

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

P.O. Box 798
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Phone: (724) 537-5157
Fax: (724) 537-9388

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: SCI Cambridge Springs
2. Project Name: Repair or Replace High Voltage Lines
3. Project Number: WR-DOC-063-EL
4. Project Value: \$52,516.44
5. County of Project: Crawford
6. Date of Project Final Acceptance: 4-19-2019
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: Mark Nicolia

Title: Facilities 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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Phone: (724) 537-5157
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Name: SCI Cambridge Springs - Repair or Replace High Voltage Line
WO#: WR-DOC-063-EL

Scope of Work:

- Provide trenching, backfilling and compaction for new underground electrical conduits.
- Utilize existing conduits from the existing transformer to the new 3' x 3' x 3' open bottom pull box. Provide a gravel pit under the pull box for drainage. Install (2) 5" PVC conduits from the pull box to the building. Underground conduits will be concrete encased.
- Coredrill building wall and install linkseals for the (2) 5" conduits to enter the building. Provide a new wireway on the wall inside the electrical room.
- Provide (1) 4" rigid steel conduit from the new wireway to intercept the existing conduit to the switchgear.
- During the outage, pull out the old medium voltage cables. Remove the existing wireway and conduits. Cut existing conduit outside and cap. Patch two holes in the wall. Extend the new 4" rigid steel conduit and connect to the existing 4" conduit to the switchgear. Pull in new medium voltage cables from the switch to the switchgear and terminate.
- Pull back the Sally Port building power and communication fees to inside the electric room.
- Cut existing ductbank and install a new 3' x 3' x 3' open bottom pull box. Chip away concrete encasement and bring conduits up into pull box. Provide a gravel pit under the pull box for drainage. Provide a divider in the pull box for power and communications.
- Reinstall the power and communications cables back to the Sally Port building and terminate.



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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: PA Soldiers & Sailors Home

2. Project Name: Installation of Additional Cameras

3. Project Number: NW-DMVA-003-EL

4. Project Value: \$33,759.79

5. County of Project: Erie

6. Date of Project Final Acceptance: 4-15-2022

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: Luke Hughes

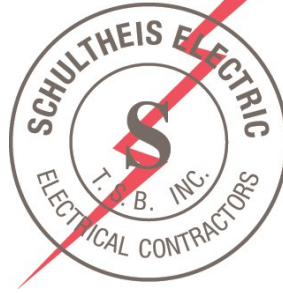
Title: Project Manager, Western Region Telephone Number: _____

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: Erie Soldiers & Sailors PSSH Installation of Additional Cameras
WO#: NW-DMVA-003-EL

Scope of Work:

- Pharmacy Cameras:
 - Provide (4) interior fixed cameras in the Pharmacy.
 - Provide a Cat 6 plenum rated homerun cable from each camera to the access panel in the lower level.
 - Cat 6 cables will be run loose above the drop ceiling.
 - Provide a 1 ½” conduit from above the Pharmacy ceiling to the ceiling on the floor below and set a junction box. Run a 1 ½” conduit from junction box to the data room.
 - Terminate Cat 6 cables on existing switch in room below Pharmacy.
- Store Room PTZ:
 - Provide (1) PTZ camera at the exterior Store Room.
 - Run a ¾” conduit from the existing switch up to the bar joists.
 - Run Cat 6 cable in conduit and run cable loose across bar joists to the new camera location. Tie into existing switch in Store Room.
- Smoking Area near the Library
 - Provide (1) exterior fixed camera to monitor the Smoking area near the Library.
 - Provide Cat 6 cable from new Copier Room switch to the new camera location.
 - Core-drill down into the crawl space under the Storage Room.
 - Run Cat 6 cables loose in crawl space and basement area.
 - Drill up into the Copier Room and install a new switch and fire rated access panel.
 - Run a Cat 6 cable from this switch to the new camera location.
- Front Entrance Camera:
 - Provide (1) interior fixed camera to monitor the front entrance.
 - Run cables loose above the ceiling.
 - Cables will be run from the new Copier Room Switch.
- Parking Lot 3 Camera:
 - Provide (1) PTZ exterior camera on the maintenance building to monitor Parking Lot 3.
 - Run new conduit in Maintenance Building to the existing pull boxes on the wall.
 - Utilize underground conduits between buildings.
 - Run Cat 6 cable to switch below Pharmacy.

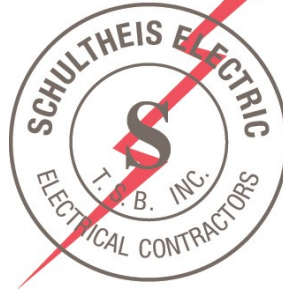


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➤ Hallway by Security Area:

- Provide (1) interior fixed in hallway by security area to monitor front door entrance.
- Install a ¾" conduit stub from the existing data cabinet in hallway to above the drop ceiling.
- Run Cat 6 cables loose above the drop ceiling.



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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: SCI Pine Grove

2. Project Name: UPS Replacements

3. Project Number: NW-DOC-006-EL

4. Project Value: \$136,858.95

5. County of Project: Indiana

6. Date of Project Final Acceptance: 9-21-2021

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: Don Mulraney

Title: Facilities 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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Name: SCI Pine Grove UPS Replacements
WO#: NW-DOC-006-EL

Scope of work:

- Demo and dispose of two (2) 50 KVA UPSs and Battery cabinets
- Install two (2) 50 KVA UPSs and Battery cabinets with 8-minute full load run time.
- Provide a temporary generator to feed panels while replacing the UPSs.



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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: PA Fish & Boat Commission
2. Project Name: Walnut Creek Fish Cleaning Station
3. Project Number: NW-PFBC-005-EL
4. Project Value: \$22,744.38
5. County of Project: Erie
6. Date of Project Final Acceptance: 11-11-2021
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: Dan Vodzak
Title: Project Architect 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: PFBC Walnut Creek Fish Cleaning Station
WO#: NW-PFBC-005-EL

Scope of work:

- Provide new underground feeder from the existing Administration Building to the new Fish Cleaning Station.
- Provide a new 100 amp 120/208V 3 phase 4 wire power panel in the Fish Cleaning Station.
- Provide new interior and exterior light fixtures. Provide branch circuit wiring back to the power panel.
- Provide new interior and exterior receptacles. Provide branch circuit wiring back to the power panel.
- Provide branch circuit wiring to the HVAC equipment.



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APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

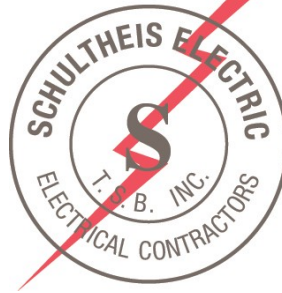
Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1. Client Name: SCI Forest
2. Project Name: Building 6 Ice Melt
3. Project Number: NW-DOC-018-EL
4. Project Value: \$156,933.49
5. County of Project: Forest
6. Date of Project Final Acceptance: 5-19-2022
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: Don Bair
Title: Electrical Designer 2 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 agency determined that they had leaking gutters that were not part of the project scope causing ice build up under the gutters from the melted snow and ice. While we were on the roof we were able to provide a quick solution and caulked the gutters that were having
 - issues with extra material left over at no cost to the agency since we were already on the roof with the material and proper PPE.
-

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Name: SCI Forest Building 6 Ice Melt System
WO#: NW-DOC-018-EL

Scope of Work:

- Remove (14) existing downspouts and replace with (14) new downspouts.
- At (4) downspout locations, the drain pipes coming out of the concrete are damaged. At each of the four locations, we will sawcut an 18" x 18" square in the concrete around the pipes, remove the concrete around the pipe, hand dig down, cut off pipe, install a new piece of pipe, provide a new pipe to downspout connector, backfill and patch the concrete.
- Provide a 100 amp 3P circuit breaker in existing Panel LP6 to feed the new snowmelt control panel.
- Provide EMT conduit and conductors from existing Panel LP6 to the new Ice Melt control panel and terminate.
- Provide the ice melt control panel with a controller, contactor, and breakers for each ice melt circuit.
- From the ice melt control panel, provide EMT conduit inside the building and Rigid Aluminum conduit on the roof for the ice melt system power feeders and control wiring. Provide standing seam clamps and stainless steel minerallac pipe clamps for the Rigid Aluminum conduits. Provide stainless steel boxes and stainless steel strut on the roof.
- Provide 2,716 feet of ice melt cables, paste down cable clamps, power connection ends, 14-down spout brackets, and end connectors per the manufactures layout.
- Provide four gutter ice sensors and one aerial snow sensor per manufactures layout.



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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: SCI Albion
2. Project Name: PIDS and Phone Repairs
3. Project Number: NW-DOC-003-EL-ER
4. Project Value: \$218,957.96
5. County of Project: Erie
6. Date of Project Final Acceptance: 11-24-2021
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 is correct. If your reference cannot be contacted, this project may not be considered.
References' Name: Don Zarembinski
Title: Facility Maintenance Manager 3 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: SCI Albion Emergency PIDS & Phone Repair
WO#: NW-DOC-003-EL-ER

Scope of Work:

- Original Callout included:
 - Received the emergency request e-mail on 9-17-20.
 - Dispatched an electrician on 9-17-20 to go to the site to gather intel on the issue.
 - Sent engineer to site on 9-18-20
 - Sent engineer to site on 9-21-20
 - Problem is resolved.
- PIDS Replacement:
 - Remove existing rack mounted UPS's and rack.
 - Provide a new floor mounted 15 KW 120/208 volt input/output UPS.
 - Provide a new 125amp 120/208 volt panelboard (Panel UPS) for new UPS circuits.
 - Provide power feed from existing panel to feed new UPS. Provide feeder from UPS to new Panel UPS.
 - Install new Micro II System per Southwest Microwave quote. Provide new conduit and wire from the control room to the exterior of each side of the walkway for the new system equipment.
 - Provide (2) electricians to assist DOC personal to install new fence wire.
 - DOC to remove the existing old fence wire.
 - Provide (1) new work station and (1) rack mounted server for the PSM II software.
 - Rebuild screen PSMII software.
 - Provide engineer for system programming and upgrading from existing PSM system.
 - Test and calibrate new fence wiring per manufacturing standards.
 - Provide (3) quad receptacles in each of the CCTV room, Control Room and equipment room (total of (9) quad receptacles. Quad receptacles will be feed out of the new UPS Panel. Each quad receptacle will be on its own 20 amp 1P breaker (total of 9).



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

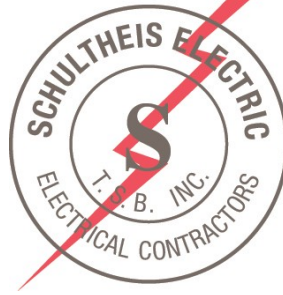
Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1. Client Name: SCI Mercer
2. Project Name: Building Integration Upgrades
3. Project Number: WR-DOC-065-EL
4. Project Value: \$316,599.10
5. County of Project: Mercer
6. Date of Project Final Acceptance: 6-30-2020
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: Larry Boggs
Title: CFMM3 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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Name: SCI Mercer Building Integration Updates
WO#: WR-DOC-065-EL

Scope of work:

- Provide the following upgrades in the Administration Building:
 - Central Control:
 - Verify and label the existing wiring.
 - Remove the existing PLC out of the middle racks.
 - Remove the existing integerator.com PC.
 - Mount and install new PLC cabinet on empty wall space.
 - Reroute existing wiring from the old middle rack to the new PLC cabinet and terminate.
 - Provide ethernet cable from the Mercer network to the new PLC cabinet.
 - Mount and install new 23" HMI touch screen and screen controller. This touch screen will be installed at the security desk.
 - Security Closet:
 - Verify and label the existing wiring.
 - Remove the existing control panel and remote I/O.
 - Mount and install new PLC cabinet and terminate the existing wiring.
 - Provide ethernet cable from the Mercer network to the new PLC cabinet.
 - Sally Port:
 - Verify and label the existing wiring.
 - Remove the existing PLC's out of the 19" rack.
 - Mount and install new PLC cabinet and terminate the existing wiring.
 - Provide ethernet cable from the Mercer network to the new PLC cabinet.
 - Intake:
 - Verify and label the existing wiring.
 - Remove the existing control panel and remote I/O.
 - Mount and install new PLC cabinet and terminate the existing wiring.
 - Provide ethernet cable from the Mercer network to the new PLC cabinet.
- Provide the following in N-Block:
 - Verify and label the existing wiring.
 - Remove wiring and two 19" racks that house the PLC equipment.
 - Provide equipment to hoist new PLC cabinet onto the roof and lower through the roof hatch into the mezzanine electrical room.



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- Mount and install the new PLC cabinet and terminate the existing wiring.
- Provide ethernet cable from the Mercer network to the new PLC cabinet.
- Mount and install two 23" HMI touch screens, one for each side. Each touch screen will be installed on the guard station for each side.

- Provide the following in H-Block:
 - Verify and label the existing wiring.
 - Remove wiring and two 19" racks that house the PLC equipment and remove the remote I/O from the remote I/O cabinet.
 - Provide equipment to hoist new PLC cabinet onto the roof and lower through the roof hatch into the mezzanine electrical room.
 - Mount and install the new PLC cabinet and terminate the existing wiring.
 - Mount and install new remote I/O in the existing remote I/O cabinet and terminating.
 - Provide ethernet cable from the Mercer network to the new PLC cabinet.
 - Mount and install two 23" HMI touch screens, one for each side. Each touch screen will be installed on the guard station for each side.

- Provide PLC and HMI screen programming.
- Provide CAD as-built drawings.
- Provide a rugged laptop computer with Allen Bradley Studio 5000 programming software and HIM programming software.
- Provide and Build Allen Bradley Control Panel for integration to the Existing gates.
- Mount and provide power to new panel and locate it in Building 12.
- Provide drawing and relay information for DOC to make wire terminations.
- Provide Programming into new system and test for operation.



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COMPARABLE CONSTRUCTION EXPERIENCE

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

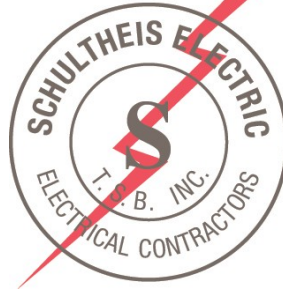
Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1. Client Name: Butler County
2. Project Name: Courthouse Renovations
3. Project Number: 080046.01
4. Project Value: \$327,357.56
5. County of Project: Butler
6. Date of Project Final Acceptance: 12-28-2020
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: John Campbell
Title: Chief of Operations 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: Butler County Courthouse – 1st Floor Tenant Space Revisions
KPN JOC WO#: 080046.01

Scope of Work:

- Concealed branch circuit wiring being Type MC cable.
- Provide electrical demolition of the light fixtures, receptacles, data outlets, and fire alarm devices. Floor boxes/poke-thru devices will remain and not be removed. Power and lighting circuitry will be removed back to the source. Data cabling will be removed back to the source. Provide recycling of the light fixture lamps. If owner wants to salvage any of the removed electrical items, it will be the owner's responsibility to package, move and store these items.
- Provide temporary lighting and power throughout the renovated work area. Power will be provided from the existing power panels.
- Provide a new panelboard Panel 1PD in the new tenant space. Provide a feeder to the existing Panel SDPP1 and connect to a spare 100amp 3pole breaker in the panel.
- Provide new lighting fixtures and light fixture controls. Provide GTD devices for emergency lights as shown.
- Provide new receptacles with stainless steel cover plates. Circuit devices as noted on the drawing.
- Provide surface raceway at the two counter locations as noted.
- Existing devices to remain will be replaced with new devices and cover plates to match new devices and cover plates. This is per note on drawing E101 and E201.
- Provide circuitry for the VAV box and the terminal unit fan.
- Provide junction boxes, wiring and whips for the new furniture power feeds.
- Provide new data outlets including the ones noted in the new furniture. Provide Cat 6 non-shielded cables, jacks and patch panels. Three 96 port patch panels will be instead in the existing rack in the 1st floor data rack. For the existing to remain data outlets, the faceplate and jack will be replaced to match the new faceplates and jack and the cables will remain on the patch panel they are currently punched down on. Label cables and faceplates. Patch cords to be provided by others.
- Provide additional fire alarm system devices. Tie into the existing fire alarm system. Fire alarm wiring will be in Type EMT conduit.
- Provide card readers for (5) new doors in the renovated space. Electric strikes are provided and installed by the General Contractor. Wiring will be run loose above the ceiling with 2" conduit run between the floors for wiring chase / protection. See Allegheny Safe and Lock quote. Provide Smart Pack to the two breakroom doors.



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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: SCI Albion
2. Project Name: Digital Camera Conversion
3. Project Number: NW-DOC-099-EL
4. Project Value: \$441,468.84
5. County of Project: Erie
6. Date of Project Final Acceptance: 02-03-2022
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: Don Zarembinski

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: SCI Albion Camera System Upgrade
WO#: NW-DOC-099-EL

Scope of work:

- Provide the following at Sally Port:
 - Provide (1) 24 port POE Switch and (1) Bosch encoder.
 - Provide J-hook above the existing drop ceiling from the existing data rack to the existing security cabinet and install (3) coax cables for the existing cameras. Splice (3) coax cables in the existing security closet and re-terminate cameras on Bosch encoder.
 - Connect existing Bosch 8780 to the new Bosch encoder.
 - Demo fiber encoder.
 - Reuse existing fiber optic cables for interconnection back to Building #1.
- Provide the following in the Administration Building #1:
 - Provide (3) fiber switches in the existing fiber rack on the mezzanine data room to interconnect all building fibers onto one network. Install the new fiber switches in spare space in the mezzanine fiber rack. Provide fiber optic patch cables.
 - DOC to provide a 12 strand (6 strand single mode, 6 strand multi-mode) fiber optic cable from the ground floor security closet up to the mezzanine data racks. DOC to terminate the fiber optic cable and plug into the new fiber switch.
 - In the existing ground floor security closet rack, provide a new rack mounted UPS, and new encoder and a new 24 port POE switch.
 - Provide (1) new workstation and a PTZ keyboard in the conference room. Connect existing conference room monitor into the new workstation.
 - Provide (1) new Videojet 3000 and keyboard in the Superintendent Office.
 - DOC to provide Cat 6 cables from the new 24 port POE switch to the new workstation and Videojet 3000.
 - Provide non-metallic surface raceway and boxes for the new Cat 6 jacks for the workstation and Videojet 3000.
 - Clean up and label existing camera system cables.
- Provide the following in the Controls Building #2:
 - Equipment Room:
 - Demo and remove existing UPS rack along with the rack mounted UPS's.
 - Install DOC provide server rack in the location of the removed UPS rack.
 - Demo old unused wiring.
 - Provide (1) new 48 port POE switch.
 - Demo (3) Bosch DVR's.

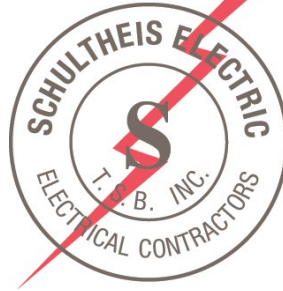


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- Provide (4) new Bosh Encoders in the fence camera rack.
- Demo old unused cabling coming back from the housing units and install encoders as needed.
- Demo old operator's work station.
- In new server rack, provide new servers and network switch.
- Demo old Alligent System and install pull out trays for (12) Adams Modules for fence alarms.
- Install (2) power distribution strips in the new data rack as well as two other data racks. Provide wire management on the three racks.
- Provide programming of the new head end video monitoring system
- CCTV Area:
 - Reuse the (6) existing monitors.
 - Provide (1) new workstation and keyboard and (2) new Videojet 3000's.
 - Tie (4) monitors to the operator's workstation.
 - Tie (2) monitors to the (2) Videojet 3000s. These two monitors will be used for viewing the fence cameras/alarms.
 - Run Cat 6 cables loose above drop ceiling in J-hooks.
- Center Control:
 - Demo (5) monitors and cabinets.
 - Relocate radio and provide a new microphone.
 - Provide (2) new 43" monitors and brackets.
 - Provide (1) new workstation and keyboard and (2) new Videojet 3000's.
 - Run Cat 6 cables loose above drop ceiling in J-hooks.
- Shift Commander and Shift Lieutenant Office:
 - DOC to provide (2) computer towers, monitors, keyboard and mouse.
 - Provide J-hooks above the drop ceiling with Cat 6 cables to each computer from the new switch. Provide non-metallic surface raceway drop at each computer location.
- Clerical area:
 - DOC to provide a 12 strand (6 strand single mode, 6 strand multi-mode) fiber optic cable from the control room data rack to the 2nd floor electric room data rack. DOC to terminate fiber-optic cables on both ends and test.
 - Provide a new 24 port POE switch in the 2nd floor electric room data rack for the workstation and DOC provide computers.
 - Provide (1) workstation and PTZ keyboards controller for the Security Captain.

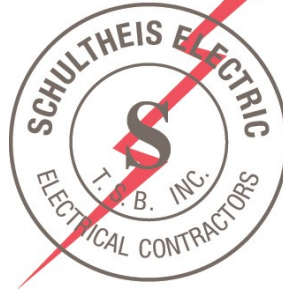


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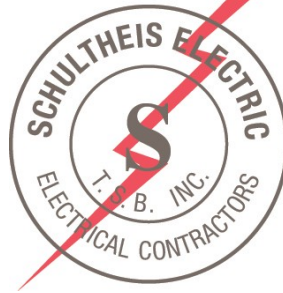


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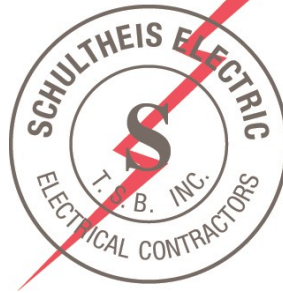


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- DOC to provide a computer, keyboard, monitor and mouse for each of the following areas: Major of the Unit, Group I Deputies, Group II Deputies, Major of the Guards and the Security Lieutenant.
 - Provide a PTZ keyboard controller for the DOC provided computers listed above.
 - DOC to provide Cat 6 cables to each workstation and DOC provided computer back to the new 24 port POE switch on the 2nd floor.
 - Provide non-metallic surface raceway for each workstation and computer. Terminate Cat 6 cables at each end and label.
- Provide the following in Building #4 Dietary Services:
- In the upper level existing data rack, install a new 48 port POE switch
 - In the lower level security closet, provide (1) 24 port POE switch, (2) Bosch encoders, (1) Bosch 8780, (1) rack mounted UPS & (1) 24 volt 24 port output power supply. Demo existing power supplies and camera interconnections. Label existing wiring
 - DOC to install (4) coax cables, (1) 12 strand (6 strand single mode, 6 strand multi-mode) fiber optic cable and (1) 18/2 TSP from the existing lower data rack to the existing upper level data rack. DOC to terminate the fiber optic cables on both ends.
 - Splice (4) new coax cables to existing analog cameras in the upper level rack. The 18/2 TSP is for the existing PTZ camera controls. The fiber optic cable will be used for connection to the new 24 port POE switch.
 - Remove (22) IP cameras off DOC network and terminate on the new POE Switch.
- Provide the following in Building #5 Laundry Shop:
- Provide (1) new 24 port POE switch in the existing data rack. Reuse the existing UPS system for power to the POE switch. Provide a fiber optic patch cable to the new switch.
 - Reuse existing fiber optic cable for network interconnections to Building #1.
 - Re-terminate existing camera cabling to the new POE switch.
 - DOC to replace (1) existing analog PTZ camera with an IP PTZ camera.
 - DOC to provide a computer, keyboard, monitor and mouse in the Maintenance Managers Office.
 - Provide a PTZ keyboard controller for the DOC provided computers listed above.
 - DOC to provide a Cat 6 cables to the DOC provided computer and the Electronics Shop back to the new 24 port POE switch on the existing data rack.
 - Provide non-metallic surface raceway for the DOC computer and data drop in the Electronics Shop. Terminate Cat 6 cables at each end and label.
 - Move existing cameras off the DOC switch and install on new POE switch.
- Provide the following in Building #6 Prison Industries:

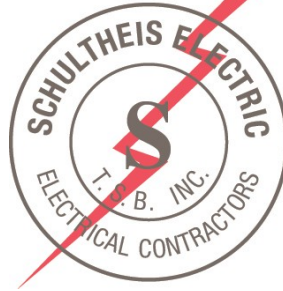


- Provide (1) new 48 port POE switch and (2) Bosch encoders in the existing data rack. Reuse the existing UPS system for power to the POE switch and encoders. Provide a fiber optic patch cable to the new switch. Provide Cat 6 patch cables to the encoders.
- Reconnect the existing Bosch 8780 encoder to one of the Bosch encoders.
- Demo old fiber converters.
- Reuse existing fiber optic cable for network interconnections to Building #1.
- DOC to provide a computer, keyboard, monitor and mouse in the CI Manager's Office.
- Provide a PTZ keyboard controller for the DOC provided computers listed above.
- DOC to provide a Cat 6 cables to the DOC provided computer back to the new 48 port POE switch on the existing data rack on the 2nd floor.
- Provide the following in Building #8 Learning:
 - Provide (1) new 24 port POE switch, (1) Bosch encoders and (1) new rack mounted UPS in the existing data rack. Provide a fiber optic patch cable to the new switch. Provide Cat 6 patch cables to the encoder and connect to the existing Bosch 8780.
 - Demo old UPS and demo the old Cat 5 cables off the DOC switch and terminate on the new patch panel. Provide patch cords from the patch panel to the POE switch.
 - Tie existing analog cameras into new Bosch encoder.
 - Move existing cameras off the DOC switch and install on new POE switch.
 - Demo old fiber optic cable from the encoder and tie into new network switch for interconnection to Building #1.
 - There is one existing analog camera in Building #7. DOC to run a new coax cable to Building #8 rack. Schultheis electric will terminate both ends of the coax cable and tie into the new encoder.
- Provide the following in Building #11 Field House:
 - Provide (1) 24 port POE switch in the existing data rack.
 - DOC to replace the existing analog PTZ camera with and IP PTZ camera.
- Provide the following in each of the Housing Units A, B, C, D, E, F & G:
 - Provide (1) 24 port POE switch, (1) rack mounted UPS, and (1) Bosch encoder.
 - Reuse existing Bosch 8780 and connect to the new Bosch encoder.
 - Remove the existing UPS.
 - Demo the existing fiber encoders.
 - Reuse fiber optic cables for interconnection back to Building #1.
 - Provide wire management and rework the existing wiring.
 - Label existing camera system wiring.
- Provide the following in Building H:



- In the ground floor electric room do the following:
 - Remove existing abandoned fire alarm cabinet to make room for a new wall mounted data cabinet. Utilize the existing fire alarm panel circuit and install a double duplex receptacle.
 - Provide a wall mounted data cabinet with (1) 16 port fiber switch, (1) 24 port POE switch, (1) rack mounted UPS, (1) Bosch 8780 and (1) Bosch encoder. Install in the location of the removed fire alarm panel.
 - Demo old Bosch boxes and mount cards onto the new pull out trays in the data cabinet. Extend wiring as required.
 - Demo old UPS that is on the floor if it is not operational.
 - Relocate (4) starters below the existing wireway and (2) disconnect switches that are mounted behind the existing data rack. The disconnects behind the existing data rack is a NEC code violation.
- DOC to provide a new 12 strand (6 strand single mode, 6 strand multi-mode) fiber optic cable from the new ground floor electric room data rack to the existing penthouse data rack. DOC to terminate both ends of the fiber optic cable.
- DOC to provide a new 12 strand (6 strand single mode, 6 strand multi-mode) fiber optic cable from the existing penthouse data rack to a new 48 port POE switch in the 2nd Floor Control Station. DOC to terminate both ends of the fiber optic cable.
- In the existing penthouse data rack, install (1) new 16 port fiber switch, (1) 48 port POE switch, and (2) Bosch encoders.
- Provide a new 48 port POE switch in the existing data rack in 2nd Floor Control Station.
- DOC to provide a computer, keyboard, monitor and mouse in the RHU Lieutenant's Office.
- Provide a PTZ keyboard controller for the DOC provided computers listed above.
- Provide (1) new workstation and a PTZ keyboard in the 2nd Floor Control Station. Provide a new 43" monitor on the wall and provide an HDMI cable from the new workstation to the new 43" monitor.
- DOC to provide a Cat 6 cable to the DOC provided computer and the RHU Lieutenant's Office to the 48 port POE switch on the existing penthouse data rack.
- Provide non-metallic surface raceway for the DOC computer in the RHU Lieutenant's Office and the new workstation in the 2nd Floor Control Station. Terminate Cat 6 cables at each end and label.
- Provide the following in each of the Housing Units I & J:
 - Provide (1) 24 port POE switch, (1) rack mounted UPS, and (1) Bosch encoder.
 - Reuse existing Bosch 8780 and connect to the new Bosch encoder.
 - Remove the existing UPS.

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- Demo the existing fiber encoders.
- Reuse fiber optic cables for interconnection back to Building #1.
- Provide wire management and rework the existing wiring.
- Label existing wiring.
- Provide the following in the Warehouse:
 - Provide (1) 24 port POE switch and (1) Bosch encoder in the existing data rack.
 - Reuse existing Bosch 8780 and connect to the new Bosch encoder.
 - Reuse fiber optic cables for interconnection back to Building #1.
 - Label existing camera system wiring.
- Provide the following in Building #20:
 - Provide (1) 24 port POE switch in the existing data rack.
 - Provide a new workstation and PTZ keyboard controller in the Conference room. Connect existing large monitor to the existing workstation.
 - Provide a Cat 6 data cable back to the new 24 port switch from the new POE switch to the workstation location. Provide non-metallic surface raceway and boxes for the new Cat 6 jacks at the workstation location.
- Schultheis Electric to provide and install software on the new workstations and the DOC provided computers. Provide BVMS workstation licenses for (16) workstations.
- Provide (1) eight-hour training session on the new equipment.



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2-3.3

Key Personnel/Resourcing

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

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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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