



VIRGINIA BEACH CITY PUBLIC SCHOOLS

CHARTING THE COURSE

OFFICE OF PURCHASING SERVICES
2512 GEORGE MASON DRIVE
VIRGINIA BEACH, VA 23456
(757) 263-1175

PUBLIC NOTICE

SOLE SOURCE PROCUREMENT

Date:	November 19, 2019
Vendor/Contractor:	Blue Box Air LLC
Contract Amount:	\$80,000
Description of Services:	HVAC Coil Cleaning Service
Sole Source Determination:	Only company providing non-chemical, no HAZMAT, HVAC coil cleaning in the country, while the equipment is operating.
Date of Award:	TBD

J. Kevin Beardsley
Director of Purchasing
11/19/2019 3:32 PM


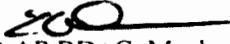



VIRGINIA BEACH CITY PUBLIC SCHOOLS
CHARTING THE COURSE

Office of Facilities and Maintenance Services

MEMORANDUM

TO: J. Kevin Beardsley, CPPO, CPPB, Director
Office of Purchasing Services

FROM: Anthony L. Arnold, P.E., Executive Director 
Eric Woodhouse, Director 
J. Ryan Hersey, PE, LEED AP BD+C, Mechanical Systems Engineer 

SUBJECT: Sole Source Purchase: Blue Box Air LLC HVAC Coil Cleaning Service

DATE: November 15, 2019

The sole source request is to hire Blue Box Air LLC for HVAC coil cleaning services at buildings identified by Maintenance Services. Total cost for the annual coil cleaning service shall not exceed eighty thousand dollars (\$80,000.00).

Coil cleaning is a critical aspect of routine HVAC maintenance. It affects equipment efficiency, energy consumption, air quality, heat transfer, and occupant comfort to name a few. Traditional coil cleaning techniques are often hindered by the lack of adequate coil access and operational downtime, so many coils remain uncleaned.

While any mechanical contractor can clean coils, Blue Box is the only HVAC coil cleaning service that provides non-chemical, no HAZMAT, HVAC coil cleaning in the country. They do not outsource or subcontract services or equipment. All service is provided solely by Blue Box Air. Blue Box is the only company to complete the service while the equipment is running, thus eliminating downtime and affording access to coils with limited or no service clearance that would otherwise be unable to be cleaned. Additionally, VBCPS has confirmed that no mechanical services contractor (RFP 4860-1, 2, 3, 4, & 5) can offer similar services.

Blue Box Air LLC warrants that no other items or products are available for purchase that would serve the same purpose or function and there is only one price for the above-named product because of exclusive distribution and marketing rights. There are no agents or dealers authorized to represent this service.

VBCPS has engaged Blue Box Air LLC to perform two (2) demonstrations, both of which impressed VBCPS and their engineering partners Thompson Consulting Engineers. Please see attached technical notes from both demonstrations.

If additional information is required, please contact J. Ryan Hersey at (757) 263-2500 or email james.hersey@vbschools.com. Thank you.

Attachments

Approved: 
J. Kevin Beardsley, Director
Office of Purchasing Services

11/15/19
Date