofer/Caulker	Worker who applies water proofing material to buildings. Products include sealant, caulk, sheet membrane, liquid membranes, sprayed, rolled or brushed.
Test & Balance Technician	Certified technician per AABC or NEBB standards trained to perform water and air balance. Also provides sound and vibration testing and preparing of certified reports
Infrared Technician	Worker who utilizes infrared photography (or similar technology) to determine location of thermal heat losses, thermal & metalurgy imaging properties.
Water Treatment Technician	Certified technician who is trained to evaluate analytical test results on boiler system water, condenser water, and chill water samples and to make appropriate recommendations regarding residual levels, cycles, and feed rates.