

APPENDIX D
COMPANY PROFILE

1. Number of years as a Contractor: 43

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

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

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

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

Yes No

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

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

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

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

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

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

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

Landscaping, fencing, hauling

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

None

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



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

Section 2-3.1, Appendix 'D' Company Profile

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

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

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

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

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

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

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

Services provided include:

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



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Phone: (724) 537-5157
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- Video Surveillance Systems
- Access Control and Intrusion Detection Systems
- Indoor and Outdoor Lighting
- Acceptance and Maintenance Testing of Power Systems
- Commissioning of Electrical Systems
- Professional Engineering Services
- Design, layout, CAD and Building Information Modeling

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

When quality counts, customers count on Schultheis Electric!



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November 11, 2022

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

To whom it may concern,

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

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

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

Sincerely,

Julie Killcrece

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

2-3.2

Comparable Construction Experience

APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

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

1. Client Name: The Pennsylvania State University

2. Project Name: PSU Ford Building Door Control - JOC

3. Project Number: 000708500

4. Project Value: \$30,021.57

5. County of Project: Centre

6. Date of Project Final Acceptance: 08-22-2022

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: Chad Spackman

Title: Project Manager Telephone Number: _____

Email Address: _____

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

None

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Phone: (724) 537-5157
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Name: Penn State University – Ford Building Door Control
Project No: 000708500
PSU Building No: 0023000

Scope of Work:

- Removal of the existing door hardware and replace with new electronically monitored and control devices.
- Provide 120 volt electrical power for these devices and low voltage cabling to the required equipment for monitoring.

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PROJECTS EQUAL TO OR LESS THAN \$150,000

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

1. Client Name: The Pennsylvania State University

2. Project Name: Old Main 417 Renovations

3. Project Number: 21-067

4. Project Value: \$67,831.21

5. County of Project: Centre

6. Date of Project Final Acceptance: 10-31-2022

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: Brent Michaels

Title: Site Manager Telephone Number: _____

Email Address: _____

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

None

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Phone: (724) 537-5157
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Name: PSU – OLD MAIN 417 RENOVATIONS
PSU Building: # 0001-000
PSU Project: # 00-0823500

Scope of Work:

- Electrical demolition as required.
- Disposal of electrical materials in General Contractors dumpster.
- Installation of [8] Smoke Detectors and [2] Horn Strobes.
- Data and HDMI stubs to above accessible ceilings.
- Provide and install new lighting fixtures and controls as shown.



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APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

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

1. Client Name: Hollidaysburg Veterans Home

2. Project Name: Replace Generator

3. Project Number: WR-DMVA-041-EL

4. Project Value: \$126,326.22

5. County of Project: Blair

6. Date of Project Final Acceptance: 12-26-2019

7. Company Role in Project (circle one):

Prime Contractor Subcontractor Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency Other Public Entity Other

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

General Construction HVAC Electrical Plumbing

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

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

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

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

References' Name: Luke Hughes

Title: Project Manager, Western Region Telephone Number: _____

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

None

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Phone: (724) 537-5157
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Name: Hollidaysburg Veteran's Home – Generator Replacement
WO# WR-DMVA-041-EL

Scope of Work:

- Provide and install [1] Kohler Model: KSS – AMTA – 0150S Automatic Transfer Switch. ATs is rated for 150 amps @ 480 volts, 3 pole, 4 wire in a NEMA 1 enclosure. This ATS will replace the existing ATS as an equal upgrade.
- Provide and install [1] Kohler Model: KSS – AMTA – 04000S Automatic Transfer Switch. ATs is rated for 400 amps @ 480 volts, 3 pole, 4 wire in a NEMA 1 enclosure. This ATS will replace the existing ATS as an equal upgrade.
- Both new ATS's will have a 1year Standard warranty from manufacture.
- Removal of existing ATS's located in the mechanical room.
- Existing Fusible Service disconnects will remain in operation.
- Existing conductors from Fusible Disconnects to new ATS's be removed and replaced to extend length of conductors as not to require splicing.
- Existing conductors from the new ATS's to the existing panels be removed and replaced to extend length of conductors as not to require splicing.
- Initial startup of new ATS's will be performed by a KOHLER certified Technician.
- Removal of existing ATS's and associated equipment within the interior of the building.



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COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$150,000

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

1. Client Name: The Pennsylvania State University

2. Project Name: Forum Trailer Relocation

3. Project Number: 000690202 / 21-076-07

4. Project Value: \$31,133.58

5. County of Project: Centre

6. Date of Project Final Acceptance: 10-18-2022

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: Brent Michaels

Title: Site Manager Telephone Number: _____

Email Address: _____

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

None

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Phone: (724) 537-5157
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Name: PSU – TEMPORARY MODULAR LAB TO NW OF FORUM BUILDING
PSU Building: # 0970-072
PSU Project: # 000690202

Scope of Work:

- Electrical demolition as required.
- Disposal of electrical materials in General Contractors dumpster.
- Provide and install new lighting fixtures and controls as shown.
- Rework and repower existing light fixtures as shown.
- Raceways, conductors and accessories for the new AHU and Condensor.



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APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

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

1. Client Name: The Pennsylvania State University

2. Project Name: Energy Savings Project, Pegula Ice Arena Lighting

3. Project Number: 368-03

4. Project Value: \$326,407.50

5. County of Project: Centre

6. Date of Project Final Acceptance: 8/31/2021

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: Bill Lugaila

Title: President Telephone Number: _____

Email Address: _____

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

None

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

Name: PSU – ESP – Pegula Lighting & HVAC Study
Project#: 368-03

Scope of Work:

- Removed lighting in the public rink and the sports arena.
- Replaced lighting with LED lighting.



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APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

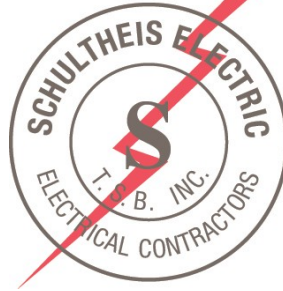
Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1. Client Name: The Pennsylvania State University
2. Project Name: North Chillers Controls
3. Project Number: HA-11-17-0059-ES01
4. Project Value: \$217,717.44
5. County of Project: Centre
6. Date of Project Final Acceptance: 12-04-2019
7. Company Role in Project (circle one):
Prime Contractor **Subcontractor** Multi-Prime Contractor
8. Client (circle one):
Commonwealth Agency **Other Public Entity** Other
9. Project included the following elements (circle all that apply):
General Construction HVAC **Electrical** Plumbing
10. Attach an Additional Sheet(s) describing the Project's Scope of Work. Is the Additional Sheet(s) attached (circle one): **Yes** No
11. Client Reference for Construction- It is your responsibility to assure that the contact information listed is correct. If your reference cannot be contacted, this project may not be considered.
References' Name: Brad Thal
Title: Outside Sales Engineer Telephone Number: _____
Email Address: _____

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

None

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Phone: (724) 537-5157
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Ref: Penn State University North Chiller Controls
Number: HA-11-17-0059-ES01

Scope of Work:

- Demo the existing refrigerant leak detection panels and devices.
- Run the necessary conduit to complete new pneumatic tubing to the 6 existing chillers and the two new chillers. Total of 16 new devices.
- Install ALC provided refrigerant leak panel. New panel to be powered (120 volt) from ups panel.
- Provide mechanical control work associated with temporary chiller at the West Campus Chiller Plant.
- All devices will be provided and installed by Automated Logic
- Provide conduit and wire to the following devices:
 - Analog Input – Condenser Water Flow
 - Analog Input – Condenser Water Return Temp
 - Digital Input – Condenser Water Flow Status
 - Analog Input – Chilled Water Flow
 - Analog Input – Chiller Water Return Temp
 - Digital Input – Chiller Water Flow Status
 - Digital Output – Chiller Enable
 - Digital Input – Chiller Status
 - Digital Input – Chiller Fault
 - Digital Input- Condenser Water Flow Status
 - Analog Input – Condenser Water Return Temp
 - Analog Output – Condenser Water Modulating Valve
 - Analog Input – Condenser Water Modulating Valve Status
 - Digital Input – Chilled Water Flow Status
 - Analog Input – Chilled Water Supply Temp
 - Analog Input – Chilled Water Modulating Valve Status
 - Analog Output – Chilled Water Modulating Valve
 - Ethernet Connection from Chiller Control Panel to Langate
- Ethernet Connection to York Interface from Chiller



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APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

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

1. Client Name: Southwestern Veterans Center

2. Project Name: Upgrade Camera System

3. Project Number: WR-DMVA-036-EL

4. Project Value: \$155,480.04

5. County of Project: Allegheny

6. Date of Project Final Acceptance: 8-15-2019

7. Company Role in Project (circle one):

Prime Contractor

Subcontractor

Multi-Prime Contractor

8. Client (circle one):

Commonwealth Agency

Other Public Entity

Other

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

General Construction

HVAC

Electrical

Plumbing

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

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

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

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

References' Name: Luke Hughes

Title: Project Manager, Western Region Telephone Number: _____

Email Address: _____

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

None

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Phone: (724) 537-5157
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Name: Southwester Veteran Center Upgrade Camera Systems
WO#: WR-DMVA-036-EL

Scope of work:

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



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APPENDIX F

COMPARABLE CONSTRUCTION EXPERIENCE

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

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

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

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

None

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

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

Scope of Work:

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



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APPENDIX G

COMPARABLE CONSTRUCTION EXPERIENCE

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

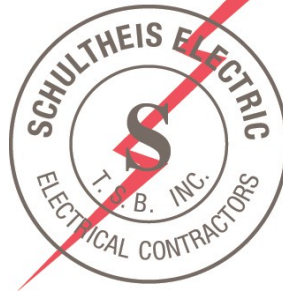
Submit a Single Form to be Evaluated

1. Client Name: The Pennsylvania Turnpike Commission
2. Project Name: Everett Wash Bay Upgrades
3. Project Number: 02-2019-E-024
4. Project Value: \$442,479.71
5. County of Project: Bedford
6. Date of Project Final Acceptance: 12-06-2021
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: Chris David, P.E.
Title: Regional Facilities Manager, West Telephone Number: _____
Email Address: _____

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

None

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Phone: (724) 537-5157
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Ref: PA Turnpike Everette Wash Bay Upgrades
Job Order #: 02-2019-E-024

Scope of Work:

- Provide a new service as shown in detail #2 on drawing E-300. Provide underground conduits and conductors from the utility pole to a new CT cabinet. Provide a CT cabinet, meter socket, enclosed circuit breaker, automatic transfer switch and main switchboard. CT cabinet will be Nema 3R rated per catalog number provided. ATS will be in a 304 stainless steel enclosure. Switchboard will be in a 316 stainless steel enclosure.
- Provide a strut rack for mounting of the CT cabinet, meter socket and enclosed circuit breaker. Strut and hardware to be stainless steel.
- Provide a ground loop with ground rods around the new service equipment pad. Concrete equipment pad to be installed by others.
- Provide a hand hole with empty conduits for future generator connection. Install pull strings for future wire pulling.
- Provide (2) 6' x 6' x 6' manholes and (1) handhole. Provide ductbanks from the switchboard to the manholes and handholes per detail #1 on drawing E-300. Provide pull string in conduits that won't have conductors installed in them.
- Provide conductors via the new underground ductbanks from the outdoor switchboard to the new Panel A in the Equipment Shed Building.
- Provide new Panel A in Equipment Shed Building. Provide a new 75 KVA transformer and refeed existing Panel C from new transformer.
- Disconnect and remove the existing overhead feed, meter and panel feed for the Equipment Shed Building service.
- Disconnect and remove wiring for the existing truck wash equipment.
- Provide power and controls conduit and wiring to the new truck wash equipment. Provide power wiring to the control cabinet, chassis pump, pump skid and red/green light outside. Provide control wiring for the two high pressure stations, four washman stations, pressure sensor, two photo eyes, tank float and chassis wash selector switch. Wiring is per drawings provided by Clark Contractors from their truck wash equipment vendor.
- Provide power circuitry for heat trace on pipe in the truck shelter. Heat trace materials, installation and final terminations are by others.
- Provide modifications per the revised drawings provided by engineer.



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2-3.3

Key Personnel/Resourcing

APPENDIX H
KEY PERSONNEL

PROJECT MANAGER

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

1. Project Manager's Name: Dave Huff

2. Number of Years with Firm: 5

3. Experience (circle all that apply):

General Construction HVAC **Electrical** Plumbing

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

each trade): General Construction _____ HVAC _____

Electrical 35 Plumbing _____

5. Does the Project Manager being Proposed as a Key Personnel have experience working on Job Order Contracting Contracts (circle one): **Yes** No

a. If yes, identify which contracts: _____

The Pennsylvania State University JOC - Electrical, Contract# 1-JOC

PA Dept. of General Services South West JOC - Electical Contract SWT-K4

6. Does the Project Manager being Proposed as a Key Personnel have experience working with the Commonwealth on Construction Contracts as a Prime Contractor (circle one):

Yes No

a. If yes, number of Years' Experience: 5

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: Luke Hughes

Title: Project Manager, Western Region **Telephone Number:** _____

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

References' Name: Brent Michaels

Site Manager

Project Responsibilities Proposed

David Huff as our proposed Project Manager will be responsible for the management and oversight of all electrical and site activities involved for construction projects.

EDUCATION AND TRAINING:

ITT Technical Institute
Joint Apprenticeship Program – IBEW Local #5



EMPLOYER:

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

Relevant Experience Criteria

- ✓ 35 Years' Experience
- ✓ 30 Years' Foreman/Supervisor Experience
- ✓ Numerous Foreman Projects

PROFESSIONAL QUALIFICATIONS:

Foreman Journeyman Electrician

TIME WITH FIRM:

5 years

TOTAL YEARS EXPERIENCE:

35 years

PROFESSIONAL EXPERIENCE:

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

PROFESSIONAL EXPERIENCE by Type:

Construction TSB, Inc. d/b/a Schultheis Electric
Project Manager 2019 - Present
Superintendent 2017 - Present

Construction Stelco Electric
Foreman 1992 - 2017
Journeyman Electrician 1987 – 1992

EXAMPLES OF PROJECT EXPERIENCE by Type:

Superintendent PSU – Lasch Player's Lounge and Lasch Positioning Room
Superintendent PSU – Visual Arts
Superintendent PSU – West Campus Chiller
Superintendent PSU – Borland Lab
Project Manager PSU – Willard Building (PJ Dick)
PM / Superintendent PSU – North Campus Chiller Expansion

ADDITIONAL TRAINING:

OSHA 30 Certification
Code of Excellence
OSHA 10 Outside Certification
NFPA 70E Certification
Confined Space Training

IBEW Rigging and Signaling Certification
NEC Update Class
Norfolk Southern Railway Safety Training
Aerial Lift and Forklift Certified
Basic First Aid & Basic Life Support Certifications

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



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

Section 2-3.3, Appendix 'D' Company Profile

Ref: Item #3 – Key Personnel/Resourcing

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

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

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

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

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

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



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2-3.4

Understanding of JOC Procurement System

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Section 2-3.4, Appendix 'D' Company Profile

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

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

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

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

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



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

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

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

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



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