JOB ORDER CONTRACTING SERVICES

TECHNICAL SUBMISSION

CONTRACT NO. DGS-A-2022-0001-JOC-SET-K-1 (GENERAL CONSTRUCTION)

SUBMITTED BY: S.J. THOMAS COMPANY, INC. 140 BARTRAM AVENUE LANSDOWNE, PA 19050 (610) 622-3720

JOB ORDER CONTRACTING SERVICES

TECHNICAL SUBMISSION

CONTRACT NO. DGS-A-2022-0001-JOC-SET-K-1 (GENERAL CONSTRUCTION)

- Company Profile (2-3.1)
- Comparable Construction Experience (2-3.2)
- Key Personnel (2-3.3)
- General Understanding of the JOC Procurement System (2-3.4)
- Mandatory Forms (2-3.5)

CONTRACT NO. DGS-A-2022-0001-JOC-SET-K-1 (GENERAL CONSTRUCTION)

2-3.1 COMPANY PROFILE

- 1. Appendix D Company Profile
- 2. EMR Letter

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: 43
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:
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: Keystone Purchasing Network, DGS JOC Contracts,
	GSA IDIQ Term Contracts,
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):
	Carpentry, metal framing, drywall, doors, frames, ceilings, windows, finish trim work
8.	Description of the Work the Proposer intends to Subcontract (Attach an additional sheet(s)
	if necessary):
	roofing, concrete, site work, painting, specialty items, masonry, flooring
9.	Under what other or former names has your organization operated?
	N/A

S.J. Thomas Company, Inc. Company Profile

In 1981 S J Thomas Company, with a solid base of satisfied clients, expanded its resources to include smaller commercial projects including their first federal government contract with the Department of Defense Center in Philadelphia. Also, at this time S.J. Thomas Company created the solid foundation for the long-term relationships that it has with our bonding company, accounting firm, lending institution, and most importantly our customers. In 1984 Stephen J. Thomas incorporated his company, and with a new focus on Federal contracts, pioneered the firm into one of the most respected federal, and local government contractors in the area. In 1985 SJT was awarded one of the first IDIQ contracts in Philadelphia. This was through the General Services Administration.

Along with the General Services Administration, S.J. Thomas Co. Inc. has completed small to very complex projects utilizing **JOC contracts for the Pennsylvania Department of General Services**, Keystone Purchasing Network, the Veterans Administration, and the US Army Corp of Engineers, the Internal Revenue Services, the United States Postal Service, and the Department of the Navy. In the private sector we also developed long-term relationships that continue today because of our exemplary attention to our client's needs.

What has separated SJT from most of our competitors, is the ability to self-perform carpentry, and electrical work, with our own employees.

On a continuous basis, spanning a period over the last thirty-eight years, S.J. Thomas Co. Inc., has completed *numerous* Term Contracts with General Services Administration, Internal Revenue Service, and the Department of the Navy, PA. Department of General Services, Air force, and KPN. these projects had a total construction cost exceeding three Hundred and seventy Million Dollars. S.J. Thomas Company has completed over 232 individual purchase orders with a combined value of over twenty-four Million Dollars, on our past three Pa. JOC Contracts.

Several of our employees completed the U.S. Army Corps of Engineers certification of Construction Quality Control Management course, and OSHA 30. We are members of the International Building Trades Council, which allows us the resources to obtain qualified mechanics in all trades to accommodate the needs of each project. We are also a licensed electrical Company.

While developing the 'team concept' and backed by the state-of-the-art computer resources, S. J. Thomas Company is prepared to offer quick solutions and information necessary to make decisions on design, schedule, cost, and value engineering. S. J. Thomas' field personnel are all long-term employees, who over the years have developed a vast knowledge and experience in all phases of construction. Their ability to work closely with the owners and the design team provides the best and most economical solution to satisfy clients' needs.

S.J. Thomas Company, Inc. Capability Statement

About SJT

S.J. Thomas Company is a family-owned General Construction / Management Company founded in 1976 by Stephen J. Thomas. S.J. Thomas has successfully grown throughout the years due to our comprehensive management skills, highly competitive pricing and our bottom-line commitment to quality. Our specialty markets include Federal, State and Local Governments. Over the past 35 years we have performed numerous IDIQ and JOC contracts for various government agencies. Our services include:

- All phases of construction
- Energy audits
- Design build
- Quality and safety management
- Construction Management
- OSHA certified employees

Current IDIQ AND JOC contracts

- DGS JOC 4-year contract in Pa.: contract # 4400015892
- KPN JOC 4-year contract in PA contract # KPN-2011JOCC-42
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-46
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-47
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-48
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-49
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-50
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-51
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-52
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-53
- KPN JOC 4-year contract in Pa.: contract # KPN-20111JOCC-54
- KPN JOC 4-year contract in Pa.: contract # KPN-20211JOCC-55

NAICS Codes

- 236210: industrial building construction
 - 238160: roofing
- 238320 painting
- 238310 drywall and insulation
- 236220 commercial and institutional building construction
- 237310 highway, street, and bridge construction
- 238210 electrical and other wiring
- 238220: plumbing and mechanical

Company Information

- Duns number:09-371-7940
- Cage code: 2Y026
- Corporation, Pa. 1984
- Bonding aggregate of 35 million
- Philadelphia, Pa. license #104271
- EMR: 0.829

Contact information

S J Thomas Company Inc. 140 Bartram Ave. Lansdowne, Pa. 19050 Phone 610-622-3720

Fax 610-622-1517

Email tthomas@sjthomas.com Website: www.sjthomas.com

Sample Client List

- Pa. Department of General Services
- Philadelphia Academy Charter School
- Montgomery County, PA
- Delaware County, PA
- Pennsylvania Department of Transportation
- Avon Grove Charter School
- City of Bethlehem
- Ridley School District
- Rose Tree Media School District
- Nazareth Area School District
- Borough of Phoenixville
- County of Berks



Compensation Rating Bureau

Alliant Insurance Services, Inc. 1285 Drummers Lane Suite 305 Wayne, PA 19087

PA EXPERIENCE RATING MODIFICATION

O 610 635 3337 F 610 630 4715

CA License No. 0C36861

File Number:

2622967

County:

Delaware County

Data History:

0.829

140 Bartram Ave

Location:

Mailing Address:

Lansdowne PA 190502906

Issue Date:

Employer Name:

09/01/2022 S J Thomas Company Inc **Effective Term:**

12/31/2022 - 12/31/2023

Class Code:

0649

Data History	Effective Date
0.829	12/31/2022
0.841	12/31/2021
0.838	12/31/2020
0.800	12/31/2019
0.797	12/31/2018

Class Code	Rating Value	Description	Location
0645	3.76	Wallboard Installation	1
0649	2.91	Ceiling Installation	1
0660	1.73	Alarms or Sound System	1
0661	1.73	Electrical Wiring - Building	1
0663	2.28	Plumbing	1
0664	2.23	Heating, Ventilating A/C Contractor	1
0667	1.32	Paperhanging	1
0670	4.19	House Furnishings Installation, NOC	1
0951	0.14	Salesperson Outside	1
0953	0.07	Office	1

CONTRACT NO. DGS-A-2022-0001-JOC-SET-K-1 (GENERAL CONSTRUCTION)

2-3.2 COMPARABLE CONSTRUCTION EXPERIENCE

- 1. Four projects less than \$150,000.00
- 2. Four projects between \$150,001 and \$400,000
- 3. Four Projects between \$400,001 and \$2,00,000

APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

1.	Client Name: Avon Grove Charter School
2.	Project Name: Avon Grove Charter Asbestos - Window Project
3.	Project Number: 090849.00
4.	Project Value: \$112,056.99
5.	County of Project: Chester
6.	Date of Project Final Acceptance: 07/14/2021
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: Donna Archer
	Title: Chief Financial Officer 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):



140 Bartram Avenue * Lansdowne PA 19050

Appendix E – Comparable Construction Experience (Projects equal to or less than \$150,000)

Project: Avon Grove Charter School - Asbestos Windows

Scope of Work

furnish all asbestos licensed labor, materials and equipment necessary for the removal of asbestos containing windows (80) located at the above referenced property. All work will be performed with critical barriers and drop cloths for the windows. The areas will be HEPA vacuumed after completion. Perform demolition of the EIFS to access all of the windows located in the 10 bays.

APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

_	Dank of Military O. Vkanna Affician
1.	Client Name: Dept. of Military & Veterans Affairs
2.	Project Name: Air Horsham AG Repair EOC Roof & HVAC
3.	Project Number: SE-DMVA-012-GC-ER
4.	Project Value: \$34,2 70.00
5.	County of Project: Montgomery
6.	Date of Project Final Acceptance: 5/26/2022
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: Terry Savage
	Title: Engineering Technician 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):



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Appendix E – Comparable Construction Experience (Projects equal to or less than \$150,000)

Project: Air Horsham AG Repair EOC Roof & HVAC

Scope of Work

Building 235 EOC Roof 1. Provide all supervision, labor, parts, materials, supplies, tools, equipment, and appurtenances necessary for removal,

installation of approximately 1,300 sqft. of new, White Ethylene Propylene Diene Monomer (EPDM) roof including, but necessarily limited to ing: 1. Blocking, flashing, and 0.040 locking style coping. 2. Mechanically attached insulation 3. Water tight .060 membrane White in color, with r ainage to significantly minimize any pooling of water. 4. The roofing system will obtain a 25 year no dollar limit warranty b. Building 235 EOC H\

Provide all supervision, labor, parts, materials, supplies, tools, equipment, and appurtenances for a complete demolition and disposal of the ex C unit. 2. Provide all supervision, labor, parts, materials, supplies, tools, equipment, and appurtenances for a complete in place preparation install a new HVAC unit of the same system that is equal or better. All room dimensions, areas, and utilities are to be measured and verified by the co properly size and specify the exact type of HVAC units, roof curbs, ducts, vents, returns, wiring, thermostats, and appurtenances necessary for c n place installation. Existing duct work and supporting infrastructure shall be used to the extent practicable.

APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

1.	Client Name: Dept. of Conservation and Natural Resources
2.	Project Name:Tomlinson Re-Roofing
3.	OR DOWN AND GO
4.	Project Value: \$131, \$2.77
5.	County of Project: Bucks
	Date of Project Final Acceptance: 12/13/2021
7.	Company Role in Project (circle one):
	Prime Contractor Subcontractor Multi-Prime Contractor
8.	Client (circle one):
	Commonwealth Agency Other Public Entity Other
9.	Project included the following elements (circle all that apply):
	General Construction HVAC Electrical Plumbing
10.	Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional
	Sheet(s) attached (circle one): [Yes] No
11.	Client Reference for Construction- It is your responsibility to assure that the contact
	information listed in correct. If your reference cannot be contacted, this project may not be
	considered.
	References' Name: Gene Gelfan
	Title: TW Consulting / Inspector 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):



Phone: (610) 622-3720 **Fax:** (610) 622-1517

Web: www.SJThomas.com

140 Bartram Avenue * Lansdowne PA 19050

Appendix E – Comparable Construction Experience (Projects equal to or less than \$150,000)

Project: Tomlinson Re-Roofing

Scope of Work

- Supply & Install 2 layers of 2" Thermax Foil Faced Foam Insulation in between the attic rafter spaces of the 2 story addition as discussed. The area to be insulated is 550 square feet.
- Remove & reinstall existing 1 x 3 wooden lath for insulation installation
- Install new 1 x 3 pine lath where existing lath where existing lath are broken or to weak to go back assuming 25% replacement as this point or 250 running feet.
- All clean-up necessary

APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

1.	Client Name: Dept. of Hu manServices
2.	Project Name: _Wernersville State Hospital - Repave walking path
3.	Project Number: SE- IHS-002-GC
4.	Project Value: \$101 684.62
5.	County of Project: Berks
6.	Date of Project Final Acceptance: 08/11/2021
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 AdditionalSheet(s) describing the roject's Scope of Work. Is the Additional
	Sheet(s) attached (circle one): Yes No
	Client Reference for Construction-It is your responsibility to assure that the contact
	information listed in correct. If your reference cannot be contacted, the is project may not
b	pe considered.
	References' Name: Robert Rose
	Title: Facility Maintenance Manager Telephone Number: Email Address:

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



140 Bartram Avenue * Lansdowne PA 19050

Appendix E – Comparable Construction Experience (Projects equal to or less than \$150,000)

Project: Wernersville State Hospital - Repave Walking Path

Scope of Work

Repaving walking path at Wernersville State Hospital

- Clean, prep & tack area to be paved

- Supply & Install 80lbs per SY of leveling 9.5 mm asphalt
- Supply & Install 1.5" of compacted 9.5 mm asphalt
- Seal all joints with 64-22 hot tar

APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

1.	Client Name: _Dept. of Military & Veterans Affairs
2.	Project Name: Horsham Readiness Center - Roof Replacement
3.	Project Number: ER-DMVA-067-GC
4.	Project Value: \$275,040.74
5.	County of Project: Montgomery
6.	Date of Project Final Acceptance: 01/07/2021
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: Terravage
	Title: Engineering Technician Telephone Number:
	Email Address:

2.	2. Description of any problems or major issues enco	ountered during the Project (if any) and
	what was done to resolve (attach additional infor	mation as necessary):



204 Branchwood Court Deptford, NJ 08096 888-4REMTEK or 856-232-6258 Fax: 856-232-6257 www.remtekservices.com

New Gaco Western / Firestone Building Products Silicone Coated Foam Roofing Proposal

Horsham Air Guard – Building 348 New Roofing Installations – Three (3) Roof Areas



PREPARED FOR

SJ Thomas Commercial Contractors

140 Bartram Ave. Lansdowne, PA 19050 Contact: Paul McNichols Phone: 610-622-3720

PROJECT NAME

Horsham Air Guard Station

Easton Road, Horsham, PA 19044
Building 348 New Roof Installations – Three (3) Locations

Total Roof & Wall Area: 17,564 SF

Proposal # 20-6889

Horsham Air Guard – Roofing Work Building 348 20-6889

Date: 06/17/20





Introduction / Description

After reviewing the above referenced roof locations, we submit the following proposal for the new roof installations to be completed on three areas of Building 348. The roof areas consist of the following:

Roof Area #1: 4,012 SF

Existing TPO Membrane induction welded over insulation over the original Butler MR-24 SS Metal Roofing. The existing membrane is loose in several locations and the current wall flashing at the metal wall panel is not secured behind the wall. Also it appears a flue fill board was installed without a final recovery board so the system is following the metal rib profiles and air pockets, voids, etc. are located throughout the system. We recommend removing the existing TPO & flue fill insulation and installing the new Silicone Coated Foam Roofing directly to the original Butler metal panel.





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Roof Area #2: 12,320 SF

Existing Butler MR-24 SS Metal Roofing

This roof has several current leaks and the leaks appear to be coming from the horizontal overlaps and the existing ridge vent detail. These areas have been repaired over the years but continue to split during expansion / contraction cycles. We recommend installing the new Silicone Coated Foam Roofing directly to the original Butler metal panel after preparation.

Roof Area #3: 1,232 SF

Existing TPO Induction Welded over recovery board & insulation over the metal SS roofing. This roof area is in decent condition and can be cleaned and directly restored using a new Silicone Coating Roof Restoration product only without the new foam.

General Roof Condition Notes:

Roof area #2 has six existing skylights that must be covered with structural metal panels prior to application of the new roofing materials to ensure a sound substrate before covering.

Roof Area #1: The metal wall panel along the north side of roof area #1 will need to be sheared off and a new metal counter flashing installed to ensure that windblown rain or snow melt do not cause issues at this detail.

Roof Areas #2 & #3: Both roof sections will receive new 24 gauge Kynar finished metal of similar color on the south side of both roof areas only.

All Roof Areas: There is an existing lightning protection system that will need to be removed & replaced during the new roof installation. The lightning protection system will be put back to original condition. Certification of the lightning system is not part of this scope of work.

Scope of Work – New Roof Installations – Three (3) Areas

Contractor will supply all labor, material, equipment, and supervision necessary to install new roofing systems to three (3) roof areas on building 348. The work shall include:

- Set up job site perimeter safety as required per OSHA Guidelines.
- Remtek personnel to access roof by exterior ladder.
- Remove the existing lightning protection system from all three (3) roof areas as required and create a mapping of the current system to allow for accurate reinstallation upon completion. The new system will be comprised of new NEA 24 aluminum 24 strand cable and NEFL4A aluminum stamped adhesive mounts for the cable. The new mounts will be installed directly to the finished roofing using approved sealant and allowed to cure before installing the final aluminum cables. Approx. 1,290 LF of new cable with required mounting brackets & adhesive.
- Roof Area #1: At the metal wall panel on the north side of the roof, using a metal chop saw, cut off approx. 4" to 6" of wall panel to expose the wall detail. After installation of the new roofing system, a new metal counter flashing will be installed behind the wall panel and will flash over the new wall flashing materials.

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- Roof Area #1: Remove the existing TPO membrane roofing and the insulation from underneath down to the original Butler SS Metal Roofing. The existing metal roofing will be cleaned and prepared by using high pressure compressed air and stiff bristle brooms. Water will not be introduced to this roof section in that the fastener holes may cause leaks.
- Roof Area #1: Wall membrane that is adhered to the walls may remain in place.
 Loose wall membranes are to be removed completely to the wall substrate prior to installation of the new roofing.
- Roof Area #2: Pressure wash the existing metal roofing as required by the manufacturer. Also cover six (6) existing painted over skylights with new structural metal panels. This will ensure a structural condition at these locations prior to installation of the new roofing system.
- Roof Area #3: Pressure wash the existing TPO membrane free of all film, dirt &
 debris using high pressure washing and approved etching wash. Prime all
 membrane for direct application of silicone coatings as required by the
 manufacturer.
- Roof Areas #1 & #2: Install new perimeter edge metal to the south side of both roof areas only. The new perimeter metal foam stop will be made of 24 gauge Kynar finished metal and will cover the current reveal on the face of the building. The new perimeter edge metal shall be secured using approved fasteners in a staggered pattern. Only the south elevations will receive new metal. A field fabricated transition will be installed from the new metal to the existing EIFS coping wall metal on the lower roof elevation in both corners.
- Roof Areas #1 & #2: Install a new application of Gaco Western rigid spray applied polyurethane foam at approx. 2" inches in thickness to the prepared roof areas. The new polyurethane foam will completely seal the ridge caps and will be applied uniformly across the roof. Thickness of foam will vary at top of rib and bottom of flue approx. ¼". The new polyurethane foam will be feathered out at all gutters to allow for proper drainage given the elevation of the existing gutters which are to remain in place. The new polyurethane foam will terminate under the existing wall panel on roof #2 and under the modified wall panel detail on roof #1.
- Install a new application of Gaco Western High Solids Silicone Coating material at approx. 2.5 gallons per square to all newly installed rigid polyurethane roofing materials. Roof area #3 is to receive a direct applied application of Silicone Coating with no polyurethane foam.
- The new silicone coating will be installed in two separate applications of approx. 1.25 gal/sq for the base coating & 1.25 gal/sq for the top coating. Color to be
- Roof Areas #1 & #2 will receive a final application of roofing granules broadcast into the final top coating at a rate of 40 lbs/sq. Roof Area #3 is not to receive roofing granules.
- All clean up as needed.

APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

Client Name: PA Fish & Boat Commission
Project Name: _Minsi Lake Boat Access Paving
Project Number: E RPFBC - 00 - G
Project Value: \$228 \(\frac{408}{38} \)
County of Project: No thampton
Date of Project Final Acceptance: 12/09/2019
Company Role in Project (circle one):
Prime Contractor Subcontractor Multi-Prime Contractor
Client (circle one):
Commonwealth Agency Other Public Entity Other
Project included the following elements (circle all that apply):
General Construction HVAC Electrical Plumbing
Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional
Sheet(s) attached (circle one): Yes No
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: Jerry Woomer
Title: Senior Civil Engineer Telephone Number: Email Address:

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



140 Bartram Avenue * Lansdowne PA 19050

Appendix F – Comparable Construction Experience (Projects Between \$150,001 and \$400,000)

Project: Minsi Lake Boat Access Paving

Scope of Work

East Entrance Boat Launch Parking Lot and lane from main road

Fill bad pot holes with asphalt

Compact and scratch coat the entire area

Place 3" compacted asphalt on area with 9.5mm top.t

Parking lot pot holes filled

Milling, Repaving and Grading

Place 2" Asphalt overlay 9.55mm coat

Remove Guide rail

New line striping

Replace concrete wall on side of the lot

West Side Parking Lot

Mill as needed for Grading and repaving

Scratch coat lot

Place 2" overlay 9.5mm asphalt top coat

Remove guide rail

New line striping

New Asphalt walkway 230' x 9'

Grade area and place 2A stone for new asphalt walkway

Place 2.5" 9.5mm

Replace concrete wall on side of the lot

APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

1.	Client Name: Norristown State Hospital
2.	Project Name:Norristown State Hospital Parking Lot Expansion
3.	Project Number: S E-DHS -00 -3G C
4.	Project Value: \$331, 48 277
5.	County of Project: Montgomery
6.	Date of Project Final Acceptance: 04/30/2022
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: David Stezin
	Title: Project Manager Telephone Number:

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



40 Bartram Avenue * Lansdowne PA 19050

Appendix F – Comparable Construction Experience (Projects Between \$150,001 and \$400,000)

Project: Norristown State Hospital - Parking Lot Expansion

Scope of Work

Construction of a 42-space parking lot across Circle Drive from building 10 at Norristown State Hospital. This will also include installing light fixture to illuminate the parking lot area

APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

1.	Client Name: SCI Chester
2.	Project Name: SCI Chester Utility Roof
3.	Project Number: SE-DC-040-GC
4.	Project Value: \$232,589.80
5.	County of Project: Dela ware
6.	Date of Project Final Acceptance: 07/30/2022
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: George Hiltner
	Title: Corrections Facility Maintenance Manager Telephone Number:
	Email Address:

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



140 Bartram Avenue * Lansdowne PA 19050

Appendix F – Comparable Construction Experience (Projects Between \$150,001 and \$400,000)

Project: SCI Chester Utility Roof

Scope of Work

- Mechanically fasten 1/2" 80 PSI insulation on top of existing EPDM roof
- Add tapered insulation along rising wall and between new roof drains
- Totally adhere. 060 EPDM to new 1/2" insulation
- Flash all walls, curbs, HVAC units, pipes, and drains according to manufacturers Specifications
- Install 3 new roof drains
- Install new plastic drain baskets
- Install termination bar along rising wall
- Install .032 new aluminum counter flashing under existing coping

APPENDIX G

COMPARABLE CONSTRUCTION EXPERIENCE

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

Submit a Single Form to be Evaluated

1.	Client Name: Coatesville Area School District
2.	Project Name: Coatesville Area SD - Scott Middle School New Work
3.	Project Number: 103261.00
	Project Value: 759,261.82
	County of Project: Chester
	Date of Project Final Acceptance: 04/30/ 2202
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 Additiona
	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 Pellegrin
	Title: Director of Facilities 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):



Phone: (610) 622-3720
Fax: (610) 622-1517
Web: www.SJThomas.com

140 Bartram Avenue * Lansdowne PA 19050

Appendix G – Comparable Construction Experience (Projects Between \$400,001 and \$2,000,000)

Project: Coatesville Scott Middle School - New Work

Scope of Work

Emergency flood repairs to the Scott Middle school's classrooms, hallways, and Auditorium located on the first and second floors of the school.

Work consisted of but not limited to the following scope:

- Remove, store, and Reinstall Auditorium seating to repair damaged surfaces and finishes caused by the weekend flooding.
- Remove and replace damaged spline ceilings.
- Repair auditorium Plaster ceilings to match existing details and finishes.
- Replace acoustical ceilings and tiles throughout the first and second floors.
- Replace existing casework with new casework
- New VCT and Carpet throughout the flooded areas.
- Repair, patch and replace drywall
- Remove and install new lighting
- Replace damaged electrical branches and outlets

PENNSYLVANIA DEPARTMENT OF GENERAL SERVICES SOUTHEASTERN REGION

CONTRACT NO. DGS-A-2022-0001-JOC-SET-K-1 (GENERAL CONSTRUCTION)

2-3.3 KEY PERSONNEL

- 1. Project Manager (Appendix H) with Resume
- 2. N/A
- 3. Administrative Office Support
- 4. Staffing Plan

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: Timothy Thomas	
2.	Number of Years with Firm: 37	
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 37 HVAC 15	
	Electrical Plumbing 15	
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: Dept. of the Navy, Electric IDIQ contract 2015-2020	
	Keystone Purchasing Network contracts 2015 through the present, DGS JOC Contracts from	
	2008 to the present, GSA IDIQ Term Contracts 1990 through 2012	
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: 15	
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.	

Title: Senior Account Manager		Telephone Number:	856-467-6333	
Email	Address:	w.cunningham@	ngthegordiangroup.com	
Client	Reference	e #2 for Constr	uction- It is your responsibility	to assure that the cont
inform	ation liste	ed in correct. I	f your reference cannot be conta	cted, this project may no
inform conside		ed in correct. I	f your reference cannot be contact	cted, this project may no
conside	ered.	ed in correct. I		cted, this project may no

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: Michael Benson
2.	Number of Years with Firm: 31
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 31 HVAC
	Electrical Plumbing
5.	Does the Project Manager being Proposed as a Key Personnel have experience working on
	Job Order Contracting Contracts (circle one): Ves No
	a. If yes, identify which contracts: Dept. of the Navy, Keystone Purchasing Network
	Contract 2015 through the present, DGS JOC Contracts 2016 to the present
	GSA IDIQ Term Contracts
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: 15
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: Dan Pellegrin				
	Title: Director of Facilities		Telephone Number:	267-709-1076	
	Email Address:	Pellegrin@casdschools.org	g		
9.	Client Reference #2 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' Nam	ne: Dave Stezin	_		
	(

TIMOTHY THOMAS

Summary of Qualifications:

- Over Thirty one years of experience and knowledge of the construction industry with a strong focus on estimating and project management. eighteen years of experience managing and supervising Term Contracts.
- Seasoned manager with emphasis on safety, quality, detail and on-time project completion.
- Demonstrated ability to initiate and maintain positive customer and business relationships.
- Highly motivated and dependable in achieving goals and objectives.
- Member of Carpenters Local 845 since 1998.

Professional Experience:

S.J. Thomas Company, Inc. – Lansdowne, PA Construction manager

1984 - Present

- Responsible for all aspects of project management from estimate and bid preparation, contract negotiation, purchasing subcontractors, materials and equipment procurement, change orders, labor and construction supervision, to project completion.
- Liaison between local and out-of-state vendors, subcontractors and clients.
- Coordinate project site activity to include subcontractor work schedules, supervision of superintendents; equipment and materials delivery, project revisions and/or additions and client relations.
- Ensure the implementation of safety practices in compliance with state and federal regulations.
- Monitor incoming and outgoing project tasks to ensure timely completion of jobs and maintain designated budgets.
- Conduct weekly conference meetings with superintendents and foremen to establish goals, timelines and plans to bring projects to completion in a timely fashion.
- Oversee all related administrative functions of office staff to include accounts payable, accounts receivable, RFI's and purchase orders.
- ♦ All of the sample projects below required full knowledge of the International Plumbing Code, International Mechanical Code and the Uniform Federal Accessibility Standards (UFAS) and the American Disabilities Act (ADA)

Carpenter –

• Constructed, erected, installed or repaired structures and fixtures made of wood and metal such as concrete forms; building frameworks including partitions, joists, studding, ceilings, wood stairways and window and door frames. Installed cabinets, and finish hardware.

Carpenter's / HVAC & Plumbers Assistant

1984 - 1990

1990 - 1994

• Performed various duties under the direct supervision of a carpenter.

TIMOTHY THOMAS

Professional Profile Page - Two

Sample Projects:

- ♦ Government Center refurbish existing 236,000 sf parking garages \$7,119,766.61
- ♦ Frackville SCI Renovations for new laundry facility \$ 1,638,444.00
- ♦ Philadelphia airport cosmetic upgrades to all terminals \$ 1,444,895.00
- ♦ Byrne courthouse first impressions lobby renovation \$1,949,008.00
- ♦ Green Federal Building secret service office renovations \$1,919,214.00
- ♦ Embreeville Construct new PennDOT maintenance facility and administration building \$3,065,448.00
- ♦ JOC Term Contract Department of General Services 27 projects, various locations in Eastern Pennsylvania \$7,824,059.00
- ♦ East Stroudsburg University numerous projects in various locations thru-out the campus \$1,805,919.22
- ♦ Cheyney University numerous projects in various locations thru-out the campus \$791,922.85
- ♦ IDIQ Term Contract General Services Administration over 100 projects in various locations Philadelphia, New Jersey and Delaware \$10,756,238.00

EDUCATION:

Marple Newtown Area Vocational School (Vo-Tech)

- ♦ Blue Print Reading I & II
- ♦ Methods & Materials I & II
- ♦ Construction Supervision
- Communications
- Project Management Process

Folcroft Vocational School (Vo-Tech)

(1985-1988)

♦ Heating and air conditioning

Monsignor Bonner High School, Lansdowne, PA

(1988)

♦ General Studies

Computer Skills:

- ♦ Microsoft Word
- ♦ Microsoft Excel
- **♦** Projects
- ♦ ProEst Estimating Program

TIMOTHY THOMAS

Professional Profile Page - Three

REFERENCES:

Daniel Polzer – Construction Inspector Manager Department Of General Services

Thomas Bartek- Project Manager, Facilities Management East Stroudsburg University

William Cunningham- Senior Account Manager Gordian Group

Michael Benson

Qualifications:

- > Over Twenty eighty years of experience in IDIQ Contracts and knowledge of the construction industry
- > Extensive hands on experience in every area of construction
- > Strong leadership abilities
- > Highly motivated and dependable in achieving goals and objectives
- Efficient, resourceful, and professional, with an enthusiasm for customer satisfaction and a firm belief in taking pride in a job well done
- ➤ Knowledge of International Plumbing Code, International Mechanical Code and the Uniform Federal Accessibility Standards (UFAS) and the American Disabilities Act (ADA)
- ➤ Member of Carpenters Local 845 since 1998

Professional Experience:

S.J. Thomas Company, Inc. - Lansdowne, PA

1991-Present

Construction Manager

2016 - Present

- Responsible for all aspects of construction management from estimate and bid preparation, contract negotiation, purchasing subcontractors, materials and equipment procurement, change orders, labor and construction supervision, to project completion
- ➤ Coordinate project site activity to include subcontractor work schedules, supervision of superintendents; equipment and materials delivery, project revisions and/or additions and client relations.
- > Ensure the implementation of safety practices in compliance with state and federal regulations.
- Monitor incoming and outgoing project tasks to ensure timely completion of jobs and maintain designated budgets.
- > Conduct weekly conference meetings with superintendents and foremen to establish goals, timelines and plans to bring projects to completion in a timely fashion.
- > Oversee all related administrative functions of office staff to include accounts payable, accounts receivable, RFI's and purchase orders.

Superintendent / Project Manager

2004-2016

- > On-site supervision for successful completion of several projects
- ➤ Coordinate in-house crews
- ➤ Coordinate subcontractors, vendors, and suppliers
- > Ordering and receiving of material
- ➤ Maintain project schedules

Michael Benson

Page - Two

Carpenter 1994-2004

> Performed all aspects of carpentry required for project completion including frameworks including partitions, joists, studding, ceilings, wood stairways and window and door frames, flooring, cabinets, and finish hardware

Carpenter's Apprentice

1991-1994

> Performed duties mentioned above under direct supervision of a carpenter

United States Air Force

1987 - 1991

Education:

Delaware County Community College

- ➤ Blue Print Reading I & II
- ➤ Methods & Materials I & II
- Construction Supervision I
- > Communications
- First Aid & Safety (OSHA)

Monsignor Bonner High School

1980-1984

General Studies

Skills:

- ➤ Blue Print Reading
- ➤ Microsoft Word
- Microsoft Excel
- ➤ Microsoft Projects
- Member Carpenters Local 845

Projects Supervised:

- ➤ Design Build Job Order Contract with Department of General Services multiple projects in the following counties: Berks, Bucks, Chester, Delaware, Lehigh, Montgomery, Northampton and Philadelphia
- > SCI Chester-Replacement of Windows at Prison
- > Troop M Dublin-Ladies Locker Room Renovation
- ➤ Wernersville State Hospital-Building 18 Basement Renovations
- > PA State Police Trevose- Roof Replacement
- > SCI Chester- Emergency Gate Repair
- > Troop M Bethlehem- Level 5 Ballistic Doors
- > GSA Nix Federal Building OPLA
- > GSA Nix Federal Building EDA
- ➤ GSA US Customs House Flood Repairs

ADMINISTRATIVE OFFICE SUPPORT

Most of our office personnel have been with SJT for over 30 years and have predominantly worked with various government agencies including DGS.

Our office staff, currently includes eight qualified project managers, who have handled DGS contracts and all their requirements over the past 15 years. These managers attend project scope meetings, estimate, and prepare the proposals with the proper required format. If proposals are excepted, they organize and oversee the project to its completion.

Our remaining office staff are responsible for monthly SDB reports, payroll submittals, updating insurance requirements, invoicing, AIA contracts with subs, and payables.

S.J. THOMAS COMPANY, INC. STAFFING PLAN

Under separate cover is our staffing plan that outlines our staffing personnel as they have been implemented over the last several years. All of the listed employees have working experience with our Multiple JOC Contract. SJT's employees are also familiar with managing projects throughout the Eastern region of Pennsylvania, as demonstrated in our capability statement. As we have in past and current contracts, if there is a need to fill these positions further SJT would first see if qualified candidates already exist or can be developed within our company, otherwise we would recruit externally for the position as required in our attached staffing plan.

Due to the nature of an indefinite quantity contract, we are aware of the skilled positions required to guarantee our commitment to our customers' expectations of service. Also, that work is performed on time and with our highest standards.

S.J. THOMAS COMPANY, INC STAFFING PLAN

Role	Name	Duties & Responsibility
General Manager	Stephen J. Thomas	Responsible for corporate level, firm wide or branch level policy implementation, business plan development and implementation. Develop solutions for conflict/problem resolutions.
Project Manager	Tim Thomas	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.
project manager	Mike Benson	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.
Project Manager	james Forman	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.
Project Manager	Jack Holland	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.
Project Manager	Russell King	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.
Project Manager	Shane Thomas	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.

S.J. THOMAS COMPANY, INC STAFFING PLAN

office manager	Kelly Benson	assisting all project managers with estimates, sub contractor selection, submittals, AIA documents, etc.
Superintendent	Gary Thomas Jr.	Organize work crews and subcontractor. Maintain safe working conditions. Ensure project is completed on schedule and to also adhere to our high standards of quality construction. Ensure job tasks are completed as contracted. Maintain good relations with contractors and owners.
Project Manager	Brian Yung	Attend joint scopes, Develop Project with Owner, Estimate and build proposals, Organize and Schedule projects, Control and monitor project scope, Time, Quality Control and Costs, Administer Procurements, Close out Docs.
Superintendent	Andrew Dougherty	Organize work crews and subcontractor. Maintain safe working conditions. Ensure project is completed on schedule and to also adhere to our high standards of quality construction. Ensure job tasks are completed as contracted. Maintain good relations with contractors and owners.
Superintendent	Dan Ecret	Organize work crews and subcontractor. Maintain safe working conditions. Ensure project is completed on schedule and to also adhere to our high standards of quality construction. Ensure job tasks are completed as contracted. Maintain good relations with contractors and owners.
Superintendent	Mike Stewart	Organize work crews and subcontractor. Maintain safe working conditions. Ensure project is completed on schedule and to also adhere to our high standards of quality construction. Ensure job tasks are completed as contracted. Maintain good relations with contractors and owners.
accounts payable	Lisa Himes	responsible for recievables, payables, invoicing, certified payrolls. Assist in preparing AIA documents, and technical proposals.
assistant project manager	Devon Thomas	assist the project mnanager with any duties they may require assistance with, while also being trained in all their responsabilities

PENNSYLVANIA DEPARTMENT OF GENERAL SERVICES
CONTRACT NO. DGS-A-2022-0001-JOC-SET-K-1 (GENERAL CONSTRUCTION)
2-3.4 UNDERSTANDING OF THE JOC PROCUREMENT SYSTEM

DGS A-2022-0001-JOC-SET-K-1 2-3.4 Understanding of JOC Procurement System

Our understanding of the Job Order Contract procurement system comes with our past experiences performing similar contracts. Over the past thirty-five years SJT, has been awarded numerous JOC, KPN, and IDIQ contracts both with the State of Pennsylvania and numerous Federal agencies. Our firm has over ten years' experience working with the task order catalog presented by the Gordian group.

The Pennsylvania States using agency, would notify the Gordian Group of their construction needs and they in turn will contact the States pre-qualified contractors' representative to meet on site to review and de scope the work order. The contractor will then price the project using the web-based construction task catalog, implementing quantities and price factors. S.J. Thomas Company's employees are well versed with the Construction Task Catalog which enables us to provide detailed itemized proposals. This cost proposal will be sent to the state agency through the Gordian Group. At this time either a contract would be awarded or possible further discussions to elaborate project specifics such as completion dates, schedules, submittals, etc. If a professional Architectural or Engineering firm is required, we would invite one of the qualified design teams that we have worked with in the past.

If sub-contractors are required, SJT will contact any of our subs depending on the trade and location of the project and select who we determine will best suit the needs of all parties. All our selected subs and designers will be SB or SDB's as listed on our current internal qualified bidders list. Also, we will utilize the DGS web site for SB and SDB companies to secure other contractors or suppliers on a as need basis to achieve our goals as submitted in our proposal.

A successful JOC effort requires an organization and management approach uniquely oriented to the efficient and timely response to many small and medium-size projects in an environment where highs and lows occur in the workload. By necessity, this leads to a project organization built around a small staff of highly diverse and experienced personnel whose collective background span a variety of construction disciplines.

In addition to responsiveness another important requirement of the JOC concept is the ability to simultaneous coordinate multiple delivery orders and subcontractors. While many may be able to talk about their abilities, S.J. Thomas' Company's ability to coordinate multiple delivery orders and subcontractors has been proven through actions rather than words.

SJT has always responded to emergency needs with our trained staff and understand the immediate concerns of our clients in unexpected situations.

S.J. Thomas clearly understands and is totally committed to the basic objective of the JOC concept of quick response. Accordingly, we hereby establish the following policy for the PAJOC, as we have for our other numerous JOC, KPN and IDIQ/Design Build contracts: S.J. Thomas Company will always respond to the State agencies and its representatives within the requested time frames or less. In addition, to improve response time SJT has an established policy, which gives the General Manager and Project Manager full and complete authority in all aspects of the contract. They have full authority to hire/fire personnel, place and dissolve subcontracts, and allocate funds as needed for safety/corrective work.