

Hanson, Bill

From: Jeff Robinson [JeffR@northwestcontrol.com]
Sent: Tuesday, September 27, 2011 7:48 AM
To: Hanson, Bill; Hanson, Bill
Subject: HVAC Controls

Bill,

Thank you for allowing NCC to comment on your concerns related to your HVAC control systems. Below are some key points that I hope will confirm that NCC is the best and most qualified contractor to maintain all of Woodland Public Schools facilities:

1. The Service Contract Proposal has 312 hours dedicated to Mechanical work and are not directly related to the control systems in the District. 68 hours are listed as Flex time and can be used towards additional Mechanical services or Control system tasks. NCC has trained staff on BOTH the Network 8000 system as well as the Johnson Control System.
2. NCC has the most qualified Network 8000 Technicians in Oregon and Southwest Washington. Both Greg Fraser and Monty Grindy were previously the Senior Techs at CCI and actually trained other former staff members at CCI.
3. CCI has recently hired NCC to work at both Legacy Emanuel Hospital and Metro Headquarters as they were not staffed or qualified to perform the necessary service.
4. Vancouver SD and the Congress Center in downtown Portland are some additional examples of NCC servicing and supporting Network 8000 systems
5. NCC is also a fully staffed contractor of Johnson Control Systems, the same as installed at the Elementary School. We can supply many references of these system installations upon request. La Center SD would be one local example.
6. The Network 8000 system installed at the High School has been discontinued by the Manufacturer, Schneider Electric. All or Nearly all the major components of this system are no longer being produced. NCC has a stock of Network 8000 components that are available in the case of a failure. There are also several suppliers of used/reconditioned parts on the open market that we can access to round out any requirements.
7. The new Niagara AX systems that are offered by most manufacturers (including Honeywell, Johnson, Siemens, Schneider, etc) have software drivers available for integrating the Network 8000 system. Woodland SD has a clear migration path to a more modern system while maintaining the existing investment in Network 8000.

It cannot be questioned that NCC can support all of Woodland Public School's control and mechanical systems. NCC can support the District in the all areas of concern; including, Parts, Technical knowledge, staffing, expertise, and Future Migrations/Integrations. We are also the only local contractor with both Johnson and Network 8000 expertise. Lastly our techs are already familiar with your Schools. We have the product knowledge and how each system applies to your facilities.

Let me know if you have any other questions or concerns. We appreciate the opportunity to supply services to Woodland SD and look forward to becoming a valued team member.

Thank you,
Jeff Robinson
503-656-9205 x104
503-656-7609 fax
503-793-2344 cell

N.C.C.

NORTHWEST CONTROL COMPANY

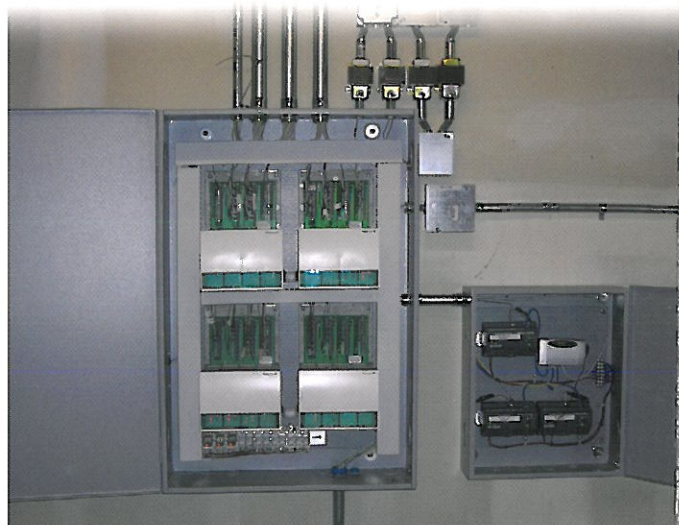
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Our History

Since its inception in 1987, Northwest Control Company has evolved from an industry leader in pneumatic controls to a state-of-the-art D.D.C. controls company. We were ahead of the curve then and remain ahead of the curve now. Northwest Control Company continues to grow through continuing education and staying abreast of ever-changing technology to both mechanical and control systems. Northwest Control Company remains committed to excellence by providing its technicians with the most advanced, cutting-edge control systems training available today. With programming and troubleshooting skills, our technicians and programmers bring a wealth of knowledge and experience to your doorstep.

Static List of Services:

- Chiller and boiler installation, service and maintenance
- Design and build of heating, cooling and control systems
- Pneumatic control service and installation
- Factory trained for the Honeywell Excel 5000 D.D.C. system
- Factory trained for the Johnson Controls Metasys D.D.C. system
- Factory trained for Seimens/Talon D.D.C. system
- Energy surveys, retrofits, H.V.A.C. consulting
- Duct system design, modification and installation
- Building equipment and symptom surveys, analysis and problem solving
- Energy use profiles
- 24 hour emergency service



*HVAC, Temperature Controls &
Building Automation Service*

N.C.C.
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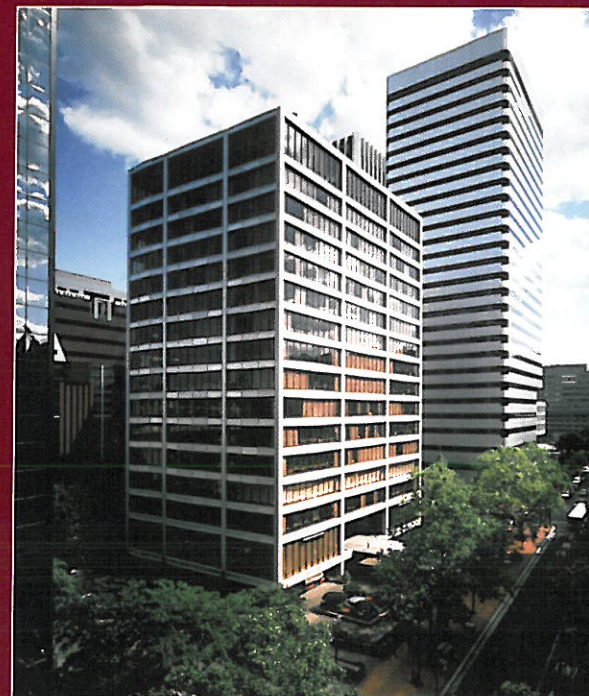
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Building Controls and Mechanical Services



NCC Client: *Standard Insurance Center*



NCC Client: *Standard Plaza*

Honeywell D.D.C.

Johnson D.D.C.

Seimens/Talon D.D.C.

D.D.C/Pneumatic Building Controls & Mechanical Services

Whether you oversee a small commercial building or are the physical plant manager for multiple facilities, the experienced control engineers at Northwest Control can update your present pneumatic or mercury bulb control systems to state-of-the-art open protocol energy management control systems.

NCC is a dealer for Honeywell, Johnson and Seimens/Talon D.D.C. control systems. NCC has the capabilities to help you engineer and update your built-up central system. With new multi-stage chillers, energy efficient boilers and VFD systems, we partner with Energy Trust to bring you the most up-to-date energy efficient control and mechanical systems available.

Energy conservation has never been definite revenue in the overall building design, but with todays digital control, energy conservation is affordable with the rapid payback. There is no better time to let NCC help you manage your energy and comfort.

"NCC provides excellent service. We've had a guaranteed professional maintenance contract with them for ten years. We've never had any problems with their performance, and when we need them - they're here, promptly."

- First Independent Bank

Mechanical Retrofit

For more than two generations the heart of Northwest Control Company has been our reputation, built on honesty and hard work. The hallmarks of this reputation are our knowledge, hands-on experience and understanding of the mechanical services we perform. Our tailored preventive maintenance services are designed with each buildings specific systems and personnel in mind. We provide our building partners with the best technicians and mechanical service available - every day, twenty-four hours a day.

"NCC and their staff have continued to perform at or above our expected standards, year after year. They maintain our buildings at a high level of excellence and have always shown professionalism in all aspects of our business relationship."

*- Gregory E. Thorne
Engineering Manager, U.S. Bank*

We service what we control:

Steam and Hot Water Boilers

Chillers

Rooftop HVAC

Pumps & Motors

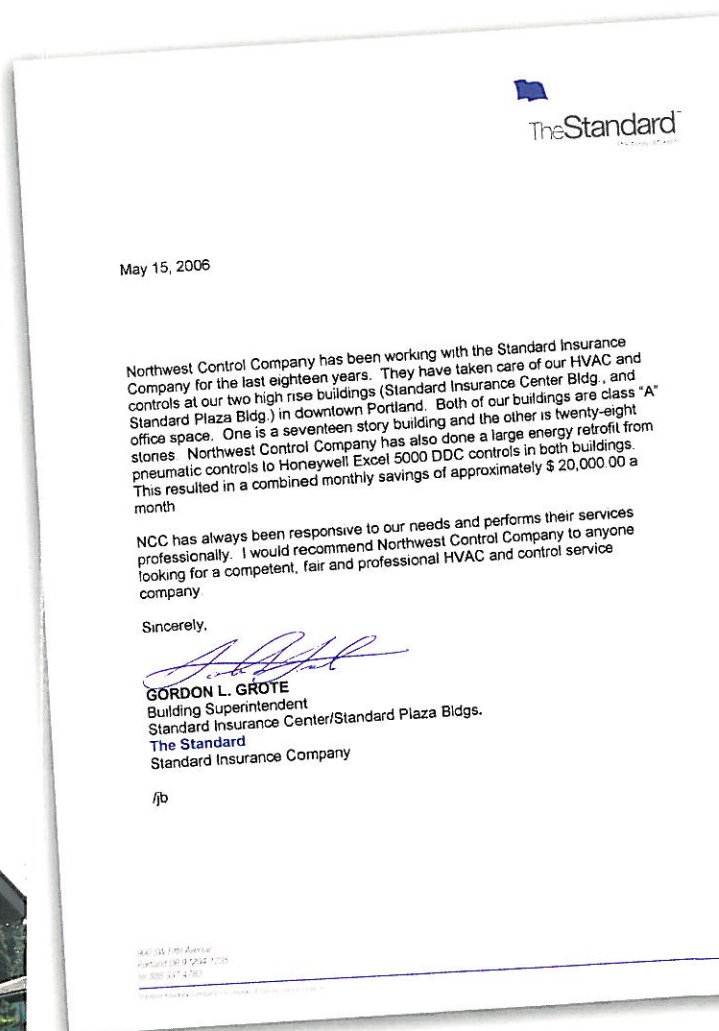
Variable Frequency Drives

Blowers

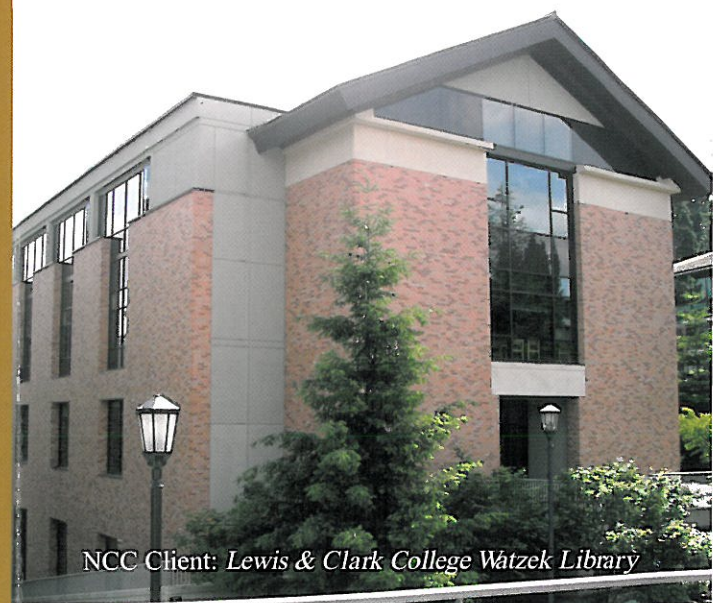
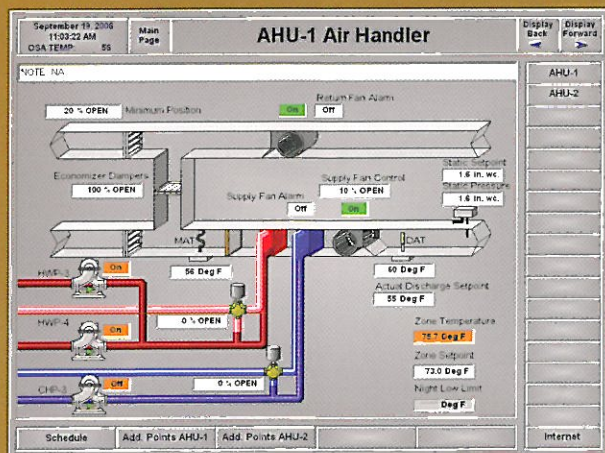
Filtration

List of Company References:

- Oregon Clinic
- The Standard Insurance Co.
- Lewis & Clark College
- Lattice Semi Conductor
- Rose Garden Arena
- U.S. Bank
- First Independent Bank
- Estacada School Dist.
- Evergreen School Dist.
- LaCenter School Dist.



Please call us for reference details.



NCC Client: Lewis & Clark College Watzek Library

N.C.C

NORTHWEST CONTROL COMPANY, INC.

*HVAC Mechanical Service & Maintenance
DDC & Pneumatic Controls • CCB # 54300*

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