

# APPENDIX D

## COMPANY PROFILE

1. Number of years as a Contractor: 43

2. Number of years the Company Office Administering the Contract has been staffed and operational: 34

3. Does the Company have experience working with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):  Yes  No

a. If you answered Yes to question 3, enter the number of years' experience your Company has working with the Commonwealth on Construction Contracts:  
26

4. Does the Company have experience working with Job Order Contracting (circle one):

Yes  No

a. If you answered Yes to question 4, is the experience as a Prime Contractor, Subcontractor or Both (circle one): Prime Contractor Subcontractor  Both

b. If you answered Yes to question 4, identify which Job Order Contracting Programs you have experience with: PA Turnpike Commission JOC - Electrical  
District 1 Contract# 4400009751 & District 2 Contract# 4400009752  
PA Dept. of General Services South West JOC - Electrical Contract SWT-K4 /  
PA Dept. of General Services North West JOC - Electrical Contract NWT-K4  
Keystone Purchasing Network Region 1 - Electrical, Contract# 2021JOCC-02 /  
Keystone Purchasing Network Region 5 - Electrical, Contract# 2021JOCC-22  
The Pennsylvania State University JOC - Electrical, Contract# 1-JOC

5. Attach an Additional Sheet(s) describing your Company and its services. Is the Additional Sheet(s) attached (circle one):  Yes  No

6. Attach a Letter from the Proposer's Insurance Carrier, on the Insurance Company's Letterhead, Stating the Proposer's Experience Modification Rate (EMR) for the Past Three Calendar Years. Is the ERM letter attached (circle one):  Yes  No

**7. Description of the Work the Proposer Intends to Self-Perform: (Attach an additional sheet(s) as necessary):**

All electrical work including trenching, cabling, conduit, wiring, etc. Concrete work incident to above work, setting poles and related.

**8. Description of the Work the Proposer intends to Subcontract (Attach an additional sheet(s) if necessary):**

Landscaping, fencing, hauling

**9. Under what other or former names has your organization operated?**

None

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### Section 2-3.1, Appendix 'D' Company Profile

Ref: Item #5 – Description of Firm and its Services

T.S.B. Inc dba Schultheis Electric is a full-service electrical contractor that was established in 1979 in Latrobe, Pennsylvania. For the last 43 years, Schultheis Electric has brought value added electrical services to customers throughout western Pennsylvania and the Tri-State area of Pennsylvania, West Virginia and Ohio in the transportation, institutional, commercial, and industrial sectors.

Schultheis Electric self-performs all facets of electrical construction and service from low voltage control systems and fiber optic lines up to and including 138kV Substations. No project is too small or too large. Schultheis Electric regularly completes projects that have a total duration of less than a week and have also completed projects with more than \$4 million of electrical work. Schultheis Electric has a single project bonding capacity of \$15 million.

Schultheis Electric has over 100 employees and has collective bargaining agreements with the International Brotherhood of Electrical Workers, Operating Engineers, Laborers, Carpenters, Cement finishers and Masons. While the vast majority of the work completed is electrical, these other skilled trades are often needed to complete incidental parts of a project and Schultheis Electric has the ability to complete this in-house and uphold the standards of safety and quality the company expects.

Schultheis Electric also has in-house engineers for both power and control systems. These assets have proved invaluable, specifically for Job Order Contracting, during the scope development stage of the projects. Additional assets include a fleet of over 60 service vehicles including bucket and line trucks as well as excavating equipment.

At the core of Schultheis Electric is their service culture. This includes the following items:

- Provide 24/7/365 technical support and trained craftsman to solve problems.
- Access to \$1 million in-house electrical inventory of materials, parts and electrical equipment to get customers back in service regardless of the day and time.
- Assist in scope development, constructability analysis and **best value** engineering.
- Rapid response for emergencies.
- Develop lifetime customers by providing the best value per dollar spent.
- Provide the highest quality safety, craftsmanship, customer experience, engineering, and technical solutions.

Services provided include:

- Low, Medium and High Voltage Power Distribution
- Communications and Data Systems
- UL Master Label – Lightning Protection Company
- Fire Alarm Systems
- Standby and Emergency Power Systems
- Building Automation Systems



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- Video Surveillance Systems
- Access Control and Intrusion Detection Systems
- Indoor and Outdoor Lighting
- Acceptance and Maintenance Testing of Power Systems
- Commissioning of Electrical Systems
- Professional Engineering Services
- Design, layout, CAD and Building Information Modeling

This service mentality, which is atypical from standard construction companies, aligns very well with Job Order Contracting. Over the last decade, Schultheis Electric has successfully completed several million dollars' worth of Job Order Contracting with the Department of General Services, Pennsylvania Turnpike Commission, and the Keystone Purchasing Network.

When quality counts, customers count on Schultheis Electric!



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November 11, 2022

**RE: TSB, Inc. dba Schultheis Electric  
Experience Modification Rating**

To whom it may concern,

This letter represents the most current Experience Modification Factors along with the last 5 years as issued by the Pennsylvania Compensation Rating Bureau.

5/15/2022	0.673
5/15/2021	0.818
5/15/2020	0.836
5/15/2019	0.857
5/15/2018	0.691

If you have any questions or concerns, please feel free to contact our office. Thank you and have a wonderful day!

Sincerely,

Julie Killcrece

**P.O. Box 4513  
124 INGRAM AVENUE  
PITTSBURGH, PA 15205  
412-922-1126 • FAX 412-922-5552 • WWW.DUNNINSURANCE.NET**

**2-3.2**

**Comparable Construction Experience**

# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$150,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: Reynoldsdale Fish Hatchery

2. Project Name: Generator Replacement

3. Project Number: SW-PFBC-001-EL

4. Project Value: \$61,584.30

5. County of Project: Bedford

6. Date of Project Final Acceptance: 12-13-2021

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

Electrical

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one):  Yes  No

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Harry Wade

Title: Hatchery Manager Telephone Number: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Ref: PFBC Reynoldsdale State Fish Hatchery Generator Replacement  
WO# SW-PFBC-001-EL

Scope of work:

- Remove exhaust louver to enable the removal and installation of the new generator.
- Disconnect the power and control wiring to the generator.
- Disconnect existing muffler and piping.
- Disconnect the existing fuel lines from the generator.
- Remove the old generator from the building.
- Provide a new Kohler 175 kw indoor generator in the existing building.
- Provide a new muffler and piping for the muffler.
- Reconnect the existing fuel lines.
- Reconnect the existing power and controls lines.
- Lead time for this generator is 12 weeks after release of approved submittals.



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### PROJECTS EQUAL TO OR LESS THAN \$150,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: SCI Somerset

2. Project Name: Dietary Exhaust

3. Project Number: SW-DOC-004-EL

4. Project Value: \$46,737.47

5. County of Project: Somerset

6. Date of Project Final Acceptance: 7-20-2021

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

Electrical

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one):  Yes No

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Sam Varchetti

Title: Maintenance Manager Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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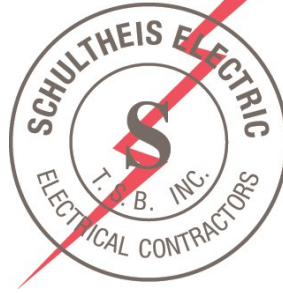
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Ref: SCI Somerset Dietary Exhaust System Replacement  
WO# SW-DOC-004-EL

Scope of work:

- Disconnect Exhaust Fans and Make Up Air Units (4,5,6,7,8,9,10,11,).
- HC is responsible for removal of the Exhaust Fans and Make Up Air Units.
- Demo wire back to Panelboards.
- Demo Circuit breakers that are not rated properly for new equipment.
- Extended existing conduit to new Exhaust Fans and Make Up Air Units
- Install equipment disconnects provided by HC.
- Install new wire from panelboards to Exhaust Fans and Make Up Air Units
- Install new breakers.
- Provide 120v power to control panels.
- Provide New ¾" EMT conduit from control panel to Exhaust Fans and Make Up Air Units.
- Provide New ¾" EMT conduit from control panel to hoods systems for lights, fire suppression system,
- Provide New ¾" EMT conduit from control panel to equipment shunt trip.
- HC to install control Panel and make final connection at panel.
- Provide 16-2 cable for fire suppression system and shunt trip.
- Provide #12 AWG THHN conductors for light and equipment power.



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## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$150,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: Hiram G. Andrews Center

2. Project Name: Weld Shop Classroom

3. Project Number: WR-L&I-008-EL

4. Project Value: \$76,807.89

5. County of Project: Cambria

6. Date of Project Final Acceptance: 3-20-2019

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

**Multi-Prime Contractor**

8. Client (circle one):

**Commonwealth Agency**

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

**Electrical**

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one): **Yes** No

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Greg Tunstall

Title: Facility Operation Manager 4 Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Ref: Hiram G Andrews Center – Weld Shop Renovation – Final Proposal  
Project: WR-L&I-008-EL

Scope of work:

- Disconnect and remove the existing lighting fixtures and store for reinstallation.
- Disconnect and remove the old air compressor feed and replace with new properly sized feed for new air compressor.
- Disconnect and remove all abandoned electric, power, data and lighting to allow for
- Reinstall existing lighting fixture. Replace ballasts as required to make all light fixtures operational. Reinstall LED tubes in fixtures provided by HGA.
- Provide new lighting conduits and circuits from existing panel.
- Provide three new three way switches at the two entry doors.
- Provide occupancy lighting controls and associated power packs.
- Provide two new LED Exit signs at the two exits.
- Provide a new 50A welding receptacle and 20A duplex receptacle at each of the ten welding stations. Provide power cords and plugs for 6 of the welders that were shipped with no cords.
- Provide 5 new ceiling mounted cord reels.
- Provide new power conduits and conductors throughout the space.
- Provide a power feed to the new outdoor exhaust system. Connect to 208V system through 480V transformer provided with equipment. Installation of the transformer and required disconnect is included in this price.
- Provide disconnect and power feed for the new air compressor. Extend circuit from existing air compressor if possible.
- Provide power to new metal working machine. Machine has an integral disconnect. Disconnect and remove from existing classroom and relocate to welding classroom.
- Provide convenience outlets around the space as shown on the electrical plan.
- Provide tele/data outlets at the one location shown on the plans. Location have two jacks, one for phone and one for data.
- Provide a fire alarm extender panel and repeater to feed new devices in the space.
- Provide new manual pull station at the exit door.
- Provide heat detectors throughout the space as shown on the plan.
- Provide an ADA horn/strobe at each end of the classroom (not shown on the plans). We were concerned the location of the existing horn/strobe may not be visible with the new equipment.
- Provide two combustible gas detectors that will be tied into the fire alarm system through an addressable module. These detectors are not tied into the exhaust system.



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## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$150,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: Hollidaysburg Veterans Home

2. Project Name: Bunker Main Switchgear Controls Upgrade

3. Project Number: SW-DMVA-005-EL-ER

4. Project Value: \$70,814.79

5. County of Project: Blair

6. Date of Project Final Acceptance: 12-09-2021

7. Company Role in Project (circle one):

Prime Contractor       Subcontractor       Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency       Other Public Entity       Other

9. Project included the following elements (circle all that apply):

General Construction      HVAC       Electrical      Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one):  Yes       No

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Luke Hughes

Title: Project Manager, Western Region Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_



**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Ref: Hollidaysburg Veterans Home Bunker Switchgear Controls Upgrade  
WO# SW-DMVA-005-EL-ER

Scope of Work:

- Replace Old Obsolete Switchgear Control PLC with new Allen Bradley PLC
- Provide and install Door mounted 12" HMI screen for system control and monitoring.
- Retrieve plc program off old S6 and record. Design new PLC program as well as HMI Screens.
- Provide additional PLC cards for control of extra breakers. Install wiring to 5 breakers.
- Include system programming for the additional breakers.
- Install 2<sup>nd</sup> 12" HMI in Boiler plant for monitoring and remote control. Install point to point to get Ethernet to boiler plant.
- Utilize an existing 4" underground conduit between the Bunker and Boiler House. Install a new junction box on each end of the existing 4" conduit.
- In the Bunker, install 1" EMT conduit from the new junction box to the new PLC. In the Boiler House, install a 1" conduit from the new junction box to the remote-control HMI unit.
- Run (1) Cat 6 communication cable from the PLC to the remote-control HMI unit via the new 1" conduits and the existing 4" conduit. Provide testing and labeling of this cable.
- Provide 120V power to the Boiler House remote-control HMI unit.
- Provide as-build drawings
- Replace all Switch Gear door mounted status lights to LED.



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# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,001 and \$400,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: Southwestern Veterans Center
2. Project Name: Upgrade Camera System
3. Project Number: WR-DMVA-036-EL
4. Project Value: \$155,480.04
5. County of Project: Allegheny
6. Date of Project Final Acceptance: 8-15-2019
7. Company Role in Project (circle one):  
 Prime Contractor     Subcontractor     Multi-Prime Contractor
8. Client (circle one):  
 Commonwealth Agency     Other Public Entity     Other
9. Project included the following elements (circle all that apply):  
 General Construction     HVAC     Electrical     Plumbing
10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional Sheet(s) attached (circle one):  Yes     No
11. Client Reference for Construction- It is your responsibility to assure that the contact information listed is correct. If your reference cannot be contacted, this project may not be considered.  
References' Name: Luke Hughes  
Title: Project Manager, Western Region Telephone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Name: Southwester Veteran Center Upgrade Camera Systems  
WO#: WR-DMVA-036-EL

Scope of work:

- Relocation servers to basement office and install a new 19" rack. Install new switches in the existing rack on the 1<sup>st</sup> floor. Run Cat 6A cable from the 1<sup>st</sup> floor switches to the servers in the basement.
- Disconnect and remove (39) existing analog cameras and wiring.
- Provide a new camera equipment rack including a new server, recorder, PoE switches, and patch panels.
- Provide (39) new fixed IP cameras and Cat 6A wiring to the new equipment rack. New IP cameras will be in the same locations where the existing analog cameras were removed.
- Provide camera licenses for a total of (82) cameras.
- Provide CAD as-built drawings. CAD footprint floor plans will need to be provide by the agency in order for us to create these drawings.
- Cost does NOT include for any ICRA.
- Provide CAD as-built drawings. CAD footprint floor plans will need to be provide by the agency in order for us to create these drawings.



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## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,001 and \$400,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: PA Department of Transportation
2. Project Name: FM7462 Chapel Road Maintenance Facility Fire Alarm Replacement
3. Project Number: SW-DOT-004-EL-ER
4. Project Value: \$169,755.18
5. County of Project: Allegheny
6. Date of Project Final Acceptance: 01-28-2022
7. Company Role in Project (circle one):  
 Prime Contractor      Subcontractor      Multi-Prime Contractor
8. Client (circle one):  
 Commonwealth Agency      Other Public Entity      Other
9. Project included the following elements (circle all that apply):  
General Construction      HVAC       Electrical      Plumbing
10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional Sheet(s) attached (circle one):  Yes      No
11. Client Reference for Construction- It is your responsibility to assure that the contact information listed is correct. If your reference cannot be contacted, this project may not be considered.  
References' Name: Marci Kirchner  
Title: District Facilities Admin.      Telephone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

The dialer used on the project was a cellular type dialer to notify the first responders in the event of a fire alarm. The original location of the dialer would not receive proper cellular signal and needed adjusted. The project also included adding fire alarm to buildings that were not previously permitted but had old grandfathered systems installed. We completed the process to allow permitting of these old structures that previously did not have records or drawings.

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Name: PennDOT FM 7462 District 11 Maintenance Office  
Fire Alarm Replacement – EMERGENCY – ELECTRICAL  
WO#: SW-DOT-004-EL-ER

Scope of Work:

- Fire alarm system wiring is installed in Type EMT conduit with compression fitting. All Type EMT conduit, boxes and box covers will be red in color. Conduit fittings and supports will not be red in color.
- Provide demolition of the existing fire alarm devices, conduit and wiring in the Main Building and in the Welding Building. If the existing fire alarm system conduits are not accessible for removal due to being in walls, behind insulation or under floor slab, they remained in place.
- Provide new fire alarm system devices in the Main Building and Welding Building. Welding Building fire alarm devices are tie into the Main Building's new fire alarm system. Provide new conduit and wiring for the fire alarm system.
- Provide underground conduits from the Main Building to the Welding Building. Provide saw cutting of the existing asphalt for new underground conduit. Remove asphalt, dirt and remove spoils from site. Concrete encase new conduits and backfill on top of concrete encasement with 2A stone. Provide asphalt patching.



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# APPENDIX F

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,001 and \$400,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: Southwestern Veterans Center
2. Project Name: Emergency Generator Repairs
3. Project Number: SW-DMVA-001-EL-ER
4. Project Value: \$172,563.77
5. County of Project: Allegheny
6. Date of Project Final Acceptance: 11-18-2020
7. Company Role in Project (circle one):  
 Prime Contractor      Subcontractor      Multi-Prime Contractor
8. Client (circle one):  
 Commonwealth Agency      Other Public Entity      Other
9. Project included the following elements (circle all that apply):  
General Construction      HVAC       Electrical      Plumbing
10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional Sheet(s) attached (circle one):  Yes      No
11. Client Reference for Construction- It is your responsibility to assure that the contact information listed is correct. If your reference cannot be contacted, this project may not be considered.  
References' Name: Luke Hughes  
Title: Project Manager, Western Region Telephone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Name: SWVC Emergency, Repair to Generators  
WO#: SW-DMVA-001-EL-ER

Scope of Work:

- Repaired existing generator. Rebuilt the generator motor and replace several hoses and gaskets. Provided parts as needed to rebuild generator motor.
- Provided a temporary back-up generator during the generator repairs.



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## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,001 and \$400,000

*Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated*

1. Client Name: PA Turnpike Commission
2. Project Name: Gibsonia Card Access System
3. Project Number: 01-2018-E-032
4. Project Value: \$177,115.08
5. County of Project: Allegheny
6. Date of Project Final Acceptance: 7-29-2019
7. Company Role in Project (circle one):  
 Prime Contractor      Subcontractor      Multi-Prime Contractor
8. Client (circle one):  
Commonwealth Agency       Other Public Entity      Other
9. Project included the following elements (circle all that apply):  
General Construction      HVAC       Electrical      Plumbing
10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional Sheet(s) attached (circle one):  Yes      No
11. Client Reference for Construction- It is your responsibility to assure that the contact information listed is correct. If your reference cannot be contacted, this project may not be considered.  
References' Name: Chris David, P.E.  
Title: Regional Facilities Manager, West Telephone Number: \_\_\_\_\_  
Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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Ref: PA Turnpike Gibsonia Maintenance Card Access System  
WO# 01-2018-E-032

Scope of Work:

**Maintenance Building cost includes the following:**

- Provide conduit and wiring for the new card access system.
- Provide card access panels in the 2<sup>nd</sup> floor corridor. Panels will serve the Maintenance Shop, PSP 2<sup>nd</sup> floor, Miller Building and the Part Storage Building.
- Provide 120V power circuitry to the card access control panels.
- Provide card access equipment for (12) single man doors for the maintenance shop and (5) single man doors for the PSP.
- Provide overhead door contact for (3) garage doors for the maintenance shop.
- Provide equipment, conduit and wiring for the Siemens building automation system.

**Miller Building cost includes the following:**

- Provide card access equipment for (2) mandoor.
- Mandoor wiring will be run back to the maintenance building card access panels located on the 2<sup>nd</sup> Floor hallway via the existing underground conduit.

**Truck Shelter cost includes the following:**

- Provide a card access control panel in the Truck Shelter Building.
- Provide 120V power to the card access control panel via the existing power panel in the Truck Shelter Building.
- Provide a communications cable via the existing building data rack to the new card access control panel.
- Provide card access equipment for (4) mandoor.
- Provide card access equipment for (3) fence gate.
- Provide overhead door contact for (10) garage doors.
- Provide power for the new card access control equipment.

**Parts Storage Building cost includes the following:**

- Provide card access equipment for (4) mandoor.
- Provide overhead door contact for (3) garage doors.
- Mandoor and garage door wiring will be run back to the maintenance building card access panels located on the 2<sup>nd</sup> floor hallway via the existing underground conduit.
- Provide power for the new card access control equipment.



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# APPENDIX G

## COMPARABLE CONSTRUCTION EXPERIENCE

**PROJECT BETWEEN \$400,001 and \$2,000,000**

*Submit a Single Form to be Evaluated*

1. Client Name: PA Turnpike Commission

2. Project Name: Amos K. Hutchinson Trades Building

3. Project Number: 01-2020-E-033

4. Project Value: \$586,660.82

5. County of Project: Westmoreland

6. Date of Project Final Acceptance: June 24, 2022

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency

Other Public Entity

Other

9. Project included the following elements (circle all that apply):

General Construction

HVAC

Electrical

Plumbing

10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional

Sheet(s) attached (circle one):  Yes No

11. Client Reference for Construction- It is your responsibility to assure that the contact

information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: Chris David, P.E.

Title: Regional Facilities Manager, West Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

**12. Description of any problems or major issues encountered during the Project (if any) and what was done to resolve (attach additional information as necessary):**

None

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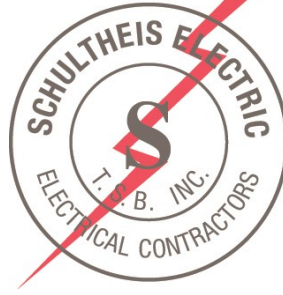
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Name: PA Turnpike AKH Maintenance Trade Shop  
WO#: 01-2020-E-033

Scope of work:

- Provide underground conduit including trenching, backfill and compaction from the existing maintenance building to the new trades building. Provide 1-4" PVC conduit for fire alarm wiring and 1-4" PVC conduit for data. The fire alarm conduit will stub up in the electric room and the data conduit will stub up in the IT room. Conduits will be concrete encased. Backfill under asphalt will be 100 % stone. Asphalt patching is by others.
- Provide conduit and conductors for the trades building main service panel from the switchgear building. Provide trenching, backfilling, and compaction from the switchgear buildings to the trades building. Breaker for the trades building main service panel is to be existing in the main switchgear.
- Provide a 400 amp 277/480V main service panel in the trades building. Provide a surge protection device for the main service panel. Provide a 30 KVA transformer and a 100 amp sub-panel. Provide a 75 KVA transformer and a 225 amp sub-panel. Provide grounding of the main service.
- Provide a short circuit, coordination, and arc flash study.
- Branch circuits wiring in the shop areas will be run underslab with PVC conduit or exposed overhead with Type Rigid steel conduit. Wiring devices will be flush mounted in the block walls with PVC conduit in the block walls.
- Branch circuit wiring in the office area will be with Type MC cable concealed in the walls and above the drop ceilings.
- Provide receptacles as noted in the office and shop area. Provide buck-boost transformers for special receptacles / equipment.
- Provide empty conduits to the ceiling for future data and radio wiring. Office data stub conduits will be Type EMT and stub up above the drop ceiling. Shop data conduits will be PVC in the block walls and stub out near the ceiling.
- Provide 4" J-hooks in the shop ceiling in the shop area for future data wiring.
- Provide junction boxes in the ceiling for future speakers / bullhorns.
- Provide disconnects and wiring for the powered garage doors. Garage door controls and control wiring is by others.
- Provide power circuitry for the new HVAC equipment. HVAC controls and control wiring are by others.
- Provide new light fixture and lighting controls. Provide a lighting inverter in the electric room for emergency lighting.



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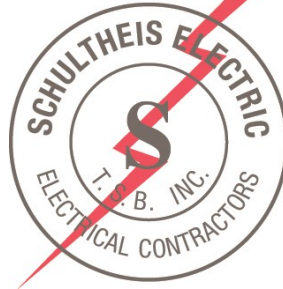
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- Provide a fire alarm system in the trades shop building. Interconnect the new trades shop fire alarm system in with the existing maintenance building fire alarm system.
- Provide an empty conduit system for a new access control system.



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**APPENDIX H**  
**KEY PERSONNEL**

**PROJECT MANAGER**

*Submit a Separate Form for Each Project Manager Proposed. Maximum of (2) Project Managers will be evaluated.*

1. Project Manager's Name: Ben Miedel
  
2. Number of Years with Firm: 16
  
3. Experience (circle all that apply):  
General Construction    HVAC    **Electrical**    Plumbing
  
4. Number of Years' Experience with the Trade(s) circled above (list out number of years per each trade):  
General Construction \_\_\_\_\_ HVAC \_\_\_\_\_  
Electrical 23 \_\_\_\_\_ Plumbing \_\_\_\_\_
  
5. Does the Project Manager being Proposed as a Key Personnel have experience working on Job Order Contracting Contracts (circle one): **Yes** No  
a. If yes, identify which contracts: PA Turnpike Commission JOC - Electrical  
District 1 Contract# 4400009751 & District 2 Contract# 4400009752  
PA Dept. of General Services South West JOC - Electrical Contract SWT-K4 /  
PA Dept. of General Services North West JOC - Electrical Contract NWT-K4
  
6. Does the Project Manager being Proposed as a Key Personnel have experience working with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):  
**Yes** No  
a. If yes, number of Years' Experience: 16
  
7. Attach Resume. Is the Resume attached (circle one): **Yes** No
  
8. Client Reference #1 for Construction- It is your responsibility to assure that the contact information listed in correct. If your reference cannot be contacted, this project may not be considered.

**References' Name:** George Ryniak

**Title:** Corrections Facility Maintenance Manager **Telephone Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

- 9. Client Reference #2 for Construction- It is your responsibility to assure that the contact information listed is correct.** If your reference cannot be contacted, this project may not be considered.

**References' Name:** Chris David, P.E.

**Title:** Regional Facilities Manager, West **Telephone Number:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**Project Responsibilities:**

**Ben Miedel as our Project Manager, will be responsible for the management and oversight of all electrical and site activities involved for construction projects.**

**Relevant Experience Criteria**

- ✓ 23 Years Experience
- ✓ 15 Years Project Management Experience
- ✓ 17 Years Supervisory Experience

**EDUCATION AND TRAINING:**

Bachelor of Science /St. Vincent University

**PROFESSIONAL QUALIFICATIONS:**

Project Manager/Lightning Protection



**EMPLOYER:**

TSB, Inc. d/b/a Schultheis Electric  
PO Box 798  
Latrobe, PA 15650

**TIME WITH FIRM:**

16 years

**TOTAL YEARS EXPERIENCE:**

23 years

**PROFESSIONAL ROLE:**

As a project manager, Mr. Miedel works closely with members of core planning to ensure the appropriate management support is provided for each contract assignment. His duties include attending pre-bid and concurrent planning events to ensure client cohesiveness, coordination and scheduling of material deliveries, direction and management of electricians, and Quality Assurance Management. His experience in the electrical construction industry includes project management, inspections and lightning protection.

**PROFESSIONAL EXPERIENCE:**

Construction    Project Manager, TSB, Inc. d/b/a Schultheis Electric  
June 5, 2006 – Present

Lighting Manufacturing    Laface & McGovern  
April 2002 to May 2006

Energy Service    On Demand Lighting, a Subsidiary of Duquesne Light  
August 2000 to April 2002

Energy Service    On Demand Energy Solutions, a Subsidiary of Duquesne Light  
October 1998 to August 2000

**ADDITIONAL TRAINING:**

UL University lightning Protection – Designing for Compliance  
International Association of Electrical Inspectors – Current Electrical Code Classes  
NFPA 70E Certification  
US Army Corps of Engineers – Construction Quality Management for Contractors  
OSHA 30 Certification  
WideLite – Architect and Engineering Design  
Lutron Lighting Control Institute – Commercial Lighting Controls  
Lithonia Lighting – Product Information and Application  
Leviton Integrated Networks – Structured Cabling Installation  
Port Authority of Allegheny County Railway Safety Training

**APPENDIX H**  
**KEY PERSONNEL**

**PROJECT MANAGER**

*Submit a Separate Form for Each Project Manager Proposed. Maximum of (2) Project Managers will be evaluated.*

1. Project Manager's Name: Ken Mickinac

2. Number of Years with Firm: 8

3. Experience (circle all that apply):

General Construction    HVAC     Electrical    Plumbing

4. Number of Years' Experience with the Trade(s) circled above (list out number of years per

each trade):    General Construction \_\_\_\_\_ HVAC \_\_\_\_\_

Electrical 14                                  Plumbing \_\_\_\_\_

5. Does the Project Manager being Proposed as a Key Personnel have experience working on

Job Order Contracting Contracts (circle one):  Yes    No

- a. If yes, identify which contracts: Keystone Purchasing Network Region 5 - Electrical,  
Contract# 2021JOCC-22 / PA Dept. of General Services South West JOC - Electrical  
Contract SWT-K4 / / PA Dept. of General Services North West JOC - Electrical  
Contract NWT-K4

6. Does the Project Manager being Proposed as a Key Personnel have experience working

with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):

Yes                                  No

- a. If yes, number of Years' Experience: 10

7. Attach Resume. Is the Resume attached (circle one):  Yes    No

8. Client Reference #1 for Construction- It is your responsibility to assure that the contact information listed in correct. If your reference cannot be contacted, this project may not be considered.

References' Name: John Campbell

Title: Chief of Operations Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

- 9. Client Reference #2 for Construction- It is your responsibility to assure that the contact information listed is correct.** If your reference cannot be contacted, this project may not be considered.

References' Name: Mike Wenrick

Title: CFMM3 Telephone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

**Project Responsibilities:**

Ken Mickinac as our Project Manager, will be responsible for the management and oversight of all electrical and site activities involved for construction projects.

**Relevant Experience Criteria**

- ✓ 14 Years Experience
- ✓ 14 Years Project Management Experience
- ✓ 14 Years Supervisory Experience

**EDUCATION AND TRAINING:**



**EMPLOYER:**

TSB, Inc. d/b/a Schultheis Electric  
PO Box 798  
Latrobe, PA 15650

**TIME WITH FIRM:**

8 years

**TOTAL YEARS EXPERIENCE:**

14 years

**PROFESSIONAL EXPERIENCE:**

As Director of Projects, Mr. Mickinac works closely with members of core planning to ensure the appropriate management support is provided for each contract assignment. His duties include attending job meetings, pre-bid and concurrent planning events to ensure client cohesiveness, coordination and scheduling of material deliveries, direction and management of electricians, and Quality Assurance Management. His experience in the electrical construction industry includes project management, estimating, BIM coordination and contract risk management. His experience in the electrical construction industry includes heavy industrial, municipal, healthcare and commercial applications for electric power distribution, controls, instrumentation, communication and audio/visual work.

**PROFESSIONAL EXPERIENCE by Type:**

2020-Present	Schultheis Electric Director of Projects
2014-2018	Sargent Electric Industrial/Infrastructure Department Manager Project Manager / Estimator
2008-2014	Schultheis Electric Project Manager / Estimator

**KEY PROJECTS:**

Shell Cracker Plant, ECU Heat Trace Project (\$34M)  
United States Steel Corp, Various Projects (\$5M Yearly)  
Vallourec Steel, Various Project (\$1.25M Yearly)  
University of Pittsburgh, High Voltage Lab Design/Build (\$1.3M)

**ADDITIONAL TRAINING:**

OSHA 30 Certification  
First Aid  
Triangle Tech, Associates Degree in Specialized Technology  
– Maintenance Electricity & Construction Technology



**2-3.3**

**Key Personnel/Resourcing**

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Section 2-3.3, Appendix 'D' Company Profile

Ref: Item #3 – Key Personnel/Resourcing

Upon the commencement of a job order, the project manager will determine the necessary staffing, expertise, materials, and equipment necessary to complete the job order. A field superintendent/foreman will be assigned as well as additional labor based on availability, geographic location, and knowledge of the specific tasks to be done on the project. The materials will be ordered and the equipment and manpower scheduled.

TSB Inc. dba Schultheis Electric is a union contractor and has collective bargaining agreements in place for all counties in these regions. In the event that additional manpower is required, Schultheis Electric is able to utilize the local labor union representing the tradesman that are required. Schultheis Electric has agreements in place for electrical workers, linemen, carpenters, operators, laborers, cement masons and bricklayers. These agreements allow us to provide highly skilled, trained, drug-free manpower across the entire geographical area. It also allows us to obtain required clearance paperwork and background checks prior to starting a project. We are able to increase manpower with as little as a 24-hour notice. The process is as simple as getting the required company and safety orientation completed and appropriate PPE issued.

The project managers and site superintendents/foremen work together to project these needs and the company holds a weekly meeting to review and make adjustments.

For emergency projects that need an immediate response, Schultheis Electric has over 60 service vehicles including bucket and line trucks that are spread throughout the region. We are set up for and routinely respond to off-hour service and emergency work for transportation, industrial, institutional and commercial customers.

Additionally, Schultheis Electric has agreements with strategic subcontractors with similar capabilities located in both the Northwestern and Southwestern regions of PA.

Since the start of the first DGS JOC contract we were awarded (which ran from 2016 to 2019 and covered all of western PA) we have doubled our project management staff to accommodate the current DGS JOC contract and the projected work load that would likely come from the newest DGS JOC contract.



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**2-3.4**

**Understanding of JOC Procurement System**

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#### Section 2-3.4, Appendix 'D' Company Profile

Ref: Item #4 – General Understanding of the JOC Procurement System

TSB Inc. dba Schultheis Electric has extensive experience with the Job Order Contracting procurement system. Schultheis Electric has completed over \$25.0 million in JOC projects with the PA Turnpike Commission, PA Department of General Services and Keystone Purchasing Network over the last decade. Schultheis Electric has found that this procurement method is beneficial to the contractor and using agencies. The system allowed expedited completion of projects with clearly communicated scopes of work, high standards of quality and safety, and efficient schedules. One of the key benefits to the JOC process is having the contractor provide input during the scope development to allow work to be completed in the most fiscally efficient way. Providing this **Best Value** Engineering along with the transparent nature of the JOC process and pricing allows the using agency to make the best decisions. This process eliminates gaps in the scope of work and reduces the risk to the contractor by verifying the scope of work, reducing administration and procurement costs and eliminating change orders and claims.

Once the contract is awarded, the using agencies will send a request for a project to the contractor. Typically, this will be administered through the Gordian account manager. At that time a Job Scope Meeting (JSM) will be scheduled with all parties to complete an on-site review to further define and clarify the scope of work. During this stage, the contractor will provide feedback on the requirements to enable the development of an accurate price proposal. In some cases, the work may require design services, in which the lead contractor would arrange for a registered small business design firm to be present during the JSM. In these cases, the construction price proposal would not be completed until the design is completed. All pricing proposals will be developed through the use of the *Simplebid* Unit Price Book. Using the values associated with each task and the multiplier specified in the bid, the contractor calculates a monetary value for the project. Once the scope of work and associated price proposal is approved by the using agency, the using agency will issue a lump sum, firm fixed price for the associated scope of work. Included with the pricing proposal and through discussions with the using agency, a timeline will be developed in which the project is to be completed. Upon completion of the project, final billing and required close out documents will be provided to the using agency and payment will be made in the amount of the purchase order.

The using agency will determine, prior to the contractor's involvement, if the project will be evaluated for use in the JOC system. Overall project budget will be a major factor in determining this since non-emergency projects must have a total cost of less than \$400,000.00. This cost includes all trades, design and engineering fees, and associated fees.

Schultheis Electric utilizes a multistep approach for developing job order proposals and accurate price proposals. The first step after the job scope meeting is to provide a detailed written scope of work, cut sheets or sketches for review, to verify all parties are in agreement on the scope of work to be completed. This step is not required in the JOC System but we have found this to be extremely helpful in communicating with all parties. Some using agencies may have limited construction experience and they may not have the ability to decipher several hundred lines of a CTC breakdown without having this detailed scope of work completed. As a quality control measure, Schultheis Electric prices all projects in



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both the *Simplebid* Unit Price Book and the company developed estimating software that has premade assemblies of typical electrical construction tasks with real-time construction material pricing and company-developed labor units. This allows the proposals to be compared for gaps or overages in materials, labor, and equipment that are required.

Schultheis Electric has the ability to self-perform all aspects of this contract. Since the volume of work is only estimated and could change, a subcontracting plan has been put in place. Schultheis Electric has prequalified several subcontractors that would be able to assist, if required. Some of these subcontractors will also be used to successfully meet the small diverse business participation goal of this contract. Even with the use of subcontractors, all estimating and proposals will be developed by Schultheis Electric. All pricing for subcontractors will be developed through the use of the *Simplebid* Unit Price Book. The prequalified subcontractors share the same core values as Schultheis Electric and meet our required expectations in safety, quality, training, financial and manpower capacity. The subcontractors also meet the requirements of our collective bargaining agreements that are in place.

The keys to a successful JOC contract with DGS will be the responsiveness of the contractor to expedite request and provide timely feedback to all parties. Schultheis Electric believes having past experience with the JOC System with DGS, pricing levels and past knowledge of pricing JOC projects is a key to success. Schultheis Electric knows how to accurately bid the adjustment factors that allow for enough margin to complete all work effectively and efficiently. Having this knowledge eliminates wasted time in reviewing proposals for inaccurate quantities and unsupported tasks. Some of the using agencies remote field staff will not understand or have past knowledge of the JOC system and having a contractor that has experience and understanding of how the process works will be beneficial. The lessons learned from the past six years with DGS taught us the importance of having a well-defined and written detailed scope of work as well as having a solid subcontracting plan for the possibility of the variable workload.

Schultheis Electric believes safety and customer service are paramount to a successful JOC. Providing a responsible adjustment factor and our experiences with the DGS JOC process guarantees these two items can be accomplished on all projects.



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