



## **UTILITIES MOTOR AND PUMP REPAIR SERVICES**

Electrical and Mechanical Maintenance Inc.

Paul Rademaker

6115 31<sup>st</sup> Street East

Bradenton, FL. 34203

941-915-5313

September 10, 2025



6115 31st Street East  
Bradenton, FL 34203



(941) 351-5858



[www.electrical-mechanical.com](http://www.electrical-mechanical.com)

## **Table of Contents**

Page 1 – Title Page  
Page 2 – Table of Contents  
Page 3 – Standard General Requirements  
Page 4 – Transmittal Letter  
Page 5 – Technical Qualifications of Firm  
Page 6-7 – Technical Qualifications of Technical Team  
Page 8 – References  
Page 9 – Responsiveness  
Page 10 – Pricing  
Page 11 - Location

## **C. Standard General Requirements**

Electrical & Mechanical Maintenance Inc. (EMMI)

6115 31<sup>st</sup> Street East  
Bradenton, FL. 34203

Paul Rademaker – Vice President Business Development  
941-915-5313

FEIN – 93-4787107

Our organization has been in business in Sarasota/Bradenton since 1983 under the banner Mader Electric. In February 2024, Mader Electric was sold to Electrical & Mechanical Maintenance Inc. (EMMI). Throughout our 38-year tenure, our company has firmly been established within the water/wastewater marketplace. EMMI is an ESOP company with a majority shareholder and over 30 employee shareholders.

Gary Deremer is our majority shareholder and CEO

John Miller is our VP - GM

Paul Rademaker is our VP – Business Development

Rob Farmer is our Service Manager

Leon LE is our inside salesman

These gentlemen represent the core of the largest shareholders of EMMI. The other shareholders have minimum shares within EMMI.

EMMI/Mader has never failed to complete work awarded to us nor defaulted on any contracts.

EMMI/Mader has never had any claims, arbitrations, administrative hearings or lawsuits brought by or against EMMI or Mader Electric during the last five (5) years; nor have we had any criminal proceedings or hearings concerning business related offenses in which the EMMI, its principals or officers or Mader Electric were defendants; EMMI, its principals, officers or Mader Electric have been CONVICTED of a Public Entity Crime, debarred or suspended from bidding by any government entity.

## **D. Transmittal Letter**

Electrical & Mechanical Maintenance Inc. (EMMI) is fully aware of our understanding of the work to be done. EMMI has been actively working within the municipal marketplace for 42 years. We have been the recipient of many motor/pump repair contracts over the years. Our company has devoted itself to providing excellent service both in our shop and in the field. Our first motor/pump contract we won was for Sarasota County Utilities back in 1991. From there it was a steady climb of winning contracts from Sarasota to City of Daytona Beach where we currently enjoy a piggyback contract with the city. EMMI understands that water and wastewater plants including lift stations and wells, are critical to the infrastructure of a city in keeping water/sewage flowing to residents and businesses. We therefore understand the importance of delivering fast turnarounds on repairs and field service work. Meeting deadlines ahead of schedule has always been a differentiator for EMMI. We are not considered to be among the “large” motor shops in Florida, who cater to the phosphate/power/industrial marketplace. For them, municipal business is simply a filler from what they make their money off. For EMMI and similar companies of our size and stature, we aggressively go after the municipal marketplace because we can best provide them with resources dedicated to their needs 24/7. We don’t have to “squeeze” in their repairs in between servicing one of our large industrial customers. 95% of our business comes from the water/wastewater industry and we are proud of that distinguishing mark. As you will read further, EMMI has what I believe is the most talented work force in Florida, even among the “large” motor shops. I’ve been in this business for 42 years and I’ve never had a motor/pump shop with such experience and dedication in serving our customers. Our service manager has managed the largest motor shop in Florida and has 23 years of experience both in the shop and in the field. There is nothing he can’t fix or find a cure for any field-related problems. That level of professionalism and wisdom has been passed through our entire company. That is what separates us from the rest of the field.

EMMI submits this bid as a firm and irrevocable offer for the engagement period.

Paul Rademaker – VP Business Development

*Paul Rademaker*

---

## **E. Technical Qualifications of Firm**

EMMI is headquartered in Bradenton along with a facility that handles our lift station services in New Port Richey. We have just purchased \$275,000.00 worth of motor shop equipment that will be installed in our new 20,000sf building in Jacksonville early next year. Our long-range plan is to open another motor shop somewhere in south Florida around the Miami area.

Currently, we have a 20,000sf facility in Bradenton that handles all our repairs and from where our field services emanate from. Our motor shop is fully air conditioned and can handle motor repairs up to 1500HP at 4160-volts. We have two 5-ton travelling bridge cranes to support the shop in moving heavy equipment around. We have 5 bench mechanics who disassemble and reassemble rotating equipment. We have two winders who provide all our winding needs for all HP and Voltages. We have a machinist who runs our machine shop and provides us with the necessary machining in-house to maintain quality and fast turnaround time. We have 3 teams of field service technicians all equipped with a service vehicle with auto cranes that handle all field-related work. Push/Pulls of rotating equipment, laser alignment of motors/pumps/blowers, controls including VFD/Soft Start troubleshooting and replacements, preventative and predictive maintenance. All field service technicians can work nights and weekends to satisfy the needs of our customers, especially those under contract.

EMMI does not rely on any subcontractors to handle the workload. We have a 17-ton crane that we own. However, sometimes we need to rent a larger crane to handle push/pulls in the field. Other than that, we are independently sufficient with in-house resources. Furthermore, EMMI handles Wells, both pulling well pumps and installing new as well as installing new drop pipes. We do not do drilling, for that we would need to subcontract that out. EMMI does repair turbine pumps in our shop. If we encounter a turbine pump too large for our lathe, we subcontract that out to our vendor. However, we haven't run into a pump coming out of a municipal facility that we couldn't handle in-house.

EMMI is very proficient at rebuilding all brands of Lift Station Pumps. We are equipped to rebuild Flygt and Sulzer Pumps with ease and very competitively. We are the Sulzer Pump rep for the industrial marketplace in Florida along with a slew of other manufacturers of motors and controls.

EMMI is an EASA Motor shop which allows us full access to their database of winding information and training videos/documentation. We subscribe to their published warranties on rewinds and reconditioning of motors/pumps/blowers/gearboxes.

Finally, EMMI is the exclusive rep for Artesis Predictive Maintenance Controllers. With our patented eMCM controller, we can accurately predict the failure of your rotating equipment (motor/pump/gearbox/blower/generator) six months ahead of a failure and with a 90% accuracy rating. We do this without the use of any sensors on the equipment, just by recording the volts and amps of the motor. We can see the electrical/mechanical/and process related faults of the rotating equipment. Vibration, winding insulation degradation, bearing issues, cavitation, etc. We can also show you where on the pump curve your pump is pumping without the need of pressure and flow meters. Allow us to show this cutting-edge technology to you.

## **F. Technical Qualifications of the Project Team**

EMMI has a very talented team supporting our efforts. The company is run by our general manager John Miller. John has been in the motor repair world for 30+ years. John successfully ran Mader Motors in Ft. Myers and Tampa for 12+ years. His background is a motor winder and is one of the best and fastest winders in Florida. He leads a talented crew of shop/field/office workers, dedicated to providing our customers with the finest repair services in the business.

Paul Rademaker is our VP of Business Development. Paul has been in the motor/pump repair business for 42 years. There is nothing he hasn't seen or done throughout his journey. Paul was hired by Mader Electric back in 1989 and was a pivotal player in developing the upswing in business during his first 22 years of service there. Paul went on to open another successful motor/pump repair business for 10 years before coming back to Mader Electric/EMMI two years ago. Paul has successfully managed motor/pump contracts since winning his first contract for Mader with Sarasota County Utilities in 1991. Contracts are his primary priority and will be the City of Ormond Beach's liaison once the contract is ratified (positive thinking!).

Rob Farmer is our service manager and one of the most talented motor/pump technicians in North America. Rob has an excellent resume including years of service running Tampa Armature Works (TAW) for many years. Rob is extraordinary in troubleshooting and repairing rotating equipment in the field or in our shop. He is a certified crane operator, Level II vibration analyzer, certified welder, controls tech for VFD's/PLC's, and provides free training for our customers on lift station control panels, maintenance and repairs on rotating equipment. A tremendous resource to have at your disposal.

Leon Le is our inside salesman. Been in this business for over 25 years. There is no one more resourceful for finding parts and equipment than Leon. He has contacts in every aspect of motors/pumps/controls. He is very knowledgeable in drives and motors specifically. Leon is also very invested in our company as the second largest shareholder. He truly believes in our company and its future success.

Chuggy Lowery is our shop coordinator. She has been in this role for 8 years. Prior to that she ran one of Motion Industries facilities that was embedded inside Tropicana. Chuggy understands motor services and how to serve our customers with great communication skills. Chuggy will be the one coordinating your motor/pump repairs and communicating with you.

Eddie Whitehead is our shop foreman. He was recently promoted from our winding department to shop foreman. Eddie has many years' experience inside a motor shop and the transition to shop foreman has been smooth and beneficial. Eddie will work with Chuggy in coordinating repairs and communicating with the city.

The rest of the company is made up of dedicated employees who handle the many different aspects of running a motor/pump shop.

We have 5 bench mechanics, 2 winders, 1 machinist, 1 driver, 6 field service technicians, 1 service coordinator, 1 field service supervisor, and 1 accountant.

We would invite the city to take a shop tour of our facility should we be considered for this contract. Seeing and talking with our team would certainly provide a better picture and give greater comfort in who EMMI is.

## **G. References**

Please see attached sheet embedded within the bid documents.

## **H. Responsiveness**

EMMI has the ability to turn equipment around in a timely manner commensurate with the requirements of our clientele. We typically can receive a piece of rotating equipment and have it torn down and quoted to our customers within 3 days. We can rewind a motor and return it to our customer within 2 weeks of receiving the motor. We can recondition a motor and return it to our customer within one week of receiving the motor. If the motor is a rush, we can rewind and turn the motor around in 48 -72 hours depending on size and availability of parts. On a recondition, we can sometimes have the motor flipped in 24 hours or less.

On pumps/blowers/gearboxes, the lead times depend on the severity of the parts needed to complete the rebuilds. Most lift station pumps can be turned around in 1 -2 weeks under normal conditions. Rush jobs are obviously quicker. It's all a matter of communication and needs. We ask our customers not to cry wolf unless it is a true emergency. When it is, we go all out to accommodate. Since our shop handles just about all the work in house, we have complete autonomy to govern what jobs need to be bumped up in the rotation to satisfy our customers.

## **I. Pricing**

Regarding how we price our work, we utilize the Vaughens National Price Guidebook. Most if not all motor shops subscribe to this service. It is an excellent tool for providing motor shops with accurate pricing on motor and pump rebuilding. This guide provides the shop with how many hours it should take to perform certain tasks on motor and pump rebuilding. It provides the average costs of labor and materials for the section of the country you are located in. It is where all motor shops estimate their cost vs. sell price.

Allow me at this time to digress a little bit.

I have been bidding on motor repair bids for 35 years. I thoroughly understand how the process works and why municipalities bid this work out. For years the pricing has dropped significantly to where motor shops are cheating their customers by lying to them about their rates just to win a bid. They will publish ridiculously low labor rates just to win a bid and then manipulate the hours they submit to compensate for their low rates. When I came back to Mader/EMMI several years ago, we made a promise to the industry to stop playing the games and start bidding rates that are in line with Vaughens. I'll bet anyone dollars to donuts that if I bid a 100HP motor rewind using my numbers (Vaughens) against a contractor who lowballs a bid to win it at low rates, our final price to the customer will be within a few percentage points of each other. We will invoice the right amount of hours along with the correct hourly rate (per Vaughens and enough to make a profit) and our competitor will invoice that same sell price but have hours that are double or triple our hours. It's a sham, and one that EMMI will never participate in. I encourage the city and every other municipality that bids on this work to carefully vet their vendors rates and question why some are so low. I've seen motor bids where the labor rates are lower than the minimum wage. That is called fraud, and no city should condone those actions by granting them an award.

Price sheet embedded in Bid Document.

## **J. Location**

EMMI is located at 6115 31<sup>st</sup> Street East, Bradenton, FL 34203. All work for the city will be handled out of this location. All employees are working from this location except our field techs. Most field techs dispatch from their houses every morning and travel directly to the job site. These techs live in the Tampa area close to I-4.

As previously mentioned, EMMI is planning on opening a shop in the Jacksonville area sometime in 2026. Long range goal is to have one opened in Miami as well.

Our Lift Station crews work out of New Port Richey and are dispatched from there to handle all lift station related work.

Our drivers cover the state with pick ups and deliveries on an as needed basis.