

PREQUALIFICATION STATEMENT

PRECISION DOORS & HARDWARE, LLC

6295-80 Edsall Road Alexandria, VA 22312 Phone: (703) 461-8282 Fax: (703) 461-3431
www.pdoor.com

Submitted

to: _____

(Contractor)

For:

(Project)

Your contacts for this work:

Name Phone Cell Phone E-Mail

Xxxxx XXXXXXXX (703) xxx-xxxx (703) xxx-xxxx xxxx@pdoor.com

In Brief: Precision Doors & Hardware LLC, founded in 1985, is a full-service supplier of architectural doors, door frames, door hardware and other architectural specialty products to the construction industry and building owners and managers. From its seven locations strategically spread throughout the Mid-Atlantic, Precision Doors & Hardware, LLC serves customer needs ranging from simple replacement doors or hardware to the most complex institutional construction projects, including Division 10 specialties and installation. High-level customer service is our emphasis, made possible through our well-experienced and dedicated staff.

General Company Information:

Year Founded: 1985

Type Company: Limited liability company

State of Incorporation: DE

Federal ID #: 26-1817639

Full Time Employees: 157

Union Affiliations: None

Corporate executive officers:

President & CEO Charles R. Hummel

President & CFO W. Sam Smoak

Affiliates:

The Cook & Boardman Group, LLC
Architectural Building Supply, LLC
Hollow Metal Specialists, LLC
Martin Architectural Products, LLC
Cook and Boardman, Inc.

Trade Associations: Door and Hardware Institute

ABC of Washington DC

Washington Building Congress

Precision Doors & Hardware, LLC and its parent company, The Cook & Boardman Group, LLC; do not qualify as minority or women-owned businesses.

Using federal guidelines, Precision Doors & Hardware, LLC, and its parent company, The Cook and Boardman Group, LLC; are not small businesses.

Precision Doors & Hardware, LLC Operating Locations:

Market Street Address Phone Manager

Alexandria VA 6295-80 Edsall Road (703) 461-8282 Steve Murdoch

Leesburg VA 42211 Cochran Mill Rd. (703) 669-2900 Chuck Frame

Fredericksburg VA 10941 Pierson Drive (540) 373-7300 Dave Heden

Rockville MD 551 Southlawn Lane (301) 251-4800 Paul Breidenbach

Baltimore MD 3700 Commerce Drive, Suite #906 (410) 536-9999 Dave Stout

Frederick MD 6809A Bowmans Crossing (301) 682-4498 Robin Snyder

Lynchburg VA 3107A Odd Fellows Road (434)-200-8546 Toby Murphy

General Company Information:

Statements regarding company and officer conduct and corporate governance:

Has your Company or any of its principals ever petitioned for bankruptcy, failed in business, defaulted or been terminated on a contract awarded to you? **No**

Have any of the Owners, officers or major stockholders of you Company ever been indicted or convicted of any felony or other criminal conduct? **No**

Has your Company or any Owners, officers or major stockholders ever been suspended, disbarred or otherwise precluded from pursuing public work or ever been found to be non-responsive by a public agency? **No**

Has you Company ever had a claim made against it for improper, delayed, defective or noncompliant work or failure to meet warranty obligations? **No**

Sales Tax Registrations:

Cook & Boardman, Inc.:

NC 602-1-060-18993 DC 3500 00053736
SC 09985503-5 KY 078655
VA 12-560651440f-001 TN 101037754
MD 03270044 TX 1-56-0651440-2
AL 68SU17781 WV 56-0651440-001
GA 075-195339 PA 99-343 754
FL 78-8012398207-3 OH 99-012800

Precision Doors and Hardware LLC

VA 10-261817639F-001 DC 26-1817639
MD 13175405

Industry classifications:

SIC codes:

5072 5031

Hardware, lock distributor Door Distribution

NAICS codes: 423710 423310 Hardware merchant distributors Door merchant distributor

Duns Number: 964389410

CAGE/NCAGE: 64R03

Licenses:

Virginia Contractor's License: 2705-134090A Class A

VA DCJS Number: 11-5602

Technical Qualifications:

Primary focus / type of work: Division 8- Doors, Frames and Hardware; also Division 10- Toilet accessories, toilet partitions, lockers, flagpoles and, miscellaneous products.

Class of projects completed: High rise office buildings

Hotels / hospitality

Hospitals / medical centers

Sports / entertainment facilities

Industrial buildings

Retail stores

High tech / laboratories

Schools / universities

Correctional facilities

Churches

Banks / offices

Multifamily condominium / apartments

Major Work Recently Completed

- A. Project Name: The White House Press Room Architect: Architect of the Capital General Contractor: HSU Development
- B. Project Name: Renovation of the Supreme Court of the United States Architect: Architect of the Capital General Contractor: Grunley Construction Company
- C. Project Name: Longworth Senate Office Building Architect: Architect of the Capital General Contractor: Forrester Construction Company
- D. Project Name: Dulles Discovery Architect: WBA Associates General Contractor: Hitt Contracting

- E. Project Name: Walter Reed National Military Medical Center Architect: HKS PC General Contractor: Clark/Balfour Beatty
- F. Project Name: Eastern High School Renovation Architect: Fanning Howey General Contractor: Turner Construction
- G. Project Name: Pentagon Joint Chiefs of Staff - Air Force Corridor Architect: US Army Corp of Engineers General Contractor: Vigil Contractors
- H. Project Name: Senate Page Dormitory Architect: Architect of the Capital General Contractor: Construction Branch of the Architect of the Capital
- I. Project Name: South of Market @ Reston Town Center Architect: Smith Group General Contractor: Hitt Contracting
- J. Project Name: Hilton Garden Inn Architect: Einhorn Jaffe Associates General Contractor: Tompkins Construction

Major Work Currently Underway

- A. Project Name: HHMI Architect: Architect of the Capitol General Contractor: Dietze/Suffolk
- B. Project Name: Library of Congress Architect: Architect of the Capital General Contractor: Architect of the Capital
- C. Project Name: National Naval Medical Architect: Arch + Ive Services General Contractor: Vigil Contracting
- D. Project Name: Booz Allen Hamilton Phase 3 Architect: RTKL General Contractor: Hitt Contracting
- E. Project Name: Hay Adams Hotel Architect: Hartman-Cox General Contractor: Hitt Contracting
- F. Project Name: Four Seasons Hotel Baltimore MD Architect: BH&A Architects General Contractor: Armada Hoffler
- G. Project Name: Loudoun County Youth Shelter Architect: Samaha Associates General Contractor: EE Reed
- H. Project Name: Spencerville Adventist Academy Architect: The Thomson Group General Contractor: Nitz Development & Construction

I. Project Name: Vocus Architect: OTJ
Architects General Contractor: HBW
Group

J. Project Name: NIH Building 4 Architect: LSY
Architects General Contractor: Forrester
Construction

A partial list of Precision Doors and Hardware's key staff involved in the larger projects and their qualifications as door and hardware industry professionals.

| Branch Name | Role | Years in Industry |
|--------------------|-------------|--------------------------|
|--------------------|-------------|--------------------------|

Alexandria, VA

| | | |
|-----------------------|--------------------|----|
| Bob Kut | Sales | 33 |
| John Whisenant | Sales | 41 |
| Lou Barnabas | Sales | 23 |
| Raul Mulero | Sales | 13 |
| Steve Thodos | Operations | 30 |
| Michael Farrish | Sales Manager | 24 |
| Jeff Hull | Sales | 34 |
| Raymond Valentine | Sales | 24 |
| Jim MacKillican | Sales | 27 |
| Ray Slinger | Sales | 35 |
| Michael Iwanicki | General Manger | 30 |
| Rick Baggs | Marketing | 20 |
| Steve Murdoch | Senior Manger | 31 |
| Nick Bottini | Senior Manager | 27 |
| Bruce Franklin | Senior Manager | 15 |
| Jim Starr | Project Management | 4 |
| Shawn Cunningham | Project Management | 10 |
| Richard Harrington | Project Management | 5 |
| Don Thompson | Project Management | 38 |
| Donny Scanlon | Project Management | 9 |
| Melanie Birchler, AHC | Project Management | 22 |
| Matt Hartman | Project Management | 5 |
| Evan Trexler | Project Management | 3 |
| Jon McCoid | Project Management | 4 |
| Fred Sachs | General Manager | 38 |
| Steve Turner | Chief Estimator | 31 |
| John Rounsavall | Estimator | 6 |

| | | |
|--------------|-----------|---|
| Karen Romero | Estimator | 7 |
|--------------|-----------|---|

Division 10 (Alexandria)

| | | |
|---------------|-------------------|----|
| Jim Connelley | Manager Div. 10 | 20 |
| Mariam Azab | Sales Division 10 | 3 |

Leesburg, VA

| | | |
|-----------------|-----------------|----|
| Chuck Frame | Branch Manager | 13 |
| Devin Blanton | Project Manager | 5 |
| Brian Knowles | Project Manager | 20 |
| Aaron Greenberg | Project Manager | 15 |
| Robby Puccio | Estimator | 3 |

Fredericksburg, VA

| | | |
|---------------------|-----------------|----|
| Dave Heden | Branch Manager | 10 |
| Ronnie Edwards, AHC | Project Manager | 27 |
| John D Taylor, AHC | Project Manager | 32 |
| John Austin, CDC | Project Manager | 31 |
| Ellen Cadette | Estimator | 8 |
| Jason Owen | Project Manger | 8 |
| Justin Wegner | Project Manager | 6 |
| Devon Prutzman | Division 10 | 8 |

Lynchburg,VA

| | | |
|------------------|-----------------|----|
| Toby Murphy, AHC | Branch Manager | 25 |
| Joey Roberts | Project manager | 16 |

Frederick MD

| | | |
|------------------|-----------------|----|
| Robin Snyder | Branch Manager | 23 |
| Mike Howard, AHC | Project Manager | 43 |
| Mary Baker | Project Manager | 38 |
| Seana McEvoy | Project Manager | 12 |
| Scott Campbell | Project Manager | 21 |
| Kera Drabick | Project Manager | 4 |
| Dan Mockabee | Project Manager | 21 |
| Jason Prescott | Estimator | 14 |

Rockville MD

| | | |
|----------------------------|-----------------|----|
| Paul Breidenbach | Branch Manager | 15 |
| Lawrence Griffin, AHC/FDAI | Project Manager | 32 |
| Terri Hill, AHC | Project Manager | 31 |
| Robert Norville | Estimator | 21 |
| Roger Black | Project Manager | 32 |
| Bill Oaks | Project Manager | 24 |
| Donna Sullivan | Division 10 | 30 |

Baltimore MD

| | | |
|-------------------|-------------------|----|
| Dave Stout, AHC | Branch Manager | 26 |
| Greg Mast | Project Manager | 33 |
| Dixon Bartlett | Project Manager | 26 |
| Elliot Abramson | Project Manager | 12 |
| Jack Kern | Division 10 | 3 |
| Valerie Demas | Project Manager | 21 |
| Fred Pasek | Estimator | 27 |
| George McGee, AHC | Project Manager | 32 |
| Robin Haley | Sales Division 10 | 22 |
| Tommy Cole | Sales | 15 |

Key to credentials:

AHC – Architectural Hardware Consultant, qualifications as certified by the national Door & Hardware Institute.

CDC -Certified Door Consultant, qualifications as certified by the national Door & Hardware Institute

FDAI – Fire Door Assembly Inspector, qualifications as certified by the national Door & Hardware Institute

Financial Information:**Bank reference data:**

Bank name: RBC Centura Phone: (704) 686-1477
 200 Providence Road, Suite 300 Contact: Dana Powell
 Charlotte, NC 28207 e-mail: dana.powell@rbc.com

Dun & Bradstreet #: 02-446-9744

Auditors: Grant Thornton Last audit: September 30, 2010 Opinion: Unqualified Debt / capital: 34% Total assets: \$57,345,732 Current ratio: 197%

Bonding Data:

Surety name: The Hanover Ins. Co. Agency: Rutherford Ins. Aggregate capacity: Exceeds \$10,000,000 Contact: Ray Garruto Limit per project: Variable depending Phone: (888) 668-8643 on need

Trade references:

Supplier & Address Phone Fax

1. ASSA Abloy Credit Services N/A (203) 603-5943 (Sargent, CECO, Curries & other products) 110 Sargent Drive New Haven, CT 06511

2. Algoma Hardwoods 1001 Perry Street Algoma, WI 54201 (800) 678-8910 (920) 487-3335

3. Ingersoll Rand Security Technologies N/A (Schlage, VonDuprin, Steelcraft & other products) Indianapolis, IN 4. Rockwood Architectural Hardware (800) 458-2424 P.O. Box 79 Rockwood, PA 15557 (317) 715-4486 (800) 922-9212

Insurance Information:

Agent / Broker, property, casualty & liability lines:

Wells Fargo Insurance Services, Inc.

Phone: (704) 366-8834

Carrier: Hartford Casualty Insurance Company Policy form: Occurrence based **Type Coverage Policy # Expiration Limit – Occurrence Aggregate**

General liability 45UUNKH2929 6-15-10 \$1,000,000 \$2,000,000
Auto liability 45UENKH2714 6-15-10 \$1,000,000 N/A 45RHUJP9297 6-15-10 \$10,000,000 \$10,000,000 45WBVP1073 6-15-10
Umbrella
Workers' comp \$1,000,000 Statutory

Safety Information:

Experience Modification Rate (EMR) from workers' compensation bureau: .85

| OSHA log information: | 2008 | 2009 | 2010 |
|---|-------------------------------------|-------------|-------------|
| Fatalities | none | none | none |
| Lost & restricted workday cases | 1 | 1 | 2 |
| Medical treatment cases | 2 | 5 | 17 |
| Lost workday cases | 1 | 1 | 2 |
| Employee hours worked | 305,584 | 246,759 | 699,143 |
| Recordable incidence rate | 2.6 | 4.9 | 2.0 |
| Lost workday incidence rate | .6 | .8 | .3 |
| OSHA violation citations in last three years: | None | | |
| Written safety program in place: | Yes | | |
| Substance abuse policy: | Yes, pre-employment & post accident | | |