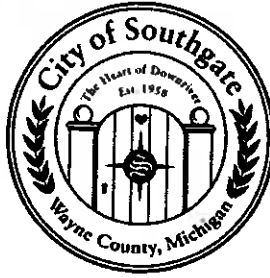


JOSEPH G. KUSPA
Mayor

JANICE M. FERENCZ
City Clerk

CHRISTOPHER P. ROLLET
Treasurer



City of Southgate

- CITY COUNCIL -

ZOEY KUSPA
Council President

CHRISTIAN GRAZIANI

KAREN E. GEORGE

PRISCILLA AYRES-REISS

PHILLIP J. RAUCH

ADRIENE PRICE

ED GAWLIK JR.

Memorandum

To: Honorable City Council Members

From: Dan Marsh, City Administrator *DM*

Date: August 4, 2026

Re: Request for Replacement HVAC Unit for Fire Department – **Waiver of Bid**

I have reviewed the above with the DPS Director and concur with his recommendation to waive the City bid process and approve the quote from Flo-Aire Heating and Cooling (Southgate, MI) to replace a rooftop HVAC unit at the Fire Department in the amount of \$11,315.00. The Administration recommends full replacement because the unit is approximately 20 years old. Flo-Aire is the City's approved HVAC vendor.

Funds are available in the General Fund.

If you have any questions please contact me.

Proposed Motion: *To waive the City bid process and approve the quote from Flo-Aire Heating and Cooling (Southgate, MI) to replace the Fire Department HVAC Unit in the amount of \$11,315.00.*



DEPARTMENT OF PUBLIC SERVICES

14719 Schafer Court· Southgate, Michigan 48195
Ph: (734) 258-3079· Fax: (734) 246-1333

Memorandum

To: The Honorable Mayor and Members of City Council

From: Phil Ferro, DPS Director

Date: August 3, 2026

Re: Request for Waiver of Bid – HVAC Unit

The Department of Public Services is requesting a bid waiver in the amount of \$11,315.00, to remove and replace the HVAC unit at the Fire Department. Flo-Aire Heating and Cooling is our current Heating and Cooling contractor and has been for the last several years.

I recommend the City waive the bid process and approve Flo-Aire Heating and Cooling to remove and replace the HVAC unit at the Fire Department. The existing unit is approximately 20 years old and parts to repair this unit are 3-4 weeks to obtain. If approved, the new HVAC unit could be installed this Friday, August 7, 2026. I respectfully request this item be placed on the City Council agenda for purposes of bid waiver and purchase approval.

If you have any questions, please contact me. I would appreciate your favorable consideration of this request.

Enclosure

SW



QUOTE #3582

SENT ON:

Aug 03, 2026

RECIPIENT:

The City of Southgate D.P.S.

14719 Schafer Ct.
Southgate, MI 48195

Phone: 734-341-9477

SERVICE ADDRESS:

14730 Reaume Parkway
Southgate, Michigan 48195

SENDER:

Flo-Aire Heating & Cooling

15761 Eureka Road
Southgate, Michigan 48195

Phone: 734-285-1809

Email: estimating@flo-aire.com

Website: <https://floaireheatingcooling.com/>

Product/Service	Description	Qty.	Unit Price	Total
Rheem RTU	We will remove and properly dispose of existing Equipment. We will install 1 Rheem 5 ton 480 volt 3 Phase RTU with 120,000 Btu's of heat set on existing curb provide code compliant Economiser new commercial 7 day stat and new smoke detector tie to existing gas duct work & electrical Provide crane to lift unit Warranty 10 years on heat exchanger by Mfg. 5 years on compressor by Mfg. 1 year on parts by Mfg. 1 year on Labor by Flo-aire Old Unit Model # 580FEV060115ABGA Serial # 1405G30201 New unit Model # RGE CYB060ACU12BAAAAO Unit will take 2 to 3 business days to get once Authorized Existing unit is Approx 20 years old and parts to repair this unit are Approx. 3 to 4 weeks to get and due to the cost of repair and age of unit it is not recommended to repair	1	\$11,315.00	\$11,315.00

Total

\$11,315.00



QUOTE #3582

SENT ON:

Aug 03, 2026

Reviews

Loree Collett



We had our furnace and air conditioner replaced. Mike and Ethan were our installation team and were delightful! They are GREAT representatives for the company and wonderful young men who were respectful of our home. They explained the process for the two day installation and encouraged us to ask any questions. We got a call each morning so we knew when they would arrive. Overall our experience from the call to ask questions about options for replacements, getting quotes, making the decision to purchase, to Mike and Ethan installing our fur...

Mark Hastings



The guys did a great job in my AC install. They were there on time, completed work in a reasonable amount of time, cleaned up after themselves and reviewed the job when they were complete. You can't ask for anything better.

Julie Picknell



Hard working...honest...respectful

This quote is valid for 15 days. Pricing is subject to change after this period.

Payment Terms: Due Upon Receipt

- Cash payments must be for the exact amount. Installers do not carry cash or change for safety reasons.
- A 3% processing fee applies to all credit and debit card payments.
- Checks are accepted. A \$30 fee will be charged for any returned check.
- Balances not paid within thirty (30) days are subject to a 1.5% monthly late fee, plus any applicable collection and attorney fees.

All pets must be secured prior to and during service for the safety of our team and your animals.

**Flo-Aire is not responsible for theft or damage once equipment has been delivered and set in place.

Signature: _____ Date: _____