

# APPENDIX C

## COMPANY PROFILE

### 1. General Information

Company Name: T.S.B. Inc. dba Schultheis Electric

Street Address: 304 Sanford Street

PO Box / Rural Route: PO Box 798

City: Latrobe

State: PA

Postal Code: 15650

County: Westmoreland

Telephone: 724-537-5157 Fax: 724-537-9388

Website: www.tsbinc.net

Number of Years as a Contractor: 40 years

### 2. Is the Company Office Administering the Contract within the Region Boundary?

Yes  Other

Street Address: 304 Sanford Street

PO Box / Rural Route: PO Box 798

City: Latrobe

State: PA

### 3. Number of Years the Company Office Administering the Contract Above Has Been Staffed and Operational: 31 Years

### 4. Does the Company Have Experience Working with the Commonwealth: Yes No

If yes, # of Years Experience with the Commonwealth: 23

5. Does the Company Have Experience with Job Order Contracting:  Yes  No

If yes, # of Years Experience with Job Order Contracting: 11

6. Attach an Additional Sheet(s) Describing the Firm and Its Services. Is the Additional Information Attached?  Yes  No

7. 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 EMR Letter Attached?  Yes  No

8. Description of the Work the Proponent Intends to Self-Perform: (Attach an additional sheet as necessary)

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

9. Description of the Work the Proponent Intends to Subcontract: (Attach an additional sheet as necessary)

Landscaping, fencing, hauling

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

None

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Section 2-3.1, Appendix 'C' Company Profile

Ref: Item #6 – 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 40 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 in excess of \$4 million of electrical work. Schultheis Electric has a bonding capacity of \$12 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 50 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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September 17, 2019

**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.

05/15/2019	0.857
05/15/2018	0.691
05/15/2017	0.685
05/15/2016	0.679
05/15/2015	0.694

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**



## Pennsylvania Compensation Rating Bureau

United Plaza Building • Suite 1500  
30 South 17th Street • Philadelphia, PA 19103-4007  
(215)568-2371 • FAX (215)564-4328 • www.pcrb.com

### PA EXPERIENCE RATING MODIFICATION

<b>File Number:</b>	2558519	<b>County:</b>	WESTMORELAND
<b>Experience Mod:</b>	0.857	<b>Address:</b>	304 309 315 SANFORD ST
<b>XREF:</b>			LATROBE PA 15650
<b>Issue Date:</b>	02/28/2019	<b>Effective Term:</b>	05/15/2019 - 05/15/2020
<b>Card Number:</b>	1		
<b>Governing Class Code:</b>	0661		
<b>Employer Name:</b>	SCHULTHEIS ELECTRIC		

#### Modification History

#### Effective Date

0.691	05/15/2018
0.685	05/15/2017
0.679	05/15/2016
0.694	05/15/2015

#### Governing Class Code

#### Rating Value

#### Description

661	2.29	ELECTRICAL WIRING IN BUILDINGS
951	.20	SALESPERSON - OUTSIDE
953	.08	OFFICE

**2-3.2**

**Comparable Construction Experience**

## APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Mercer

3) Project Name: Fiber Optic Lines Replacement

4) Project Number: WR-DOC-067-EL 5) Project Value: \$37,227.67

6) Project Address: SCI Mercer 7) County: Mercer

801 Butler Pike  
Mercer, PA 16137-9651

8) Achieved or Anticipated Final Acceptance after January 1, 2016       Yes       No

9) Company Role:     Sub JOC Contractor     Prime JOC Contractor     Multi-Prime JOC Contractor

10) Agency:     The Commonwealth     Public Agency Within Pennsylvania     Other: \_\_\_\_\_

11) Location:     Within the Region Being Proposed     Other: \_\_\_\_\_

12) Project Includes the Following Elements:

General Construction     HVAC     Electrical     Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes     No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Larry Boggs Title Facilities Manager

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

15) 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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Fax: (724) 537-9388

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SCI Mercer Department of Corrections  
801 Butler Pike  
Mercer, PA 16137

Customer Contact:  
Larry Boggs

Project Address: SCI Mercer, 801 Butler Pike, Mercer, PA  
16137 Ref: Fiber Optic Line Replacement

**Scope of Services:**

- Replace the existing overhead and underground fiber optic cable with a new 12 strand single mode fiber optic cable.
- Provide new overhead fiber optic from the white building by the road and attach to the existing poles. From the last pull there is a section that needs to go in existing conduit under the driveway into the building.
- Provide a new splice box and transition cabinet where the outdoor fibers enters the building - this must be within 25 cable feet of entering the building. – Dagostino will complete this task. We should leave 5-10' of slack cable for them to do their terminating.
- Provide new terminations at the white building by the road. – Dagostino will complete this task.



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### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: PA Department of Military and Veteran Affairs - Soldiers & Sailors Home

3) Project Name: Carbon Monoxide Alarm

4) Project Number: WR-DMVA-012-EL 5) Project Value: \$36,093.10

6) Project Address: DMVA-PA Soldiers & Sailors Home 7) County: Erie

560 E Third Street

Erie, PA 16507

8) **Achieved or Anticipated Final Acceptance after January 1, 2016**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Includes the Following Elements:**

General Construction  HVAC  Electrical  Plumbing

13) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Greg Lehman Title Project Manager

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

15) **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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PA Department of Military and Veterans Affairs  
Bldg 0-10 Fort Indiantown Gap  
Annville, PA 17003-5002

Customer Contact:  
Greg Lehman

Project Address: DMVA-PA Soldiers& Sailors Home, 560 E Third Street, Erie, PA  
16507 Ref: Carbon Monoxide Alarm

**Scope of Services:**

- Install new fire alarm NAC panel in Boiler Building.
- Provide #18/2 twisted shielded pair – 3/4” EMT from existing FACP in Personal Care Home to NAC panel in Boiler Building. Seal and grout around conduits into building. Outdoor conduits will be Rigid Steel.
- Install Two (2) fire alarm pull stations, two (2) fire alarm horn/strobes, and six (6) fire alarm smoke/CO2 combo detectors in Boiler Building.
- Provide (2) #12 – 3/4” EMT from new NAC to the two (2) fire alarm horn/strobes in Boiler Building.
- Provide #18/2 twisted shielded pair – 3/4” EMT from new NAC to two (2) fire alarm pull stations and six (6) fire alarm smoke/CO2 combo detectors in Boiler Building.
- Install twenty (20) new fire alarm smoke/CO2 combo detectors in Personal Care Home. Feed from FACP with fire alarm metal clad #18/2 twisted shielded pair.



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## APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: Pennsylvania State Police

3) Project Name: Butler HQ Evidence Room Renovation - Electric

4) Project Number: WR-PSP-006-EL.01 5) Project Value: \$16,001.04

6) Project Address: Pennsylvania State Police 7) County: Butler

200 Barracks Rd Troop D Butler Hdq

Butler, PA 16001-2689

8) **Achieved or Anticipated Final Acceptance after January 1, 2016**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Includes the Following Elements:**

General Construction  HVAC  Electrical  Plumbing

13) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Robert Hoffman Title Facility Maintenance Manager 1

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

15) **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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Pennsylvania State Police - Troop D, Headquarters  
200 Barracks Road  
Butler, PA 16001

Customer Contact:  
Robert Hoffman

Project Address: Pennsylvania State Police, 200 Barracks Rd Tropp D Butler Hdq, Butler, PA 16001-2689  
Ref: PSP Butler Evidence Rooms

**Scope of Services:**

- Disconnect and remove two (2) switches. Prep existing circuit for reuse with new room layout. There will be new wall box occ sensor at new door location.
- Split existing circuit and reroute to work with new lighting layout.
- Reused existing circuit to feed twelve (12) new light fixtures, LED 4' strip light. There will be six (6) lights per room. Provide two (2) wall mounted occupancy sensor controls, that controls the back two spaces and one for the new room with the new door.
- Provide a new 100 amp 120/240V single phase panelboard with breakers for the new HVAC equipment. Provide a 100 amp 2pole circuit breaker in the existing panel to feed the new panelboard.
- Provide one 30 amp Nema 3R non-fused disconnect and one 60A NEMA 3R non fused for the outdoor HVAC heat/cooling units.
- Provide 2 pole toggle switches for disconnecting means on small HVAC Units and heating equipment.



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## APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS EQUAL TO OR LESS THAN \$50,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Mercer

3) Project Name: Video Monitoring System Design

4) Project Number: WR-DOC-025-EL 5) Project Value: \$25,000.55

6) Project Address: SCI Mercer 7) County: Mercer

801 Butler Pike

Mercer, PA 16137-9651

8) **Achieved or Anticipated Final Acceptance after January 1, 2016**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Includes the Following Elements:**

General Construction  HVAC  Electrical  Plumbing

13) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Larry Boggs Title Facilities Manager

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

15) **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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SCI Mercer Department of Corrections  
801 Butler Pike  
Mercer, PA 16137

Customer Contact:  
Larry Boggs

Project Address: SCI Mercer, 801 Butler Pike, Mercer, PA  
16137 Ref: SCI Mercer Video Monitoring Upgrades Design

### Scope of Services:

- Provide a site survey of the existing conditions to finalize the feasibility of the scope of work that will be completed under the job order contract.
- Explore existing video monitoring cables to verify if they are compatible with the new equipment.
- Field verify existing conduits and raceways for available room for any new data cabling.
- Field verify that the data closets have available space for mounting new equipment.
- Provide floor plan drawings of the existing conditions and new equipment layout of the Main Command Center data/video racks.
- Provide an updated riser diagram indicating the new work and demolition of existing equipment to be removed as well as a phasing plan and sizing of temporary/new equipment to allow the upgrades to take place.
- Provide a phasing plan to install equipment per the work statement provided by the agency.
- Design will be based off of the available existing infrastructure and previously purchased equipment as well as the additional camera locations as requested by the agency.
- Agency to provide AutoCAD footprint drawings for our design use. If these are not provided, there will be additional cost to create them.

### Included Services:

- Three site visits:
  - First Site Visit – verify scope of work to be completed and survey field conditions for the engineering and design of the new system (multiple days for field survey).
  - Second Site Visit – Field verification meeting to review the 90% progress drawings, equipment room layouts and phasing plan.
  - Third Site Visit - Final construction / permitting drawing review.
- Provide Stamped engineered drawings and specifications for the upgrades detailed above.
- Printing of drawings and specifications and/or electronic copy distribution.
- Submission of drawings and specifications to Department of Labor and Industry for Plan review and permitting.

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# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$50,000 AND \$150,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Mercer

3) Project Name: UPS Replacements

4) Project Number: WR-DOC-005-EL 5) Project Value: \$100,461.23

6) Project Address: SCI Mercer 7) County: Mercer

801 Butler Pike  
Mercer, PA 16137-9651

8) Achieved or Anticipated Final Acceptance after January 1, 2016  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Includes the Following Elements:

General Construction  HVAC  Electrical  Plumbing

13:) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Todd Krizon Title Facilities Manager

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

15) 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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SCI Mercer Department of Corrections  
801 Butler Pike  
Mercer, PA 16137

Customer Contact:  
Larry Boggs

Project Address: SCI Mercer, 801 Butler Pike, Mercer, PA 16137  
Ref: SCI Mercer UPS Review and Replacement

**Scope of Services:**

- Cell Block N: It was determined at the JSM that this UPS unit is a disposable unit and would not be worth paying to have a technician check it out. Remove the existing 15 KVA UPS and replace with new that meets the same specifications.
- Cell Block H: After talking to the manufacture rep. this unit is a lighting inverter and not a UPS. After reviewing the unit with the manufacture rep. it was noted that replacement parts are no longer available and would be more cost effective to replace this unit. This cost includes replacing this lighting inverter with a new that meets the same specifications.



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# APPENDIX E COMPARABLE CONSTRUCTION EXPERIENCE

## PROJECTS BETWEEN \$50,000 AND \$150,000

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

- 1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
- 2) Agency/Client Name: DHS - Warren State Hospital
- 3) Project Name: Warren State Hospital Install Emergency Generators & Transfer Switches
- 4) Project Number: WR-DHS-014-EL 5) Project Value: \$148,059.67
- 6) Project Address: DHS - Warren State Hospital 7) County: Warren  
Market Street Extension Rt 62  
North Warren, PA 16365-5099

- 8) **Achieved or Anticipated Final Acceptance after January 1, 2016**  Yes  No
- 9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor
- 10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_
- 11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_
- 12) **Project Includes the Following Elements:**  
 General Construction  HVAC  Electrical  Plumbing
- 13:) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**  
 Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Todd Church Title FMM3

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

15) **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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Warren State Hospital  
Market Street Extension, Route 62  
North Warren, PA 16365-5099

Customer Contact:  
Todd Church, FMM3  
v

Project Address: DHS Warren State Hospital, Market Street Extension, Route 62, North Warren, PA 16365-5099  
Ref: Warren State Hospital Building #1 & Building #3 Emergency Power Supply System

### Scope of Services:

- POZ Engineering for reviewing submittal process, construction completion and as-built drawings.

#### **Building #1**

- Provide a temporary stand-by generator during the time the old generator is removed and the new generator is being installed. Provide diesel fuel for running the temporary stand-by generator during any shutdowns.
- Remove the existing generator, transfer switch and emergency panel.
- Provide trenching for new conduits to the generator from the building.
- Coredrill exterior wall for the installation of the new conduits and conductor to the generator.
- Coredrill existing interior walls for the installation of the new conduits and conductors.
- Tap the existing troff off the secondary side of the transformers and extend wiring to a new 400 amp enclosed circuit breaker and a new 200 amp enclosed circuit breaker.
- Install a new 400 amp automatic transfer switch and a new 200 amp automatic transfer switch.
- Install a new split bus emergency panelboard and breakers.
- The existing emergency panel tub is to remain. We will use this as a junction box and extended the existing circuits to the new split bus emergency panelboard. Provide a new cover for the panel.
- Install a new 125 KW outdoor generator with a **24 hour run** time sub-base fuel tank. Provide a full tank of diesel fuel.
- Provide all conduit and wiring per the riser diagram for interconnecting the new distribution equipment.



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- Provide new circuit breaker in the existing Main Distribution Panel for the generator jacket heater and to re-feed the existing elevator panel.
- Provide circuit from the new emergency panel for the generator battery charger.
- Provide a new remote annunciator located in Building #2 room 104. Provide cabling for the new remote annunciator.
- Provide cleanup, reseeding and mulching of disturbed areas.
- Fill in space where louver was removed with block and brick.
- Connecting generator mufflers to the existing vent stack piping.
- Demolition of existing duct work, fuel tank and fuel lines.

### **Building #3**

- Provide a temporary stand-by generator during the time the old generator is removed and the new generator is being installed. Provide diesel fuel for running the temporary stand-by generator during any shutdowns.
- Remove the existing generator, transfer switch and emergency panel.
- Remove the existing generator pad, patch floor with new concrete.
- Provide trenching for new conduits to the generator from the building.
- Coredrill exterior wall for the installation of the new conduits and conductor to the generator.
- Coredrill existing interior walls for the installation of the new conduits and conductors.
- Tap the existing troff off the secondary side of the transformers and extend wiring to a new 400 amp enclosed circuit breaker and a new 200 amp enclosed circuit breaker.
- Install a new 400 amp automatic transfer switch and a new 200 amp automatic transfer switch.
- Install a new split bus emergency panelboard and breakers.
- The existing emergency panel tub is to remain. We will use this as a junction box and extended the existing circuits to the new split bus emergency panelboard. Provide a new cover for the panel.
- Install a new 125 KW outdoor generator with a **24 hour run** time sub-base fuel tank. Provide a full tank of diesel fuel.
- Provide all conduit and wiring per the riser diagram for interconnecting the new distribution equipment.
- Provide new circuit breaker in the existing Main Distribution Panel for the generator jacket heater and to re-feed the existing elevator panel.
- Provide a new remote annunciator located in Building #2 room 104. Provide cabling for the new remote annunciator.
- Provide cleanup, reseeding and mulching of disturbed areas.



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- Fill in space where louver was removed with block and brick.
- Connecting generator mufflers to the existing vent stack piping.
- Demolition of existing duct work, fuel tank and fuel lines.



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# APPENDIX E

## COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$50,000 AND \$150,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Mercer

3) Project Name: Arc Flash Study

4) Project Number: DOC-WR-051-EL 5) Project Value: \$62,588.34

6) Project Address: SCI Mercer 7) County: Mercer

801 Butler Pike  
Mercer, PA 16137-9651

8) **Achieved or Anticipated Final Acceptance after January 1, 2016**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Includes the Following Elements:**

General Construction  HVAC  Electrical  Plumbing

13:) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Larry Boggs Title Facilities Manager

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

15) **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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PA Department of Corrections  
Bureau of Operations  
1920 Technology Parkway  
Mechanicsburg, PA 17050

Customer Contact:  
Larry Boggs

Project Address: SCI Mercer, 801 Butler Pike, Mercer, PA  
16137 Ref: SCI Mercer Arc Flash Study

### Scope of Services:

- Complete the following electrical studies on all three-phase equipment down to the branch panelboard and disconnect level. (Refer to attached full scope for in-depth description)
  - Short Circuit Study
  - Equipment Evaluation Study
  - Coordination Study
  - Arc Flash Study
- During the data collection phase, each piece of equipment will be visually inspected and, in some cases, mechanically inspected. From this exercise, we will document all findings and deficiencies. From this report we will develop a recommended facility maintenance plan that could be deployed as phase two of this project or a future project. We will provide specifications and outlines of specific tests and procedures to accomplish this maintenance plan.
- One Line drawings of each building and overall facility distribution will be provided in both hard copy and electronically.
- All studies will be provided in both electronic and hard copy.
- Provide arc flash labels for all equipment and installation of labels is included in this proposal.
- Three on-site engineering review meetings will take place including:
  - Initial kick off meeting and review of data collection and procedures.
  - Progress meeting and initial findings and preliminary results and to review coordination results and recommendations and impact on Arc Flash Results.
    - At the conclusion of this meeting a follow up day will be scheduled with technicians to make recommended setting revisions prior to final report.

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- Final report review and recommendations.

**NOTES:**

- Department of Corrections is assumed to have or obtain the following for reference, with the understanding that this is reference only and needs field verified or updated.
  - One line drawings of the medium voltage distribution
  - One line drawings of the housing units
  - Drawings and floor plans for the dining hall expansion.
  - Commissioning Report for Breakers (if available)
- We will have two qualified electricians with PPE together at all times and it is assumed the facility will be able to provide an escort for 3-4 weeks, consecutive days for the completion of this work.

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# APPENDIX E COMPARABLE CONSTRUCTION EXPERIENCE

## PROJECTS BETWEEN \$50,000 AND \$150,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Cambridge Springs

3) Project Name: MV Line Replacement

4) Project Number: WR-DOC-063-EL 5) Project Value: \$52,516.44

6) Project Address: SCI Cambridge Springs 7) County: Crawford

451 Fullerton Ave.  
Cambridge Springs, PA 16403-1238

8) **Achieved or Anticipated Final Acceptance after January 1, 2016**  Yes  No

9) **Company Role:**  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) **Agency:**  The Commonwealth  Public Agency Within Pennsylvania:  Other: \_\_\_\_\_

11) **Location:**  Within the Region Being Proposed  Other: \_\_\_\_\_

12) **Project Includes the Following Elements:**

General Construction  HVAC  Electrical  Plumbing

13:) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**

Yes  No

14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Mark Nicolia Title Facilities Manager

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

15) **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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SCI Cambridge Springs  
451 Fullerton Avenue  
Cambridge Springs, PA 16403-1238

Customer Contact:  
Mark Nicolia

Project Address: SCI Cambridge Springs, 451 Fullerton Avenue, Cambridge Springs,  
PA 16403-1238  
Re: SCI Cambridge Springs MV Line Replacement

### Scope of Services:

- Provide trenching, backfilling and compaction for new underground electrical conduits.
- Install (2) 5" PVC conduits underground from the existing medium voltage switch to a 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. Patch asphalt driveways and concrete sidewalk. Backfill under driveways will be 100% stone. Haul away spoils to the on-site dump location.
- 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 F COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Pine Grove

3) Project Name: Switchgear Maintenance

4) Project Number: WR-DOC-032-EL 5) Project Value: \$188,327.42

6) Project Address: SCI Pine Grove 7) County: Indiana

189 Fyock Rd

Indiana, PA 15701

8) Achieved or Anticipated Final Acceptance after January 1, 2016  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Public Agency Within Pennsylvania  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Includes the Following Elements

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Terry Seger Title Facilities Manager

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

15) 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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SCI Pine Grove Department of Corrections  
189 Fyock Road  
Indiana, PA 15701

Customer Contact:  
Terry Seger

Project Address: SCI Pine Grove, 189 Fyock Road, Indiana, PA  
15701 Ref: SCI Pine Grove Switchgear Maintenance

### Scope of Services:

- Replace the Eaton IQ Closed Transition Controller on Building #2 (Control Building) Switch.
- Provide two 500 kW temporary generators and cables to be used to power buildings while equipment is de-energized and cables are tested.
- Perform a Very Low Frequency AC Hi potential test with Tan Delta measurements on the existing 15 kV cables. Test will be completed at 0.1 Hz for 60 minutes at 16kV RMS phase to ground. The test will start with 2.5 kV for 5 minutes, 5 kV for 5 minutes, 7.5 kV for 5 minutes, 10 kV for 5 minutes 12.5 kV for 5 minutes, 15kV for 5 minutes and 16 kV for 30 minutes for a total of 60 minutes. This test will detect if there is water or damage in the insulation and an approximate life expectancy/condition.
- Complete cable testing on all A and B Feeds. This would be a total of 10 sets of feeders. To test the cables, we will need to lock out the breaker and isolate the cables for testing.
- Eaton Field Services to test relays of each source transfer switch while they are down for service.

We need to verify that we can safely isolate the feeders in the switchgear by de-energizing the breaker and drawing it out. This will require the VLF testing to be done from inside the fence. There doesn't seem to be a safe way to test the feeder from the switchgear side on the 'A' feeders because there will be other energized busses in the section.

Daily schedule: Arrive on Site Check in and Mobilize: 04:00  
De-energize building and Connect to Generator: 05:00  
Perform testing, maintenance and repairs: 05:30 to 9:30  
De-energize and remove generation: 10:00  
Remove generators from interior of fence: 11:00  
Tool Check out and de-mobilize: 12:00

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**Phase Rotation Testing:** Phase rotation will be noted at one breaker on each service. This location will also be used to verify rotation is correct when connected to the generator and also when utility power is reconnected.

**Lock Out/Tag Out Procedure:** To be reviewed in detail (\* indicates feeder #)

- Open Breaker A\* and rack out.
- Open Breaker B\* and rack out.
- Foreman to install lock on both breakers and put key in lock box that will be taken inside the gate. All other workers will then install their locks on the lock box.
- Test for voltage on both the A and B Feeders at all switches being serviced. Once confirmed de-energized, work can begin with the removal of the secondary conductors on the transformer to the roll up generators.

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## APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Albion

3) Project Name: Water Bypass Repairs

4) Project Number: WR-DOC-013-EL 5) Project Value: \$202,207.08

6) Project Address: SCI Albion 7) County: Erie

10745 Route 18

Albion, PA 16475-0001

8) Achieved or Anticipated Final Acceptance after January 1, 2016  Yes  No

9) Company Role:  Sub JOC Contractor  Prime JOC Contractor  Multi-Prime JOC Contractor

10) Agency:  The Commonwealth  Public Agency Within Pennsylvania  Other: \_\_\_\_\_

11) Location:  Within the Region Being Proposed  Other: \_\_\_\_\_

12) Project Includes the Following Elements

General Construction  HVAC  Electrical  Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

Yes  No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Don Zarembinski Title Facilities Manager

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

15) 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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SCI Albion Department of Corrections  
10745 Route 18  
Albion, PA 16475-0001

Customer Contact:  
Donald Zarembinski

Project Address: SCI Albion, 10745 Route 18, Albion, PA 16475-0001  
Ref: SCI Albion Water Bypass Repairs

**Scope of Services:**

- Labor Supplied Under the Scope of this Proposal:
  - Demo existing 50 HP Motors
  - Demo existing Motor Control Panel
  - Demo existing Instrumentation (except for Flow Meter, that remains as/is)
  - Demo existing Telemetry Panel
  - Demo all conduit and wiring from existing controls back to the local disconnect
  - Install (2) 50 HP Inverter Duty Motors
  - Install (2) 50 HP ABB 550 VFD's w/bypass contactors, fuses, and local disconnect.
  - Install (1) NEMA12 Master Telemetry Panel
  - Install (1) Suction Side Pressure Transmitter and Low Pressure Switch
  - Install (1) Transmitter Assembly to existing Neptune Turbine Flow Meter
  - Install (2) Discharge Pressure Transmitters
  - Install all connecting conduits and wire for all interior devices
  - Connect existing check valve limit switches into new control system
  - Install door switch on man door for record of pump station access
  - Demo existing Telemetry Panel at the Water Tower
  - Install new Telemetry Panel
  - Install new Tower Level Transmitter
  - Install new cabling between pump station and water tower panel
  - Start-Up and I/O Check all new devices
  - Commission new control system
  - Perform documented Site Acceptance Testing of the following modes of operation:
    - Water Tower Level Control Mode
    - Water Tower Offline, Constant Pressure Mode
    - Full Software Manual Mode
- Documentation Supplied Under the Scope of the Proposal:



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- Electrical Design Package
- Elementary Wiring Diagrams
- PLC Application File
- HMI Application File
- Operations and Maintenance Manuals (2 hard copies, plus electronic media)
- Signed Site Acceptance Test (Must be witnessed by SCI Staff or State Engineer)



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## APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

- 1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
- 2) Agency/Client Name: SCI Mercer
- 3) Project Name: Video Monitoring System Upgrades
- 4) Project Number: WR-DOC-025-EL 5) Project Value: \$250,606.80
- 6) Project Address: SCI Mercer 7) County: Mercer  
801 Butler Pike  
Mercer
- 8) Achieved or Anticipated Final Acceptance after January 1, 2016       Yes     No
- 9) Company Role:     Sub JOC Contractor     Prime JOC Contractor     Multi-Prime JOC Contractor
- 10) Agency:     The Commonwealth     Public Agency Within Pennsylvania     Other: \_\_\_\_\_
- 11) Location:     Within the Region Being Proposed     Other: \_\_\_\_\_
- 12) Project Includes the Following Elements  
 General Construction     HVAC     Electrical     Plumbing
- 13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?  
 Yes     No
- 14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)  
Reference's contact: Name Larry Boggs Title Facilities Manager  
Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_
- 15) 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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SCI Mercer Department of Corrections  
801 Butler Pike  
Mercer, PA 16137

Customer Contact:  
Larry Boggs

Project Address: SCI Mercer, 801 Butler Pike, Mercer, PA  
16137 Ref: SCI Mercer Video Monitoring Upgrades

### Scope of Services:

- Remove the existing video monitoring system head end equipment out of the existing racks located in the video monitoring equipment room.
- Remove the existing rack #1 and install a new deeper rack. The current rack is not deep enough to handle the new servers size.
- Trace out, bundle and re-label wiring in racks #3 & #4. Provide wiring management in the existing racks to clean up the existing wiring.
- In rack #6, move the current fiber optic intercom transceivers that are mounted on a steel plate to new rack mounted sliding shelves. This will create more space to install new items in this rack.
- In the video monitoring equipment room, there are MC cables run in the cable tray with the low voltage wiring and receptacles on the outside of the racks. These receptacles then power some power strips in the racks. Remove the MC cables from the cable tray, receptacles on the outside of the racks and power strips inside the racks. Provide a 6000 series wiremold below the cable tray and install (12) twist lock receptacles. Provide (2) new power distribution units in each rack and connect to a new twist lock receptacle. Circuits will be connected to the existing Panel CRS which is connected to the UPS.
- Provide (1) new application server and (2) new storage appliance server. Install (1) owner provided application server. See ADD OPTION #1 for additional system features. Servers will be installed in rack #1.
- Install (1) owner provided KVM switch in rack #1 and connect to the server arrays.
- Provide (1) new non-POE Ethernet switch and install rack #1. Provide (2) new POE Ethernet switches in rack #6. Provide system interconnection cables and connect.
- The agency is to provide and install Cat 5E cables or better from the server to each workstation location. Coil enough cable at each end to be extended to the equipment/jack.



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- Provide non-metallic surface raceway in the (8) offices that receive the owner furnished new workstations. Provide a non-metallic box and cable jacks and terminate the cables installed by the agency. Install the owner furnished workstations and monitors. Provide new HDMI cables from the workstation to the existing wall monitor. Owner to install wall monitors that are not currently installed, but have been purchased by them. Provide a new power supply and cable for the existing keyboards.
- Provide non-metallic surface raceway in the CCTV office that receive the new workstations. Provide a non-metallic box and cable jacks and terminate the cables installed by the agency. Provide a new workstations and (3) 55" monitors. Provide new HDMI cables from the workstation to the new wall monitor. Provide a new power supply and cable for the existing keyboards.
- Provide non-metallic surface raceway in the main control room that receive the new workstations. Provide a non-metallic box and cable jacks and terminate the cables installed by the agency. Provide a new workstations and (2) 55" monitors. Provide new HDMI cables from the workstation to the new wall monitor. Provide a new power supply and cable for the existing keyboards.
- Provide (13) encoders between the existing racks. If needed, re-terminate the end of the existing coax cables and plug into the encoders. Provide Ethernet cables from the encoders to the non-POE Ethernet switch.
- Provide programming of the new head end video monitoring system.
- Provide (1) eight hour training session on the new equipment.

**ADD OPTION #1:**

- The (8) workstations and server pre-purchased by the agency are not capable of HD video. You will need HD video capable devices to add HDIP cameras.
- Purchase (8) new workstations and monitors that are HD video capable. Also, provide (1) server to replace the owner purchased server that is not capable of the HD video.



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## APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

### PROJECTS BETWEEN \$150,000 AND \$400,000

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

- 1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
- 2) Agency/Client Name: SCI Albion
- 3) Project Name: Upgrade Controls
- 4) Project Number: WR-DOC-054-EL 5) Project Value: \$167,761.88
- 6) Project Address: SCI Albion 7) County: Erie  
10745 Route 18  
Albion, PA 16475-0001
- 8) Achieved or Anticipated Final Acceptance after January 1, 2016       Yes    No
- 9) Company Role:    Sub JOC Contractor    Prime JOC Contractor    Multi-Prime JOC Contractor
- 10) Agency:    The Commonwealth    Public Agency Within Pennsylvania    Other: \_\_\_\_\_
- 11) Location:    Within the Region Being Proposed    Other: \_\_\_\_\_
- 12) Project Includes the Following Elements  
 General Construction    HVAC    Electrical    Plumbing
- 13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?  
 Yes    No
- 14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)  
Reference's contact: Name Don Zarembinski Title Facilities Manager  
Telephone: \_\_\_\_\_ Email Address: \_\_\_\_\_
- 15) 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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SCI Albion Department of Corrections  
10745 Route 18  
Albion, PA 16475-0001

Customer Contact:  
Donald Zarembinski

Project Address: SCI Albion, 10745 Route 18, Albion, PA 16475-0001  
Re: SCI Albion Upgrade Controls

**Scope of Services:**

- Central Control:
  - Provide and install an Allen Bradly PLC control unit.
  - Add a 23" HMI touch screen with a wall mount bracket that will eventually replace the existing membrane touch panels.
  - Leave existing membrane and Square D PLC in operation until the completion of all phases.
  - As new building (Phases) get upgraded to the new system, those functions will be removed from the membrane panel.
  - Install smaller touch screen on control panel door for local trouble shooting.
  - Pull new ethernet cables to the new HMI touch screens.
  - Provide 8 hours of training for the new system.
- Building A (L3 Housing Unit):
  - Verify existing field / as-built drawings.
  - Remove the existing Squared D PLC and replace with a new Allen Bradly PLC. Make any necessary control cabinet connections. New PLC will go in the existing cabinet.
  - Remove (2) membrane touch panels and install (2) new 23" HMI touch screens. Modify the existing console for the new HMI touch screens to be placed where the old touch panels were located. Provide new sheet aluminum for new screen to mount into. Provide a new microphone / call station.
  - Install smaller touch screen on control panel door for local trouble shooting.
  - Pull new ethernet cables to the new HMI touch screens.
  - Provide 8 hours of training for the new system.
- Provide programming for the various PLCs and touch screens.
- Provide as-built drawings of the upgraded system.
- Provide one laptop computer with one license for Allen Bradly studio 5000 software.



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- Localized system shut-downs will be required for change over to the new system. During the outage, the guards will need to manually lock/unlock doors until new system is functional.
- Communication from housing unit to Central Control will be on the existing DOC network. A new switch will be installed for PLC cabinet at the housing unit and Central Control.



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**2-3.3**

**Key Personnel**

**APPENDIX G**  
**KEY PERSONNEL**  
**PROJECT MANAGER**

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Project Manager's Name: Timothy Schultheis II

3) # of Years with the Firm: 8

4) Does the Project Manager Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade(s) Checked Above: 18

7) Is the Project Manager being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: Southwestern Region

DGS A-2019-0001-JOC-SWT-K-4 (Electrical)

\_\_\_\_\_

\_\_\_\_\_

8) **ATTACH RESUME**       Yes

9) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Chris David Title Western District Manager

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

10) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Mike Wenrick Title CFMM3

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

**Project Manager – Qualification Form  
Timothy J. Schultheis II, P.E.**

**Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract**

Tim Schultheis II as our proposed Project manager will be responsible for the management and oversight of all construction activities involved for the Pennsylvania DGS Job Order

**Relevant Experience Criteria**

- ✓ 19 Years Experience
- ✓ 9 Years Project Management Experience
- ✓ 12 Years Engineering & Testing Experience

**EDUCATION AND TRAINING:**

Electrical Engineering Bachelor of Science  
Pennsylvania State University

**PROFESSIONAL QUALIFICATIONS:**

Professional Engineer, Registered in PA, OH, AL, TN & WV  
IBEW Local #5 Journeyman Electrician  
Master Electrician, Registered in WV, MD  
LEED Accredited Professional



**EMPLOYER:**

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

**TIME WITH FIRM:**

13 years

**TOTAL YEARS EXPERIENCE:**

19 years

**PROFESSIONAL EXPERIENCE:**

As a project manager, Mr. Schultheis works closely with members of core planning to ensure the appropriate field support is provided for each contract assignment. Typically, Mr. Schultheis oversees all job order contracting project managers, project compliance and disadvantage business participation. He is also actively involved in the Quality Control/Quality Assurance and Safety Programs for the company. His duties include attending pre-bid and concurrent planning events to ensure client cohesiveness, coordination and scheduling of services. His experience in the electrical construction industry includes project management, inspections, commissioning, engineering and design. With an engineering background, Mr. Schultheis offers extensive experience and technical guidance in electrical construction.

**PROFESSIONAL EXPERIENCE by Type:**

Construction	TSB, Inc. d/b/a Schultheis Electric Project Manager/Engineer January 1, 2011 – Present Journeyman Wireman 2000 - 2005
Engineering	Professional Engineer, H.F. Lenz Company May 2005-December 2010

**ADDITIONAL TRAINING & ASSOCIATIONS:**

NFPA – Technical Committee Member: NFPA 70 - Code Making Panel 9, Principal Voting Member, NFPA-70B Principal Voting Member, Electrical Correlating Committee Member – Alternate Voting Member.

Member International Association of Electrical Inspectors  
LEED Accredited Professional  
National Electrical Code Update Classes  
SKM Power Tools – Power System Studies and Analysis  
Health Care Lighting, RP29-06

Member National Society of Professional Engineers  
Visual Lighting Calculations, Lithonia  
Lighting Controls, Lutron  
New Technologies in Lighting, Lithonia

# APPENDIX G

## KEY PERSONNEL

### PROJECT MANAGER

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

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Project Manager's Name: Dan Haynes

3) # of Years with the Firm: 6

4) Does the Project Manager Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade(s) Checked Above: 23

7) Is the Project Manager being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8) ATTACH RESUME       Yes

9) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name William C. Thomas, P.E., LEED AP Title Construction Management Consultant

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

10) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Bruce J. Corna Jr. Title Principal

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

**Project Manager – Qualification Form  
Daniel Haynes**

**Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract**

Dan Haynes as our proposed Project Manager will be responsible for the management and oversight of construction activities involved for the Pennsylvania DGS Job Order Contract.

**Relevant Experience Criteria**

- ✓ 23 Years Experience
- ✓ 6 Year Project Management Experience

**EDUCATION AND TRAINING:**

Marion Center Area High School 1987  
United States Marine Corps 1987-1993

**PROFESSIONAL QUALIFICATIONS:**

Electrical Apprenticeship 1997-2001



**EMPLOYER:**

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

**TIME WITH FIRM:**

6 years

**TOTAL YEARS EXPERIENCE:**

23 Years

**PROFESSIONAL EXPERIENCE:**

- Construction TSB, Inc. d/b/a Schultheis Electric  
Project/Service Manager, March 2013 – Present  
Electrical Apprentice 1996 – 2000
- Pellman Electric  
Project Manager/Lead Estimator, June 2012 – March 2013
- Northwind Engineering  
Project Manager/Lead Estimator, June 2011 – June 2013
- Villi Electrical Group  
Project Manager/Lead Estimator, June 2010 – June 2011
- Haynes Electrical Services  
Owner, June 2006 – June 2010
- Westmoreland Electric  
Journeyman Electrician/Electrical Foreman, June 2002 – June 2006
- The Farfield Company  
Journeyman Electrician, June 2000 – June 2002

**ADDITIONAL TRAINING:**

National Electrical Code Update Classes

**APPENDIX H**  
**KEY PERSONNEL**  
**GENERAL FIELD SUPERINTENDENT**

*Submit a Separate Form for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated*

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) General Field Superintendent's Name: Adam Haire

3) # of Years with the Firm: 15

4) Does the General Field Superintendent Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade Checked Above: 15

7) # of Years Experience with the Commonwealth: 6

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

9) **ATTACH RESUME**       Yes

10) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Dustin Sage Title Facility Manager

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

11) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Joe Weisend Title Facilities Manager

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

**Superintendent/Foreman– Qualification Form  
Adam G. Haire**

**Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract**

**Adam Haire as our proposed Superintendent/Foreman Electrician will be responsible for the management and oversight of all electrical activities involved for the Pennsylvania DGS Job Order Contract.**

**Relevant Experience Criteria**

- ✓ 15 Years Experience
- ✓ 6 years JOC Experience with DGS and PA Turnpike Commission

**EDUCATION AND TRAINING:**

Community College of Allegheny County – Electrical Construction Technology  
International Brotherhood of Electrical Workers Apprenticeship

**PROFESSIONAL QUALIFICATIONS:**

Journeyman Electrician  
WV State Journeyman’s License



**EMPLOYER:**

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

**TIME WITH FIRM:**

15 years

**TOTAL YEARS EXPERIENCE:**

15 years

**PROFESSIONAL EXPERIENCE:**

As a Foreman/Lead Electrician Mr. Haire works closely with the Project Manager to ensure quality work is provided for each contract assignment. His duties include the installation and/or maintenance of all electrical distributions and control systems as required per project contract. Assess and adjust priorities and refocus efforts as needed to meet individual project requirements, workload and project objectives. His experience in the electrical construction industry includes commercial, light and heavy industrial electrical, medium and high voltage work, medium and high voltage splicing, utility work overhead and underground and site electrical distribution.

**PROFESSIONAL EXPERIENCE by Type:**

Service/Construction Foreman/Journeyman Electrician, TSB, Inc. d/b/a Schultheis Electric  
2004 – Present

**EXAMPLES OF FOREMAN EXPERIENCE by Type:**

- Upgrades Replacement of Automatic Transfer Switches – Wilkinsburg Penn Water Authority
- Repairs SCI Pine Grove Transformer and MV Switch Repairs
- Repairs Torrance State Hospital – Medium Voltage Transfer Switch Repairs
- Repairs SCI Houtzdale – Medium Voltage Overhead Service Repair
- Service De-Energized Maintenance & Switchgear Repairs – Youngstown State University Sub Station
- Renovations Excelsa Health - Westmoreland Hospital Emergency Room
- Renovations Mansfield University – Medium Voltage Service Replacement
- Renovations Excelsa Health – Latrobe Hospital Neuroscience Center

**ADDITIONAL TRAINING:**

- CDL Class A License
- De-Energized Transformer & Switchgear Testing
- IBEW/JATC Rigging and Signaling Qualification Course
- Port Authority Railway/Bus-way Safety Training
- Confined Space Training
- OSHA 10 & 30 Training
- Transformer Oil Sampling
- TEGG Certified Service Technician
- NFPA-70 Arc Flash Training

**APPENDIX H**  
**KEY PERSONNEL**  
**GENERAL FIELD SUPERINTENDENT**

*Submit a Separate Form for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated*

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) General Field Superintendent's Name: Randy Lawson

3) # of Years with the Firm: 18

4) Does the General Field Superintendent Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade Checked Above: 19

7) # of Years Experience with the Commonwealth: 10

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

9) **ATTACH RESUME**       Yes

10) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Josh Banyas Title Manager of Capital Programs

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

11) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Ryan Buries Title Director of Facilities

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

**Superintendent/Foreman– Qualification Form  
Randy Lawson**

**Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract**

Randy Lawson as our proposed Superintendent/Foreman Electrician will be responsible for the management and oversight of all electrical activities involved for the Pennsylvania DGS Job Order Contract.

**Relevant Experience Criteria**

- ✓ 18 Years Experience
- ✓ 16 Years Foreman/Supervisory Experience
- ✓ 45 Foreman Projects

**EDUCATION AND TRAINING:**

Joint Apprenticeship Program – IBEW Local #5

**PROFESSIONAL QUALIFICATIONS:**

Foreman Journeyman Electrician  
WV State Electrician License



**EMPLOYER:**

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

**TIME WITH FIRM:**

18 years

**TOTAL YEARS EXPERIENCE:**

19 years

**PROFESSIONAL EXPERIENCE:**

As a Foreman/Journeyman Electrician Mr. Lawson works closely with the Project Manager to ensure the appropriate management support is provided for each contract assignment. His duties include attending pre-bid and job meetings to ensure client cohesiveness and deadline management, coordinating receipt of material deliveries, direction and management of electricians, Quality Assurance Management, and Job Safety Awareness. His experience in the electrical construction industry includes commercial, light and heavy industrial electrical, low and medium voltage distribution, industrial control – fire and security system installation, service and repair motor control circuitry Single/ 3 Phase systems, utility work overhead and underground and traffic signal systems troubleshooting and repair.

**PROFESSIONAL EXPERIENCE by Type:**

Construction	TSB, Inc. d/b/a Schultheis Electric Foreman 2002 - Present Journeyman Electrician 2001 – 2002
Construction	Lanco Electric – Apprentice 2000-2001

**EXAMPLES OF FOREMAN EXPERIENCE by Type:**

New Construction	Tenaska Power Plant – Office Bldg, Maintenance Bldg, Water Plant & Intake
Upgrade	Port Authority of Allegheny County Third Avenue Transformer Replacement
Upgrade	Port Authority of Allegheny County Underground Radio Transmission System
PennDOT	Penn Ave. Pittsburgh Lighting & Signals
New Construction	Port Authority of Allegheny County, Fare Collection System
New Construction	Port Authority of Allegheny County, CCTV System
Streetscape	City of New Brighton, New Street Lighting Project
U.G. Med Voltage	911 <sup>th</sup> Air wing, Replaced Existing O.H. 15 Kv Distribution to New U.G. 15 Kv System
Renovations	PNC Bank, Waterworks Plaza, Bank Renovation
New Construction	David L. Lawrence Convention Center - Water Feature Lighting
New Construction	Bakery Square - Site Roadway Improvements
New Construction	500 Corporate Drive, Corporate Office Complex
Upgrade	Port Authority of Allegheny County, Medium Voltage Switch Replacement
Upgrade	Peterswood Park Sports Lighting

**ADDITIONAL TRAINING:**

OSHA 10 Outside Certification

CDL Class A License

NFPA-70E Certification

Medium Voltage Cable Splicing

Port Authority Railway/Bus-way Safety Training

IBEW Rigging and Signaling Qualification

Fiber Optic Training Course

Confined Space Training

Sub-Station Training

**APPENDIX H**  
**KEY PERSONNEL**  
**GENERAL FIELD SUPERINTENDENT**

*Submit a Separate Form for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated*

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) General Field Superintendent's Name: Casey Thompson

3) # of Years with the Firm: 7

4) Does the General Field Superintendent Reside in the Region Being Proposed?

Yes, Within the Region Being Proposed       No, Other

5) Experience: (Check ALL boxes that apply)

General Construction       HVAC       Electrical       Plumbing

6) # of Years Experience with Trade Checked Above: 10

7) # of Years Experience with the Commonwealth: 6

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

Yes       No      If Yes, Identify Which Contracts: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

9) **ATTACH RESUME**       Yes

10) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Donald Zarembinski Title Facilities Manager

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

11) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Ross Buscemi Title CFMM3

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

# Superintendent/Foreman – Qualification Form Casey Thompson

## Project Responsibilities Proposed for the Northwestern DGS JOC Contract

Casey Thompson as a proposed Superintendent/Foreman for the Northwestern DGS JOC contract will be responsible to lead field electrical activities and services for this region.

### Relevant Experience Criteria

- ✓ 10 Years Electrical Experience
- ✓ 10 DGS JOC Projects

### EDUCATION AND TRAINING:

Community College of Allegheny County – Electrical Construction Technology

### PROFESSIONAL QUALIFICATIONS:

Journeyman Electrician  
TEGG Certified Testing Technician  
ASNT Thermographer



### EMPLOYER:

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

### TIME WITH FIRM:

7 years

### TOTAL YEARS EXPERIENCE:

10 years

## PROFESSIONAL EXPERIENCE:

Casey Thompson joined Schultheis Electric as an electrician in early 2012 on a project at the Port Authority of Allegheny County and immediately stood out as a leader and project foreman. Over the last several years, Mr. Thompson has led some of the most difficult JOC Projects for the Department of Corrections on access control and special systems. As the Foreman/Superintendent Mr. Thompson works closely with the Project Manager and design engineers to ensure quality work is provided for each contract assignment and he will assess and adjust priorities and refocus efforts as needed to meet individual project requirements, workload and project objectives. His experience in the electrical construction industry includes institutional and heavy industrial electrical and medium voltage distribution, special systems (fire alarm, access control, intrusion detection) and electrical equipment acceptance/maintenance testing and commissioning.

### PROFESSIONAL EXPERIENCE by Type:

Service/Construction	Journeyman Electrician, TSB, Inc. d/b/a Schultheis Electric Foreman: 2015 – Present Electrician: 2012 – 2015
Previous Employers	Hey Electric Company 2009-2012

### EXAMPLES OF FOREMAN EXPERIENCE by Type:

Service/ Repair	SCI Forest – Fire Alarm Upgrades and Duct Detector Replacement
Upgrades	SCI Forest – Transformer Oil Sampling Port Installations
Repairs	SCI Forest – Sally Port Gate Repairs
Upgrades	SCI Cambridge Springs – Perimeter Intrusion Detection System Upgrades
Renovations	Port Authority of Allegheny County – Transit Station Validator Installation
Upgrades	SCI Albion – Access Control Upgrades
Upgrades	Standard Forge – Medium Voltage Service Upgrade

### ADDITIONAL TRAINING:

De-Energized Transformer & Switchgear Testing	OSHA 10 & 30 Training
IBEW/JATC Rigging and Signaling Qualification Course	Transformer Oil Sampling
Port Authority Railway/Bus-way Safety Training	Tegg Certified Service Technician
NFPF-70 Arc Flash Training	All Terrain Forklift Operator Certification
Confined Space Training	Medium Voltage Cable Splicing & Testing

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P.O. Box 798  
Latrobe PA, 15650-0798

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Phone: (724) 537-5157  
Fax: (724) 537-9388

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### Section 2-3.3 – Key Personnel for More than one Region

T.S.B. Inc dba Schultheis Electric is proposing to utilize Timothy J. Schultheis II, P.E. as a key project manager for both the Southwestern and Northwestern region. The intent of Schultheis Electric doing this, is to keep as much continuity, if both contracts are awarded to Schultheis Electric, as possible for the using agencies. An additional Project manager will also be assigned in addition to Mr. Schultheis to assist with certain required tasks. Mr. Schultheis brings invaluable amount of technical and JOC Contract experience to the using agencies that we wanted to offer it to both regions.

Since Schultheis Electric was awarded the initial Western PA DGS JOC Contract in 2016 we have added an additional 4 project managers to their staff. If both the Northwestern and Southwestern contracts are awarded it is believed we would need to utilize at least 8 project managers depending on the project types, sizes and expertise required. We were only able to submit on two project managers per region and this is why Schultheis Electric chose to submit Mr. Schultheis for both regions, to show their commitment to success in both areas.



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### Section 2-3.3 – Narrative of Staffing Plan

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 superintended/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 works, lineman, carpenters, operators, laborers, cement masons and bricklayers. These agreements allow us to provide highly skilled, trained, drugfree manpower across the entire geographical areas. It also allows us to get required clearance paperwork and background checks prior to starting a project. We are able to increase manpower with as little as 24 hour notice. It is as simple as getting the required company and safety orientation completed and PPE issued.

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

For emergency projects that need an immediate response, Schultheis Electric has over 50 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 the transportation, industrial, institutional and commercial customers.

Additionally, Schultheis Electric has agreements with strategic sub-contractors with similar capabilities located in both the Northwestern and Southwestern Regions.

Since the start of the first DGS JOC contract we had which ran from 2016 to 2019, which 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 new DGS JOC contract.



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**2-3.4**

**Understanding of JOC Procurement System**

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### Section 2-3.4 – Understanding of the JOC Procurement System

T.S.B. Inc dba Schultheis Electric has extensive experience with the Job Order Contracting procurement system. Schultheis Electric has completed over \$5.0 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 allow an accurate price proposal to be developed. 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 Construction Task Catalog (CTC). 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 contractors 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 Gordian 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 their 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 both the CTC and the company developed estimating software that has premade assemblies of typical



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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 efficiently meet the small disadvantaged business goals of this contract. Even with the use of subcontractors, all estimating and proposals will be developed by Schultheis Electric. All pricing for sub contractors will be developed through the use of the CTC. The prequalified subcontractors share the same core values as Schultheis Electric and meet the 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 first three years with DGS taught us the importance of having a well defined and written detailed scope of work as well as having a solid sub-contracting plan for the possibility of the variable work load.

Schultheis Electric believes safety and customer service are paramount and providing a responsible adjustment factor with past experience in the JOC process with DGS guarantees these two items can be accomplished on all projects.



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**SDB-2  
SDB PARTICIPATION SUBMITTAL**

Offeror: T.S.B. Inc. dba Schultheis Electric  
Discipline: Electrical  
Region: Northwestern

CHECK ONE, AND ONLY ONE, BOX. FAILURE TO SUBMIT A COMPLETED SDB PARTICIPATION SUBMITTAL WILL RESULT IN REJECTION OF YOUR BID/PROPOSAL.

**I agree to meet the SDB participation goal in full.**

I have completed and am submitting with my bid or proposal an **SDB Listing**, which is required in order to be considered for award.

**I am requesting a partial waiver of the SDB participation goal.**

After making good faith outreach efforts as more fully described in the **Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal**, I am unable to achieve the total SDB participation goal for this solicitation and am requesting a partial waiver of the SDB participation goal.

I have completed and am submitting with my bid or proposal both of the following, which are required in order to be considered for award:

1. an **SDB Listing** for that portion of the SDB participation goal for which I intend to meet; AND
2. a **Good Faith Efforts Waiver Request** for any portion of the SDB participation goals that I do not intend to meet.

**I am requesting a full waiver of the SDB participation goal**

After making good faith outreach efforts as more fully described in the **Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal**, I am unable to achieve any part of the SDB participation goal for this solicitation and am requesting a full waiver of the SDB participation goal.

I have completed and am submitting with my bid or proposal a **Good Faith Efforts Waiver Request** for the complete SDB participation goal, which is required in order to be considered for award.

NOTE: SDB primes who are submitting as bidders or offerors must complete an **SDB Listing** identifying any self-performance towards the SDB participation goal.

SDB-3  
SDB LISTING

**Bidder/Offeror to complete the following:**

**Amount of SDB participation goal to be met through the use of SDB subcontractors, suppliers, or manufacturers:** Bidders/offerors are not required to identify the specific SDB subcontractors, suppliers, or manufacturers within this SDB Listing, but must identify the total percentage (%) of work to be performed by SDB subcontractors, suppliers, or manufacturers. However, the selected bidder/offeror must submit Utilization Reports identifying the SDB subcontractors, suppliers, or manufacturers used to meet the portion of the SDB participation goal listed below. To receive credit toward meeting the SDB participation goal, the SDB subcontractor, manufacturer, or supplier must be a DGS-verified SDB as of the date the work to be completed by the SDB has commenced.

Percentage of work to be performed by SDB subcontractors, suppliers, or manufacturers:

20.2 %

**If the Prime Bidder/Offeror is a DGS-verified SDB,** complete the following:

SAP Vendor Number (6-digit number): \_\_\_\_\_

SDB Verification Number (located on DGS SDB verification):

\_\_\_\_\_  
Type of SDB: \_\_\_ MBE

\_\_\_ WBE

\_\_\_ LGBTBE

\_\_\_ DOBE

Description of Work to be Performed (Statement of Work/Specification reference):

\_\_\_\_\_

Percentage of work to be self-performed by SDB bidder/offeror: \_\_\_\_\_%

## APPENDIX I COST SUBMISSION FORM

The Proposer shall set forth Adjustment Factors in legible figures in the respective space provided. Failure to submit all Adjustment Factors will result in the Proposal being deemed non-responsive. The JOC Contractor shall perform the Tasks required by each individual Job Order using the following Adjustment Factors:

PROPOSER: T.S.B. Inc. dba Schultheis Electric

	Adjustment Factor Name	Adjustment Factor Bid	X Multiplier	= Total
1.	Adjustment Factor for Normal Working Hours	= <u>1 . 2 1</u>	X 0.30	= <u>0 . 3 6</u>
2.	Adjustment Factor for Other Than Normal Working Hours	= <u>1 . 2 4</u>	X 0.10	= <u>0 . 1 2</u>
3.	Emergency	= <u>1 . 2 3</u>	X 0.15	= <u>0 . 1 8</u> <sup>9 ECA</sup> <sub>11/8/19</sub>
4.	Secured Facility	= <u>1 . 2 4</u>	X 0.10	= <u>0 . 1 2</u>
5.	Emergency in Secured Facility	= <u>1 . 2 9</u>	X 0.15	= <u>0 . 1 9</u>
6.	Adjustment Factor for Non Pre-priced Tasks	= <u>1 . 2 4</u>	X 0.10	= <u>0 . 1 2</u>
7.	Adjustment Factor for Design Work	= <u>1 . 0 4</u>	X 0.10	= <u>0 . 1 0</u>
8.	Add all the Total amounts in the right column.  The Sum of these Total amounts is the Final Proposed Price.			= <u>1 . 1 9</u> <sup>20 ECA</sup> <sub>11/8/19</sub>