



CORPORATE HEADQUART  
260 PALERMO AVE  
CORAL GABLES, FL 33134



October 30, 2025  
**VALIANT HOUSE CONDO**  
801 South Ocean Drive  
Hollywood Florida 33019

# VALIANT HOUSE CONDO STAIRWELL PRESSURIZATION.

Project ELSS No. 1.6886

Dear Board of Directors:

SOCOTEC Life Safety LLC has prepared a Request for Proposal for the Valiant House Condo Project. Bids were received from the following companies.

## **STAIR PRESSURIZATION**

- Apogee HVAC Solutions
- Smart-Air Systems, Inc
- Cool-Trace Mechanical

In review of the bids submitted by contractors, they summed up the following metrics:

- Pricing for an inclusive project
- Performance and schedule understanding
- Warranty, Bonding, & Insurance coverage

## **OVERVIEW OF BIDS: STAIR PRESSURIZATION**

Bids were received from the prospective vendors and were in varying compliance with the requirements of the project specification. A brief review of each bid follows:

### **Apogee:**

**Apogee:** Has provided a proposal through their Miami Office with a base price of **\$275,000.00** (Turnkey) excluding performance Bond at 1.5% to 2% of the total cost (**\$5,500.00**) The Scope of work includes Two fans, louvers and dampers, VFDs, and Associated Controllers. Engineering services, electrical, Test and balance report, Scanning and Coring of slabs, and Structural engineering are also included as well as permitting.

Below are some insights into the team at Apogee:

Apogee HVAC Solutions is a trusted, client-focused mechanical contracting company based in Miami, Florida, with over 30 years of proven expertise in delivering high-quality heating, ventilation, and air conditioning services. Recognized as a leading provider in the region, they proudly serve a diverse clientele ranging from large-scale enterprises and commercial facilities to small businesses and residential homeowners, offering tailored solutions that ensure comfort, efficiency, and long-term reliability. Their comprehensive service portfolio includes expert

HVAC installation, preventative maintenance programs, and prompt, precise repair services designed to keep systems running at peak performance. In addition, they specialize in advanced energy management control systems, helping clients optimize energy use, reduce operational costs, and create environmentally sustainable indoor environments. Whether it's a new construction project, a system upgrade, or routine upkeep, their team works diligently to deliver solutions that meet both immediate needs and long-term goals. What sets Apogee apart is their dual capability as both a certified mechanical contractor and a licensed General Contractor in the state of Florida. This unique qualification allows them to manage projects from concept through completion with unmatched efficiency, ensuring seamless coordination across all trades and phases of work. At Apogee HVAC Solutions, they pride themselves on combining technical excellence, personalized customer care, and innovative approaches to create cozier, healthier, and more controlled indoor environments. Their commitment to quality craftsmanship, timely project delivery, and lasting results has made them a trusted partner for clients across South Florida seeking dependable and forward-thinking HVAC solutions

## **Smart-Air**

**Smart-Air** Has provided a proposal from their Deerfield Beach office and provided a price of **\$242,780.00**. The scope is for Two fans, louvers and dampers, VFDs, associated controls, and electrical. Smart-Air allotted a cost of **\$10,200.00** for permitting and their estimated cost to provide a bond is **\$7,300.00**. They have also provided an estimated cost for Roof Services at **\$12,000.00** with an additional cost of **\$2,500.00** to provide Generator capacity study and load calculations.

Below are some insights into who they are: **Smart-Air Systems** is a licensed and insured mechanical contracting company dedicated to providing comprehensive HVAC, Heating, Ventilation, Air Conditioning, and Refrigeration solutions for industrial and commercial clients. Their Headquarters in Margate, Florida, the company has built a strong presence throughout the major metro markets of Miami-Dade, Broward, and Palm Beach counties, offering reliable, high-quality services tailored to meet the unique needs of each customer. The company's offerings span a full range of capabilities, including expert service and repairs, custom system design, detailed energy-saving evaluations, and advanced indoor air quality solutions for even the most challenging environments. Whether addressing immediate repair needs, developing long-term maintenance plans, or engineering new systems from concept to completion, Smart-Air Systems combines technical precision with practical, results-driven strategies to ensure peak performance and efficiency. Smart-Air Systems' team of highly trained technicians brings extensive hands-on experience across all facets of the HVAC industry, including chilled water systems, cooling towers, packaged units, split systems, refrigeration equipment, and ventilation systems. This depth of expertise enables the company to handle complex installations, system upgrades, and specialized applications in industrial facilities, office buildings, manufacturing plants, healthcare environments, and more. By prioritizing energy efficiency, regulatory compliance, and optimal system performance, Smart-Air Systems help customers reduce operating costs while improving

comfort, safety, and environmental impact. With a strong focus on customer satisfaction, prompt service, and technical excellence, the company has earned a reputation as a trusted partner for businesses seeking dependable mechanical contracting services in South Florida’s demanding climate

## **Cooltrace**

**Cooltrace:** Has provided a proposal from their Davie office and provided a price of **\$232,967.00**. The scope is furnished and installed; One ul smoke rated elevator pressurization fan, one ul smoke rated in line stair pressurization fan, louvers and dampers, VFDs, associated controls, electrical, coring and scanning as required. Bond could be added for an additional **\$8,645.00** Permit Fees are excluded: an estimated amount of **\$9,820.00**. allotted

Below are some insights into who they are: Cooltrace is a highly skilled mechanical contracting and engineering company based in Davie, Florida, with a strong reputation for delivering exceptional heating, ventilation, and air conditioning (HVAC) solutions. As a proud family-owned business, Cooltrace combines decades of technical expertise with a personalized, customer-focused approach, ensuring that every project is executed to the highest standards of quality, safety, and efficiency. Specializing in both HVAC installations and comprehensive design-build projects, Cooltrace offers a full spectrum of services tailored to meet the unique needs of each client. The company’s capabilities encompass conventional systems, including packaged units, Direct Expansion (DX) equipment, and advanced ventilation systems, as well as cutting-edge technologies such as high-performance chiller systems and Variable Refrigerant Volume (VRV) installations. This versatility allows Cooltrace to deliver optimized climate control solutions for projects of varying complexity and scale. With extensive experience serving clients in the hospitality, commercial, retail, municipal, and government sectors, Cooltrace has developed a proven track record of completing projects on time, within budget, and in compliance with all applicable codes and standards. The company’s team of skilled engineers, technicians, and project managers work collaboratively with architects, builders, and facility managers to design and implement systems that enhance comfort, energy efficiency, and long-term reliability. Whether upgrading existing infrastructure, designing new systems from the ground up, or integrating advanced HVAC technologies into specialized environments, Cooltrace remains committed to delivering innovative solutions backed by exceptional service. This dedication to excellence has made the company a trusted partner for organizations seeking sustainable, high-performance mechanical systems in South Florida and beyond

## **PRICING SUMMARY**

<b>STAIR PRESSURIZATION COMPARISON</b>
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<b>Contractors</b>	<b>Apogee</b>	<b>Smart Air</b>	<b>Cool trace</b>
<b>Base price</b>	<b>\$275,000.00</b>	<b>\$ 242,780.00</b>	<b>\$232,967.00</b>
<b>Permit Fees</b>	\$7,950.00 Excluded Pass through	\$10,200.00(Excluded) Pass through	\$9,829.00(Excluded) Pass through
<b>Xray/scanning</b>	Included	Included	Included
<b>Slab Coring</b>	Included	Included	Included
<b>MEP Services</b>	Included	Included	Included
<b>Structural Engineering</b>	Included	Included	Included
<b>Electrical</b>	Included	Included	Included
<b>Fire Alarm Interface</b>	By Others	By Others	By Others
<b>Warranty Parts &amp; Labor</b>	Included	Included	Included
<b>Test and balance</b>	3-Years	3-Years	3-Years
<b>Waterproofing</b>	Included	Included	Included
<b>Roofing</b>	Not Required	Not Required	Not Required
<b>Maintenance Plan</b>  3 years	Included	Included	Included

<b>Generator study</b>	Included	\$2,500.00 Excluded	Included
<b>Roofing Services</b>	Included	\$12,000.00 Excluded	Included
<b>Total</b>	<b>\$275,000.00</b>	<b>\$ 257,280.00</b>	<b>\$232,967.00</b>

<b>ADD/ALTERNATE/OTHERS</b>			
<b>Billing</b>	SOV	SOV	SOV
<b>Downpayment</b>	25%,25%,20%	10%	10%
<b>Retainage</b>	5%	10%	10%
<b>Performance Bond</b>	\$5,500.00	\$7,300.00	\$8,645.00

**RECOMMENDATION AND STRATEGY**

All contractors have the experience necessary to complete this project. All bidders are equally competent and capable of completing their corresponding scope of work on time. Based on the pricing, schedule and total added value of their proposals, we recommend the following vendors:

**Stair Pressurization**

- Cooltrace
- Smart air

**Please call if you have any questions or comments.**

**Sincerely,**

**Socotec Life Safety LLC.**



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