



"Mike Jackson"  
<mjackson@nugentsons.com  
>

03/23/2009 10:45 AM


To <Tom.Martin@ey.com>

cc

bcc

Subject New Nugent pricing

History:

 This message has been forwarded.

Mr. Martin,

Good morning, First I would like to say that I sincerely hope your installation goes well using Service Doctors. They are putting in a R-22 system, which is being phased out at the end of this year, It is my opinion that this is not having your best interest in mind. R-22 systems will be much more expensive to maintain in the years to come. Having said that if you have any problems our concerns during your installation please do not hesitate to call me.

Now, after careful number crunching and scrutinizing the job cost, John Nugent & Sons can not honor the pricing I gave you earlier of \$5500 or \$5150,, this pricing is just not feasible. I apologize for extending this pricing as I was trying my best to compete for this contract. My original set pricing will be honored with a 10% discount as originally stated. My set pricing is \$6800 for the larger unit and \$6600 for the smaller unit. Both will receive a 10% discount off of that price. I have extended the warranty to 10 year parts and labor with a 3 year service agreement. The 10% discount applies to everyone regardless of how many people sign with Nugent, and it does not carry an expiration time. I feel some residents will still choose John Nugent and Sons as we have developed a stellar reputation in your community.

In closing I wanted to thank you for your assistance and hard work in this matter.

Mike Jackson  
John Nugent and Sons



"Mike Jackson"  
<mjackson@nugentsons.com>  
>

03/16/2009 12:55 PM

To <Tom.Martin@ey.com>

cc

bcc

Subject RE: Group pricing

History:



This message has been replied to and forwarded.

Mr. Martin,

Typically these installations take 2 full days, with the customer out of water for 1 day.

Thank you,  
Mike

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**From:** Tom.Martin@ey.com [mailto:Tom.Martin@ey.com]

**Sent:** Monday, March 16, 2009 12:26 PM

**To:** Mike Jackson

**Subject:** Re: Group pricing

Mike -

Thanks for this information it is very helpful. I just have a few questions I would like to discuss.

I will not share this with the group until after we talk.

- Tom

Thomas A. Martin  
Transaction Advisory Services  
Ernst & Young LLP  
8484 Westpark Drive  
McLean, Virginia 22102

tom.martin@ey.com  
direct - 703-747-1630  
mobile - 908.303.9570  
eFax - 866.618.7908

"Mike Jackson" <mjackson@nugentsons.com>

03/16/2009 12:18 PM

To <tom.martin@ey.com>  
cc

Subject Group pricing

Mr. Martin,

I heard back from my vendors, some helped me out some did not. I have put together some system pricing that everyone in your community can take advantage of, the installed price includes all discounts. These systems will all carry the same warranty through John Nugent and Sons,, these discounted rates are good with a signed contract and will be honored until the end of April. The system pricing is as follows:

3ton First Company fan coil unit with 2 1/2 ton Rheem air conditioner, Honeywell 5000 thermostat  
\$3,800 installed

21/2ton First Company fan coil unit with 2ton Rheem air conditioner, Honeywell 5000 thermostat \$3,600  
installed

75 gallon direct vent circulating water heater \$1,700 installed

50 gallon direct vent circulating water heater \$1,550 installed

For those of you that have already changed out your water heater, you would just need to change out the appropriately sized fan coil and a/c. I have only seen 2 and 2 1/2 ton a/c units in this community. The indoor fan coil unit is sized 1/2 ton larger than the outdoor unit for efficiency and proper air flow. On ALL fan coil units we will have to cut an access hole to remove the old unit, I have a drywall guy that we use who can patch this hole for you at an additional charge if you choose.

The warranty info is as follows:

3 year labor

5 year parts

10 year compressor

1 year service agreement

Thank you,

Mike Jackson

John Nugent and Sons

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# PROPOSAL

Proposal Number 219

Page 1 of 1

**John Nugent & Sons, Inc.**  
**1731 Barbee Street**  
**McLean, VA 22101-**  
**PHONE : (703)356-7499**  
**FAX : (703)766-9644**

<b>To:</b> Martin, Tom 7011 Falls Reach Drive Unit # 312 Falls Church, VA 22043-		<b>Date</b> 03/13/2009	<b>PO #</b>
		<b>Job Name / Location:</b> Tom Martin 7011 Falls Reach Drive Unit # 312 Falls Church, VA 22043-	
<b>Phone</b> (908)303-9570	<b>Fax</b> ( ) -	<b>Phone</b> (908)303-9570	<b>Fax</b> ( ) -

We are pleased to provide you with the following proposal:

- First Company recessed wall mounted fan coil with hot water heat model #36UCQB
- New wall panel model #39PWUC03L
- Carrier Comfort Series 13 SEER 2 1/2 ton air conditioner model #24ACB330A003
- Apollo 75 gallon water heater power vent-equivalent replacement
- Honeywell 5000 digital thermostat
- TXV Kit model #9EVR410-1
- John Nugent & Sons to haul away all old equipment and debris

NOTE: It will be necessary to cut access hole in drywall to remove old unit. Drywall patching to be done by others.

Total: \$6,587.00  
10% Discount: -\$658.70  
Final Total: \$5,928.30

Warranty Information  
3 year labor  
5 year parts  
10 year compressor  
1 year service agreement

We propose to hereby furnish material and labor - complete in accordance with the above specifications.

**Five Thousand Nine Hundred Twenty Eight And 30/100**

**\$ 5,928.30**

Payment to be made as follows:

**Authorized  
Signature** \_\_\_\_\_

**Submitted By: Mike R Jackson**

Note: This proposal may be  
withdrawn by us if not accepted within 30 days

**Acceptance of proposal**

**Signature** \_\_\_\_\_

**Date of Acceptance:** \_\_\_\_\_

**Signature** \_\_\_\_\_



"Andy Popovici"  
<andy@servicedoctors.net>

03/23/2009 01:13 PM

To <Tom.Martin@ey.com>

cc

bcc

Subject Your System

History:



This message has been replied to and forwarded.

Enclosed you will find a quote for your system in particular.

Carrier 2.5ton A/C unit-M#-24ACB330A003-

<http://www.residential.carrier.com/products/acheatpumps/ac/comfort.shtml>

First Company 3 Ton Air Handler- M#-36UCQB- <http://www.firstco.com/products/ucqb.asp>

A.O. Smith 75 GAL. Direct Vent Water Heater with side loop-

[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf)

The system includes a mixing valve at no additional cost, a digital programmable thermostat (pro 5000 honeywell-  
<http://yourhome.honeywell.com/Consumer/Cultures/en-US/Products/Thermostats/Professionally-Installed/Programmable/VisionPRO/VisionPRO@+Thermostats.htm>), all labor, and and all necessary piping for the water heater and the A/C equipment. The total price for the job is \$4,700.00+tax. If you pay by cash and do not use the financing then a 2% discount will be applied to your bill. The system comes with a 10yr parts and labor warranty, and is subject to our 24/7 on call warranty service. As for the drywall repairs, a gentleman by the name of Dave Burroughs will survey a property similar to yours on Wednesday and we will have a better estimate as to the necessary drywall repairs. Please let me know if I need to add anything to this estimate. Thank you for your time.

*Andy Popovici*

*Business Development Coordinator*

*Service Doctors Inc.*

*O:703-378-4600*


*C:703-459-7949*

*F:703-817-1205*



"Andy Popovici"  
<andy@servicedoctors.net>  
03/24/2009 09:24 AM

To <Tom.Martin@ey.com>  
cc  
bcc  
Subject Easy Quote

History:  This message has been replied to and forwarded.

Enclosed you will find an easy format estimate. All systems include labor, all necessary piping for the water heater and the A/C system, and the removal/disposal of the old equipment. Additionally all systems come with a 10yr comprehensive parts/labor warranty.

**Smaller Layout Option#1-\$4200.00-Carrier Brand Equipment**

Comfort Series AC and First Company Air Handler  
A.O. Smith 50 Gal Direct Vent Water Heater

**Smaller Layout Option#2-\$4,000.00-Payne Brand Equipment**

Payne Series A/C and First Company Air Handler  
A.O. Smith 50 Gal Direct Vent Water Heater

**Lager Layout Option #1-\$4,700.00-Carrier Brand Equipment**

Comfort Series AC and First Company Air Handler  
A.O. Smith 75 Gal Direct Vent Water Heater

**Larger Layout Option #2-\$4,400.00-Payne Brand Equipment**

Payne Series AC and First Company Air Handler  
A.O. Smith 75 Gal Direct Vent Water Heater


**Just Water Heater Replacements**

50 Gal Direct Vent Water Heater-\$1,565.00  
75 Gal Direct Vent Water Heater-\$1,755.00  
75 Gal Power Vent Water Heater-\$2,075.00

We offer financing from AIG, which is no payments, no interest for the term of 12 months on approved credit. I hope this information will assist you in making a decision for your home comfort needs. Thank you for your time.

*Andy Popovici*  
*Business Development Coordinator*  
*Service Doctors Inc.*  
*O:703-378-4600*  
*C:703-459-7949*  
*F:703-817-1205*

Tom A. Martin/TAS/EYLLP/US  
03/23/2009 09:13 AM

To "Andy Popovici" <andy@servicedoctors.net>  
cc  
bcc  
Subject RE: Pavilion replacement of heating units 

"Andy Popovici" <andy@servicedoctors.net>

"Andy Popovici" <andy@servicedoctors.net>

03/18/2009 01:04 PM

To <Tom.Martin@ey.com>  
cc  
Subject RE: Pavilion replacement of heating units

Enclosed you will find several options for the replacement of heating/ac and water needs for several condo units at the Pavilion of Falls Church. The option will include the first company air handlers, pricing for A.O. Smith water heaters, and pricing for Payne (Carrier made brand) and Carrier brand A/C units.

**Smaller Layout Option#1-\$4000.00-for Puron (410-a) add \$200**

Carrier 2 ton Comfort Series AC(r-22)-M#24ACS324a003-  
<http://www.residential.carrier.com/products/acheatpumps/ac/comfort.shtml>  
First Company 2.5 ton Air Handler(r-22)-M#30UCQB- <http://www.firstco.com/products/ucqb.asp>  
50gl Direct Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf)

**Smaller Layout Option#2-\$3800.00 for Puron add \$200**

Payne 2 ton AC(r-22)-M#-PA13NR02400G- <http://payne.com/PA13.shtml>  
First Company 2.5 ton Air Handler(r-22)-M#30UCQB- <http://www.firstco.com/products/ucqb.asp>  
A.O. Smith 50gl Direct Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf)

**Larger Layout Option #1-\$4500.00 for puron add \$200**

Carrier 2.5 ton AC (r-22)-M#-24ACS330A003-

<http://www.residential.carrier.com/products/acheatpumps/ac/comfort.shtml>  
First Company 3ton Air Handler-M#-36UCQB-<http://www.firstco.com/products/ucqb.asp>  
A.O. Smith 75gl Direct Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf)

**Larger Layout Option#2-\$4,200.00 for puron add \$200**

Payne 2.5 ton AC(r-22)-M#-PA13NRO3000G- <http://payne.com/PA13.shtml>  
First Company 3ton Air Handler-M#-36UCQB-<http://www.firstco.com/products/ucqb.asp>  
A.O. Smith 75gl Direct Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf)

All options include all necessary duct work, labor, remove/disposal of all old equipment. As for the mixing valves, they typically do not need to be replaced as these tanks I am quoting are direct replacements for the units currently installed. If they do need to be replaced please add 178.00(our cost) for the mixing valves. Tom for your particular unit you have a power direct vent and the price changes by 400.00 above the estimate that is listed above. The cost difference is really 600.00 but in the interest of keeping the estimates low we are eating some of the additional cost. All systems come with a full 10 yr parts and 10 yr labor warranty. I suspect that the other tenants that live in condos with a similar layout to yours have the water heater listed above so their prices will not change, if they have the same as yours then the price will go up by 600.00. Depending on how many people want to go with the systems that price can be negotiated down. If some customers just want to replace the water heaters then the pricing is as follows:

50 Gal Direct Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf) -\$1,565.00  
75 Gal Direct Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/AOSRG46400.pdf](http://www.hotwater.com/lit/spec/res_gas/AOSRG46400.pdf) -\$1,755.00  
75 Gal Power Vent Water Heater with side loop-  
[http://www.hotwater.com/lit/spec/res\\_gas/ARGSS00407.pdf](http://www.hotwater.com/lit/spec/res_gas/ARGSS00407.pdf) -\$2,075.00

Please let me know if I need to revise this estimate in any way and than you for your time.

*Andy Popovici*  
*Business Development Coordinator*  
*Service Doctors Inc.*  
*O:703-378-4600*  
*C:703-459-7949*  
*F:703-817-1205*

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