

Ameri-Tech HVAC Contract

There are so many real problems in city government - so many genuine issues of great concern to residents. There is no need to concoct one when there is so much that needs to be done to make Cheyenne a better city - a better place to live, work and raise a family.

To question whether a recently elected city councilman who is a small business owner should be able to bid for a service he has provided the City intermittently for over 13 years is ludicrous.

The State ethics law leaves a lot to be desired but it does not prohibit someone like Jim Brown from continuing to conduct his business as he did before he successfully sought elective office.

Patrick Collins sells exercise equipment to the City and that has never been made an issue by the Wyoming Tribune-Eagle. In fact, it has never been pointed out to readers, to my recollection. A fair question about this arrangement might be whether Patrick sold similar equipment to the departments before he was elected to serve on the City Council.

Is there an advantage to an office holder by virtue of his/her peers favoring their bid over others because they serve together? Perhaps. But that risk would be greatest for professional contracts which are not bid. The contract in question is for HVAC service and maintenance in all

City buildings and this elected body is required by State law to accept the lowest "responsible" bid.

To reject a bid for less than \$125,000 from Ameri-Tech and accept the \$280,000 bid from Johnson Controls would be illegal, not to mention stupid. To reject that bid of less than \$125,000 for two years from a local business to accept a bid for more than twice the cost from a Milwaukee company would be criminally insane.

Jim Brown and partner Doug Quinn established Ameri-Tech HVAC Services, Inc. in May of 1994. Brown had extensive prior experience in the HVAC field, having worked for Westinghouse, Montgomery Ward and Haynes-Trane for twenty years before starting his own business in Cheyenne with Quinn.

In spite of the seeming ignorance on the part of the Wyoming Tribune-Eagle editorial board, Ameri-Tech has had the maintenance contract with the City of Cheyenne on and off since 1994.

The only other service company to have held the contract was Trane, out of LaCrosse, Wisconsin. The two companies alternated the contract. Ameri-Tech (1994-1998), Trane (1998-2001), Ameri-Tech (2001-2003), Trane (2003-2005), and Ameri-Tech (2005-present).

Only Ameri-Tech and Johnson Controls

submitted bids this time around - in the amounts of \$124,500 and \$279,122, with Ameri-Tech being lower. For some reason, Trane did not bid this cycle.

The same WT-E, self-righteous when it doesn't involve their friends on City Council (Spiker, Collins and Segrave), editorialized on May 9 that the contract needs to be scrutinized. You'd think that advice would apply to all contracts but apparently not when treadmills are being sold to the City by Pat's store or if Pat and Tom are playing golf at the exclusive Old Baldy Golf Course in Saratoga at public expense.

Here's their scrutiny: Ameri-Tech has performed the same services over the past 13 years. There are no complaints from City building staff that A-T cannot perform the tasks adequately. And, A-T was almost \$155,000 lower in price. Scrutiny accomplished. Cronyism, my ascot.

Brown also told the Cheyenne Herald that he made no price hike in this latest bid submission. So, for the contract years 2005, 2006, 2007 and 2008, the cost to the City will be constant. No increase.

Why was Johnson so high? Only they know for certain but it could have to do with maintenance not being a high priority activity on their part and the only way they will enter into what to them is a tiny contract is to make sure they will make a hefty profit. Ameri-Tech expects to make

money at their bid but it also provides a constancy of revenue, keeps technicians busy during the winter, and they are paid on time **AND** City checks clear the bank. Ameri-Tech has an identical contract with Laramie County and several of the large banks and commercial office buildings.

Another possibility for the Johnson high bid is the "crap shoot" nature of the service. Not only is routine maintenance required (belts, filters, etc.), but other more costly replacements may have to be made within the bid price.

For the newspaper and a city councilman to try to create controversy where none is present is wrong. It is hard enough to get candidates to run for public office in Cheyenne. If they would have to abandon their private business in order to serve, still more will refuse to run.

Jim Brown not only has done everything by the book on this contract, he has exceeded normal expectations. He may have held the bid price constant because he is a city councilman. He did not try to extract extra dollars because of that seat.

For the WT-E to be unaware of the history Ameri-Tech has with the City and write an accusatory editorial proving that ignorance is the issue that demands scrutiny. Get out of those windowless offices, fold over that bag of donuts and see what the real world out there has to offer, guys.

Feature Home Orchard Valley



2114 S. 2nd Ave. - All brick beauty. 4 large bedrooms, 2 remodeled baths, deck off the dining room, a beautiful fireplace with a brick hearth greets you as you enter the front door to the living room and a daylight family room down about 6 stairs. Includes a brick, insulated 2 car garage. A brand new 12x20 deluxe storage area, a 12x14 storage shed and 1/2 acre of land that is fenced front and rear and then crossfenced in the center of the yard. Also includes all kitchen appliances and a Maytag washer and dryer set. This won't last long!

Call today for your private showing. \$188,900.

Al Trainer, Broker
wesellcheyennehomes.com
★ We Negotiate the contract

Owner will consider Lease with Option to buy!



5924 Atlantic Dr. Sun Valley - A beautiful family home with 4 bedrooms, 2 full baths (one with deep jetted tub), 2 fireplaces, and all kitchen appliances. \$207,500 with immediate occupancy to qualified buyer.



6516 Armand Court - A very nice 4 bedroom, 2 bath home with large living room and family room down. A very sunny kitchen with all appliances and beautifully decorated. This home is located in a cul-de-sac 2 minutes from Davis School. \$179,900.

PRICE REDUCED TO \$419,900!!



2596 Falling Star Loop, Immediately north of town on 7.35 acres - Less than \$100 / sq. ft. for this 5 bedroom 3 & 1/2 bath, 3 car garage executive home. Wrap-around deck, central air, sprinkler system, gas fireplace and much, much more! Compare the price of this home to any other in the area. ~~\$599,900~~ Reduced to \$419,900.

We Advertise your home free ... We Show your home to prospective buyers ...



High commissions taking a bite out of your equity?

WE will sell your home for as low as \$2,995!

Assist 2 Sell

BUYERS & SELLERS REALTY

Call: (307)634-2997 Or Visit: WeSellCheyenneHomes.com

\$8,000 PRICE REDUCTION!



3441 Foxcroft Rd. - 4 bedrooms, 2 baths, and all kitchen appliances and washer and dryer are included in this low price of ~~\$249,900~~ \$139,900. Other amenities.

PRICE REDUCED TO \$279,900!!



7600 Hazer Ct. - East of Town about 10 minutes - 5.27 acres of land, in a cul-de-sac for no traffic, 4 bedrooms, 2 baths, central air, hot tub, gas fireplace, pellet stove, landscaping, corral, 3 car garage and room for another bath and bedroom. ~~\$324,900~~ \$279,900 with immediate occupancy to qualified buyer.

ASK ABOUT OUR MLS FOR LESS PROGRAM!



216 E. 4th Ave. - Incredibly beautiful home with a total of 4 bedrooms. The large kitchen which comes with almost new stainless steel appliances has been completely remodeled and has formal dining. The outside of the home is totally maintenance free. \$195,000.

Assist 2 Sell

“Full Service with Savings!”