



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 1

 List View

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 1993162

Procurement Type: Central Master Agreement

Vendor ID: 000000197437 

Legal Name: SOUTHERN AIR INC

Alias/DBA:

Total Bid: \$69,420.00

Response Date: 07/15/2026 

Response Time: 10:15

Responded By User ID: WVBids 

First Name: Janet

Last Name: Martin

Email: janet.martin@southern-air.c

Phone: 434-385-1266

SO Doc Code: CRFQ

SO Dept: 0803

SO Doc ID: DOT2600000108

Published Date: 7/9/26

Close Date: 7/15/26

Close Time: 13:30

Status: Closed

Solicitation Description: District Nine HVAC Repair and Maintenance

Total of Header Attachments: 1

Total of All Attachments: 1



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Solicitation Response

Proc Folder: 1993162
Solicitation Description: District Nine HVAC Repair and Maintenance
Proc Type: Central Master Agreement

Solicitation Closes	Solicitation Response	Version
2026-07-15 13:30	SR 0803 ESR07152600000000266	1

VENDOR
000000197437
SOUTHERN AIR INC

Solicitation Number: CRFQ 0803 DOT2600000108
Total Bid: 69420
Response Date: 2026-07-15
Response Time: 10:15:26
Comments:

FOR INFORMATION CONTACT THE BUYER
John W Estep
304-558-2566
john.w.estep@wv.gov

Vendor
Signature X **FEIN#** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Preventative Seasonal Maintenance				31920.00

Comm Code	Manufacturer	Specification	Model #
72151207			

Commodity Line Comments:

Extended Description:

Preventative Seasonal Maintenance

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Corrective Maintenance				37500.00

Comm Code	Manufacturer	Specification	Model #
72151207			

Commodity Line Comments:

Extended Description:

Corrective Maintenance



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Construction

Proc Folder: 1993162
Doc Description: District Nine HVAC Repair and Maintenance

Reason for Modification:

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-06-25	2026-07-15 13:30	CRFQ 0803 DOT2600000108	1

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: Southern Air AR # 126867

Vendor Name : Southern Air, Inc.

Address :

Street : 2655 Lakeside Drive

City : Lynchburg

State : Virginia

Country : USA

Zip : 24501

Principal Contact : Foster Beeker, Vice President

Vendor Contact Phone: (434) 942-2970

Extension:

FOR INFORMATION CONTACT THE BUYER

John W Estep
304-558-2566
john.w.estep@wv.gov

**Vendor
Signature X**

FEIN# 54-0604377

DATE 7/15/26

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION**REQUEST FOR QUOTATION:**

The West Virginia Purchasing Division is soliciting bids on behalf of West Virginia Department of Transportation, Division of Highways, District Nine, to establish an open-end contract for HVAC Maintenance. Per the Bid Requirements, Specifications, Terms and Conditions attached to this solicitation.

INVOICE TO**SHIP TO**

DIVISION OF HIGHWAYS
DISTRICT NINE

STATE OF WEST VIRGINIA
VARIOUS LOCATIONS AS
INDICATED BY ORDER

146 STONEHOUSE RD
LEWISBURG WV
US

No City WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Preventative Seasonal Maintenance				

Comm Code**Manufacturer****Specification****Model #**

72151207

Extended Description:

Preventative Seasonal Maintenance

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No City WV
US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Corrective Maintenance				

Comm Code**Manufacturer****Specification****Model #**

72151207

Extended Description:

Corrective Maintenance

SCHEDULE OF EVENTS

Line	Event	Event Date
1	Tech Questions due by 10:00am	2026-07-02

	Document Phase	Document Description	Page 3
DOT2600000108	Final	District Nine HVAC Repair and Maintenance	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
Construction

Proc Folder: 1993162

Doc Description: District Nine HVAC Repair and Maintenance

Reason for Modification:

ADDENDUM NO_1
Vendor Questions and Responses

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-07-09	2026-07-15 13:30	CRFQ 0803 DOT2600000108	2

BID RECEIVING LOCATION

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FEIN# 54-0604377

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ADDITIONAL INFORMATION

ADDENDUM NO_1

Addendum no_1 issued to publish and distribute the attached information to the Vendor Community

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DISTRICT NINESTATE OF WEST VIRGINIA
VARIOUS LOCATIONS AS
INDICATED BY ORDER146 STONEHOUSE RD
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No City
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WV

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Comm Code**Manufacturer****Specification****Model #**

72151207

Extended Description:

Preventative Seasonal Maintenance

INVOICE TO**SHIP TO**DIVISION OF HIGHWAYS
DISTRICT NINESTATE OF WEST VIRGINIA
VARIOUS LOCATIONS AS
INDICATED BY ORDER146 STONEHOUSE RD
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Comm Code**Manufacturer****Specification****Model #**

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Extended Description:

Corrective Maintenance

SCHEDULE OF EVENTS

	Document Phase	Document Description	Page 4
DOT2600000108	Final	District Nine HVAC Repair and Maintenace	

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Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Quote
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Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2026-07-09	2026-07-15 13:30	CRFQ 0803 DOT2600000108	2

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7/15/26

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Extended Description:

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Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Corrective Maintenance				

Comm Code**Manufacturer****Specification****Model #**

72151207

Extended Description:

Corrective Maintenance

SCHEDULE OF EVENTS

Line

1

Event

Tech Questions due by 10:00am

Event Date

2026-07-02

SOLICITATION NUMBER: CRFQ DOT2600000108

Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as CRFQ DOT2600000108 Solicitation” to reflect the change(s) identified and described below.

Applicable Addendum Category:

- ☐ Modify bid opening date and time
- ☐ Modify specifications of product or service being sought
- ☒ Attachment of vendor questions and responses
- ☐ Attachment of pre-bid sign-in sheet
- ☐ Correction of error
- ☐ Other

Additional Documentation:

Attach Vendor Questions and Responses

Bid Opening remains: 07/15/2026 @ 1:30pm

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

TECHNICAL QUESTIONS

CRFQ DOT2600000108 DISTRICT NINE HVAC REPAIR AND MAINTENANCE

1. **QUESTION:** On page 12 of the Specifications, it states Filter Services Provided by ACT DOT2600000120. Does this mean the Air Filters will be provided and installed by others outside this RFQ?

RESPONSE: Correct. Monthly Filter Changes are provided by a separate vendor/contract.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: CRFO DOT2600000108

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge the addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

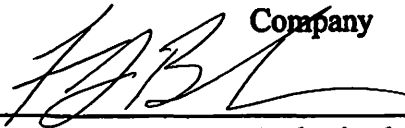
(Check the box next to each addendum received)

☒ Addendum No. 1	☐ Addendum No. 6
☐ Addendum No. 2	☐ Addendum No. 7
☐ Addendum No. 3	☐ Addendum No. 8
☐ Addendum No. 4	☐ Addendum No. 9
☐ Addendum No. 5	☐ Addendum No. 10

I understand that failure to confirm the receipt of the addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Southern Air, Inc.

Company



Authorized Signature

Foster Beeker, Vice President

7/15/26

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.



State of West Virginia
DRUG FREE WORKPLACE CONFORMANCE AFFIDAVIT
West Virginia Code §21-1D-5

I, Foster Beeker, after being first duly sworn, depose and state as follows:

1. I am an employee of Southern Air, Inc.; and,
(Company Name)

2. I do hereby attest that Southern Air, Inc.
(Company Name)

maintains a written plan for a drug-free workplace policy and that such plan and policy are in compliance with **West Virginia Code §21-1D**.

The above statements are sworn to under the penalty of perjury.

Printed Name: Foster Beeker

Signature: [Signature]

Title: Vice President

Company Name: Southern Air, Inc.

Date: July 15, 2026

Virginia
STATE OF ~~WEST VIRGINIA~~,

COUNTY OF Lynchburg City, TO-WIT:

Taken, subscribed and sworn to before me this 15th day of July, 2026.

By Commission expires March 31, 2028

(Seal)



[Signature]
(Notary Public) Janet L Martin

REQUEST FOR QUOTATION
CRQM DOT26*104 HVAC Maintenance

EXHIBIT A - PRICING PAGES

Preventive Maintenance:

Seasonal Charge	x	3(Spring/Fall/Winter)	=	Total Yearly Charge
\$ <u>10,640.00</u>	x	3	=	\$ <u>31,920.00</u>

Corrective Maintenance:

Hourly Labor Rate	x	Estimated Hours	=	Total Labor Cost
\$ <u>120.00</u>	x	200	=	\$ <u>24,000.00</u>

Estimated Parts Cost	x	Multiplier	=	Total Parts Cost
\$10,000.00	x	<u>1.35</u>	=	\$ <u>13,500.00</u>

Total Cost *	\$ <u>69,420.00</u>
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* Total Cost is calculated by adding the Total Yearly Cost, Total Labor Cost, and the Total Parts Cost.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

(Printed Name and Title) Jake Perdue, Business Development

(Address) Southern Air, Inc. 848 Mercer Mall Road Bluefield WV 24701

(Phone Number) / (Fax Number) (304) 800-0737

(email address) jake.perdue@southern-air.com

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that: I have reviewed this Solicitation/Contract in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation/Contract for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that this bid or offer was made without prior understanding, agreement, or connection with any entity submitting a bid or offer for the same material, supplies, equipment or services; that this bid or offer is in all respects fair and without collusion or fraud; that this Contract is accepted or entered into without any prior understanding, agreement, or connection to any other entity that could be considered a violation of law; that I am authorized by the Vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on Vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

By signing below, I further certify that I understand this Contract is subject to the provisions of West Virginia Code § 5A-3-62, which automatically voids certain contract clauses that violate State law; and that pursuant to W. Va. Code 5A-3-63, the entity entering into this contract is prohibited from engaging in a boycott against Israel.

Southern Air, Inc.

(Company) 

(Signature of Authorized Representative)

Foster Beeker, Vice President 7/15/26

(Printed Name and Title of Authorized Representative) (Date)

Cell Number (434) 942-2970

(Phone Number) (Fax Number)

foster.beeker@southern-air.com

(Email Address)

BID BOND

KNOW ALL MEN BY THESE PRESENTS, That we, the undersigned, Southern Air, Inc.
of Lynchburg, Virginia, as Principal, and Hartford Accident and Indemnity
Company of Hartford, Connecticut, a corporation organized and existing under the laws of the State of CT
with its principal office in the City of Hartford, as Surety, are held and firmly bound unto the State
of West Virginia, as Obligatee, in the penal sum of Five Percent of Amount Bid (\$ 5%) for the payment of which,
well and truly to be made, we jointly and severally bind ourselves, our heirs, administrators, executors, successors and assigns.

The Condition of the above obligation is such that whereas the Principal has submitted to the Purchasing Section of the
Department of Administration a certain bid or proposal, attached hereto and made a part hereof, to enter into a contract in writing for
District Nine HVAC Repair & Maintenance
RFQ CRQM DOT26*104 HVAC Maintenance CRFQ 0803 DOT2500000108

NOW THEREFORE,

(a) If said bid shall be rejected, or
(b) If said bid shall be accepted and the Principal shall enter into a contract in accordance with the bid or proposal
attached hereto and shall furnish any other bonds and insurance required by the bid or proposal, and shall in all other respects perform
the agreement created by the acceptance of said bid, then this obligation shall be null and void, otherwise this obligation shall remain in
full force and effect. It is expressly understood and agreed that the liability of the Surety for any and all claims hereunder shall, in no
event, exceed the penal amount of this obligation as herein stated.

The Surety, for the value received, hereby stipulates and agrees that the obligations of said Surety and its bond shall be in no
way impaired or affected by any extension of the time within which the Obligatee may accept such bid, and said Surety does hereby
waive notice of any such extension.

WITNESS, the following signatures and seals of Principal and Surety, executed and sealed by a proper officer of Principal and
Surety, or by Principal individually if Principal is an individual, this 15th day of July, 2026.

Principal Seal



Surety Seal

Southern Air, Inc.

(Name of Principal)

By Paul Denham

(Must be President, Vice President, or
Duly Authorized Agent)

Paul Denham President

(Title)

Hartford Accident and Indemnity Company

(Name of Surety)

Traci J DeGroat
Traci J DeGroat, Attorney-in-Fact



IMPORTANT – Surety executing bonds must be licensed in West Virginia to transact surety insurance, must affix its seal, and must attach a power of attorney with its seal affixed.

POWER OF ATTORNEY

Direct Inquiries, Bond Authenticity
and Claims to:
THE HARTFORD
BOND, T-14
One Hartford Plaza
Hartford, Connecticut 06155
Bond.Claims@thehartford.com
call: 888-266-3488 or fax: 860-757-5835

KNOW ALL PERSONS BY THESE PRESENTS THAT:

Agency Name: JAMES A SCOTT & SON INC
Agency Code: 14-730214

- ☒ **Hartford Fire Insurance Company**, a corporation duly organized under the laws of the State of Connecticut
- ☒ **Hartford Casualty Insurance Company**, a corporation duly organized under the laws of the State of Indiana
- ☒ **Hartford Accident and Indemnity Company**, a corporation duly organized under the laws of the State of Connecticut
- ☐ **Hartford Insurance Company of the Midwest**, a corporation duly organized under the laws of the State of Indiana

having their home office in Hartford, Connecticut, (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint,
up to the amount of Unlimited :

Clayton T Bruin, Benton Davis Lietz, Charles Auer Seinsheimer of Charlotte NC; Stacey W. Hall, James Jackson Roberts, III, Steven Dana Scobey, Cody Charles Brugos of Richmond VA; Robert M Coon, Benjamin Kenneth Taylor of Greensboro NC; Windy D Lovelady, Brooke Gagne, Lynda S Butts of Raleigh NC; Bethany Murphy, Traci J DeGroat of Roanoke, VA; Beverly Jones, III, Suzanne Helena Young, Elba Irene McCullough, Allison Kate Burgdorf of Franklin TN; Kellie Anne Hudson, Melissa V Carver, Stephen B Dolin, Joanna Merricks Carson of Lynchburg, VA of LYNCHBURG, Virginia

their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign its name as surety(ies) only as delineated above by ☒, and to execute, seal and acknowledge any and all bonds, undertakings, contracts and other written instruments in the nature thereof, on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

In Witness Whereof, and as authorized by a Resolution of the Board of Directors of the Companies on May 23, 2016 the Companies have caused these presents to be signed by its Assistant Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



Phyllis A. Clark

Phyllis A. Clark, Assistant Secretary

Joelle L. LaPierre

Joelle L. LaPierre, Assistant Vice President

STATE OF FLORIDA

COUNTY OF SEMINOLE

ss. Lake Mary

On this 30th day of March, 2026, before me personally came Joelle L. LaPierre, to me known, who being by me duly sworn, did depose and say: that (s)he resides in Seminole County, State of Florida; that (s)he is the Assistant Vice President of the Companies, the corporations described in and which executed the above instrument; that (s)he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that (s)he signed his/her name thereto by like authority.



Jessica Ciccone

Jessica Ciccone
My Commission HH 644184
Expires June 20, 2029

I, the undersigned, Assistant Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of July 15, 2026.

Signed and sealed in Lake Mary, Florida.



Keith D. Dozois

Keith D. Dozois, Assistant Vice President