

Mid-American Water & Plumbing, Inc.



Mechanical and Plumbing Contractor

5009 Murray Road
Manhattan, Kansas 66503
Phone: (785) 537-1072
Fax: (785) 776-8660
www.mawp.us

Statement Of Qualifications

- Organization Statement
- Company Overview
- References
- Qualifications of Key Employees
- Capabilities / Services
- Previous Projects

Vision Statement

MAWP is an employee owned and operated company with a commitment to integrity and superior service.

To accomplish our vision, MAWP will:

- Train, develop, respect and challenge all employees.
- Ensure the well-being of our employees.
- Strive for excellence in performance, professionalism and leadership.
- Continue to build excellent relationships with customer and suppliers.
- Focus on customer needs, satisfaction and loyalty.
- Develop support systems and acquire expertise to ensure that we remain competitive.
- Earn industry respect by the way we do our work.
- Continue to look for and become aware of new methods and new technology.

Ensure a safe working environment.

The key to the success of MAWP are our employees. Success for MAWP can only be achieved by employing people of integrity that are loyal and commit-



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Organization Statement

MAIN OFFICE:

5009 Murray Road
Manhattan, KS 66503
Phone: (785) 537-1072
Fax: (785) 776-8660

ORGANIZATION:

Date of Incorporation: March 30, 1990
State of Incorporation: Kansas
President: Robert Cansler
Vice President: Dane Boyd
Secretary/Treasurer: Tera Weisbender

LICENSING:

Plumbing & HVAC Contractor- Manhattan, KS

TRADES EMPLOYED:

Plumbers and Pipe Fitters, Local Union # 441
Sheetmetal Workers, Local Union # 2

WEB SITE:

www.mawp.us
www.solarheatexchangemanufacturing.com

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Company Overview

Mid-American Water & Plumbing, Inc. is a fully licensed contractor specializing in:

Plumbing, Heating, Air-Conditioning, Hydronic Piping, Boiler Replacements, Cooling Tower Repairs and Replacements, Refrigeration, Water Treatments Systems, Solar Thermal Systems, and much more. We are experienced in design, repair, remodel, and new construction.

With a proven record of service since opening our offices almost two decades ago in Manhattan, KS, Mid-American Water & Plumbing has successfully completed jobs all over the United States for residential, commercial and military contracts. Our detailed project analysis, precise technical techniques, high levels of quality assurance, and top notch management have earned Mid-American Water and Plumbing a reputation as a proven company with the highest standards of excellence.

Mid-American Water & Plumbing is proud to have worked successfully with each succeeding General Contractor on the Job Order Contract (JOC) at Fort Riley, Kansas since its inception 18 years ago. We have worked in cooperation with these contractors through all aspects of a project including attending initial site visits, designing and engineering, creating a line item proposal using government provided Progen software, attending negotiations, and project completion. We also have proficient experience with government paperwork requirements such as material submittals, Start-up Reports, DRMO receipts, Operations and Maintenance Manuals, Davis-Bacon Wage Rates and Weekly Certified Payroll Reports.

In addition to Fort Riley JOC work, we have project experiences with numerous other general contractors who hold MATOC and MEDCOM contracts. We have also been awarded direct solicitation projects through the Fort Riley Directorate of Contracting. We are very proud of the positive working relationships we have established not only with the government personnel at Fort Riley but also at Fort Leavenworth, Kansas; Fort Leonard Wood, Missouri; Fort Benning, Georgia; and Fort Polk, Louisiana; Fort Sill, Oklahoma; Fort Carson, Colorado; as well as other places around the US.

During the past 20 years the company has worked with numerous General Contractors and successfully completed a variety of remodel, repair and new construction projects for educational facilities, private businesses, and government agencies. Plumbing, HVAC, boiler replacement, cooling tower repairs and replacements, and refrigeration are just a sample of the diversity of projects we are willing and able to undertake.

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References

TRADE REFERENCES:

Manhattan Winnelson (785) 537-7444 Phone

612 Pillsbury Drive (785) 537-7417 Fax

Manhattan, KS 66502

Ferguson Enterprises (800) 447-4182 Phone

9301 Rosehill Road (785) 232-1540 Fax

Lenexa, KS 66215

The Trane Company (800) 342-1361 Phone

PO Box 595 (316) 265-1974 Fax

Wichita KS 67201

BANK REFERENCES:

Bank of the Flint Hills

7860 E. Highway 24

Manhattan, KS 66502

Bank Officer: Mr. Lance White

(785) 539-8322 Phone

(785) 539-8224 Fax

BONDING COMPANY AND AGENT:

Employers Mutual Casualty Company

PO Box 712

Des Moines, IA 50303-0712

Copeland Insurance

107 S. Broadway

Riley, KS 66531

Mr. Jay Copeland

(785) 425-2101 Phone

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Qualifications of Key Employees

ROBERT CANSLER – PRESIDENT

Robert (Skip) Cansler, Master Plumber, is the President of Mid-American Water & Plumbing.

Skip began working for Mid-American Water & Plumbing in 1993 and is one of the first employees hired when the company began doing mechanical subcontract work at Fort Riley, Kansas.

Skip oversees all field operations and job site management for Mid-American Water & Plumbing.

Skip's experience with scheduling and coordinating MAWP's workforce with other contractors and building occupants have helped solidify the relationship between Mid-American Water & Plumbing and the surrounding communities. In addition, his years of experience working on simultaneously scheduled projects, has given him a complete understanding of the importance of construction schedules, material management, and meeting critical deadlines.

DANE BOYD – VICE PRESIDENT

Dane Boyd, Mechanical Engineer P.E. is the Vice-President of Mid-American Water & Plumbing.

Dane is responsible for all interoffice operations including the Accounting, Estimating, Project Management, Drafting and IT departments.

Dane's history with Mid-American Water & Plumbing started when he was in High School working as an apprentice during several summer breaks. This also continued while he attended college at Kansas State University during which he helped set up the mechanical and plumbing estimating software that is still in use.

While in college Dane interned with Orazem & Scalora Engineering in Manhattan, KS, and also with Burns & McDonnell Engineering in Kansas City, MO.

Dane graduated in May 2005 from Kansas State University with a degree in Mechanical Engineering. After graduation, he worked for Halliburton as a Logging Engineer before joining Mid-American Water & Plumbing.

Dane has been full time with Mid-American Water & Plumbing since September 2006. Starting as a project estimator he now holds the title of Vice President. Dane still estimates as well as oversees other company operations.

Dane is a member of ASHRAE and holds a B.S. degree in Mechanical Engineering from Kansas State University. Dane is a Licensed Engineer in the state of Kansas.

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Qualifications of Key Employees, Cont.

PAT HEPTIG – PROJECT MANAGER / ESTIMATOR

Master Gas Fitter

Journeyman Plumber

Master Mechanical

Pat graduated from the Manhattan Area Technical College HVAC Program in 1970. That same year he became the manager of Stan's Refrigeration Service in Manhattan, Kansas.

In 1976 he attended Heat Pump Schooling in Wichita, Kansas. This course covered system sizing and installation and he became involved in energy conservation practices of high efficiency heating and cooling equipment. Pat is also a past member of Refrigeration Service Engineer's Society.

In 1982 Pat was asked to become a member of the Manhattan Area Technical College's Advisory Board for the HVAC curriculum. He served on this board for several years. In 1983 he was asked by Dr. Paul Rempal of Kansas State University to custom design and build a "Constant Temperature Holding and Processing Case" for the Kansas Artificial Breeding Unit. This unit is still in use today.

In 1989 he became the sole owner of Stan's Refrigeration. In 1996 he decided to sell that business in order to work for Mid-American Water & Plumbing, Inc. as a Project Estimator/Manager and HVAC Systems Designer.

Pat holds a Master Gas, Master Mechanical and Journeyman Plumber license and is also a past member of Refrigeration Service Engineer's Society.

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Qualifications of Key Employees, Cont.

JEFF YOUNG – PROJECT MANAGER / ESTIMATOR

United States Army, Retired

Jeff has a work history during his 20 years in the Army that includes multitasking and organizational skills. Some of his work includes managing and organizing over 100 vehicles for a military battalion. He was responsible for all maintenance, assignment, and organization of transportation critical to the success and safety of mission accomplishments. He also has experience in scheduling and multi-tasking of day-to-day operations for 800 plus personnel. At one time he was accountable for over \$14 million of military equipment.

Jeff started working for Mid-American Water & Plumbing as a laborer in the field. It quickly became apparent that his extensive experience with multi-tasking, scheduling, and task assigning would be a valuable asset to the Project Estimating Management team. He has successfully bid and managed several projects, including one of Mid-American's largest projects completed to date for just over \$7.5 million.

PAUL GOSCHA – SHEET METAL PROJECT MANAGER / PURCHASING MANAGER

Paul has over 15 years of experience as a project manager for both plumbing and mechanical construction work. He graduated from the Union Sheetmetal Apprenticeship School and currently holds his Master Mechanical license. He is also a licensed Plumbing Inspector.

Paul joined Mid-American in 2005 originally as one of our field managers. Due to his obvious expertise and familiarity with plumbing and mechanical systems Paul was subsequently offered the position as our chief equipment and materials purchaser in 2008.

Paul continues to be a valuable asset to the Mid-American team and, in addition to his role as our equipment and material purchaser, he has recently been promoted to Sheet Metal Project Manager. Paul now manages and oversees all sheet metal projects.

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Capabilities / Services

Design Build

MAWP offers design-build services for both new and retrofit construction projects utilizing both our own in-house design capabilities and working in partnership with local mechanical engineering firms.

Our design-build team reduces costs and accelerates project competition times through informed decision making during the design phase of the project.

MAWP has completed a variety of design-build jobs from residential systems to large government and commercial projects.

Design Build Capabilities

- Plan & Spec Review
- Engineering & Design
- Budget Estimates
- CAD Drawings
- Construction Scheduling

Design Build Benefits

- Time Saving
- Cost Saving
- Value Engineering
- Reduced Risk for Owner
- Increased Communication between Designer and Owner



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Capabilities / Services, Cont.

Commercial Construction

Mid-American Water & Plumbing has over eighteen years' experience working in commercial construction.

Whether it is a private entity, Federal, State, County or Municipal Project, educational facility, or hospital our team of estimators will review the Scope of Work, Plans, Drawings, and Specifications as well as other construction documents to prepare a detailed and accurate proposal for the client.

Mid-American Water & Plumbing has extensive experience with different types of contracts including:

- Lump Sum
- Unit Price
- Cost Plus
- Design / Build
- Job Order Contracts (JOC)

We have built professional relationships with reputable general contractors, engineers, and owners based on our ability to provide quality mechanical and plumbing work with our team. Our team understands that scheduling is critical to the success of a project and we work closely with the general contractor, engineers, owners, and other subcontractors to complete work as scheduled.

Below is a brief list of some of our capabilities:

PIPING

- Domestic Water
- Sanitary Waste & Vent
- Storm Drainage
- Compressed Air
- Medical Gas
- Site Utility Piping
- Acid Waste Piping
- Fuel Piping
- Refrigeration Piping
- Hydronic Piping

HVAC

- Boilers
- Chillers
- Cooling Towers
- Air Handling Units
- Packaged Units
- Roof Top Units
- Heat Pumps
- Ductwork
- Exhaust Systems
- Pumps
- Ventilation
- Energy Recovery Systems
- Radiant Heating Systems
- Fume Capturing Systems



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Capabilities / Services, Cont.

Government / Military

Mid-American Water & Plumbing has been awarded the Mechanical and Plumbing work on numerous Government COE projects.

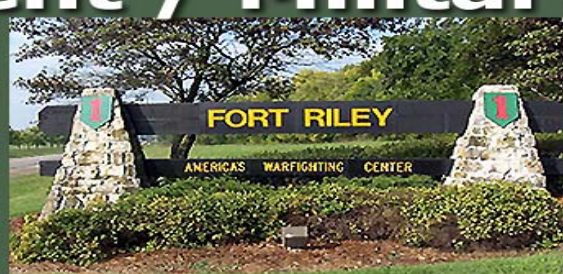
We have worked in cooperation with these contractors through all aspects of a project including:

- Initial site visits
- Designing and Engineering
- Budgeting
- Negotiations
- Project Management, Supervision and Completion

We also have proficient experience with government paperwork requirements such as:

- Material Submittals
- Start-up Reports
- DRMO receipts
- Operations and Maintenance Manuals
- Davis-Bacon Wage Rates
- Weekly Certified Payroll Reports

Government / Military



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Capabilities / Services, Cont.

Job Order Contracting

Mid-American is proud to have worked successfully with each succeeding General Contractor on the Job Order Contract (JOC) at Fort Riley since its inception.

1992 – 1995

MCC Construction, completed over 100 delivery orders in 3 years.

1995 – 1999

Yeargin/Rust Constructors, completed over 200 delivery orders in 4 years.

1999 – 2004

Gracon Corporation, completed over 200 delivery orders in 4 years.

2004 – 2011

All Cities Enterprises, completed over 650 delivery orders to date in 8 years.

2008 – 2012

Gracon Corporation, completed 295 delivery orders to date in 4 years.

2012 – Present

Northcon Corporation, have been issued over 65 delivery orders to date.

JOC is one fixed price Design Build Contract with individual Delivery Orders issued under its umbrella. The prime contract period is one year, with option years to extend the contract. Each Delivery Order or Task Order may contain simple repairs, remodeling projects, complete building renovations, or new construction. MAWP has performed the mechanical and plumbing design build work for each of the general contractors listed above.

MAWP has efficiently produced diverse, detailed and accurate mechanical and plumbing designs and proposals in the limited time that is allowed by the JOC requirements using the PROGEN Software for over 17 years. We have successfully proven that we have the knowledge and manpower not only to produce the detailed proposals but to perform the diverse work within the accelerated time frame.

Over the years we have built trust and long lasting professional relationships with the Public Works JOC employees, Public Works Maintenance Department employees and building occupants and users. We have worked closely with them to find out the users' needs and then to see those needs are met through a successful project.

In addition to Fort Riley JOC work, we have project experiences with other general contractors who hold **MATOC** and **JOC-MEDCOM** contracts. We have also been awarded direct solicitation projects through the Fort Riley Directorate of Contracting. We are very proud of the positive working relationships we have established with the government personnel.



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Capabilities / Services, Cont.

Service and Maintenance

Mid-American Water and Plumbing employs experienced and skilled service technicians for residential and commercial HVAC and plumbing. MAWP's technicians can trouble-shoot a wide variety of building system problems.

Some of our Service and Maintenance capabilities include:

- Air Handlers
- Boilers
- Chillers
- Pumps
- Refrigeration Equipment
- Water Heaters
- Furnaces
- Cooling Towers
- Ventilation Systems
- Water Treatment Systems
- Computer Room HVAC Equipment
- Heat Recovery Equipment
- Med Gas Installation
- Project Management



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Capabilities / Services, Cont.

Site Utilities

Mid-American Water and Plumbing offers complete underground utility installation services.

Some of our Utility Capabilities include:

- Domestic Water Mains
- Sanitary Sewer Mains
- Lift Stations
- Storm Sewer
- Manholes
- Grease / Oil Interceptors
- Hazardous Waste Mains
- Building Fire Line Mains
- Gas Service Lines



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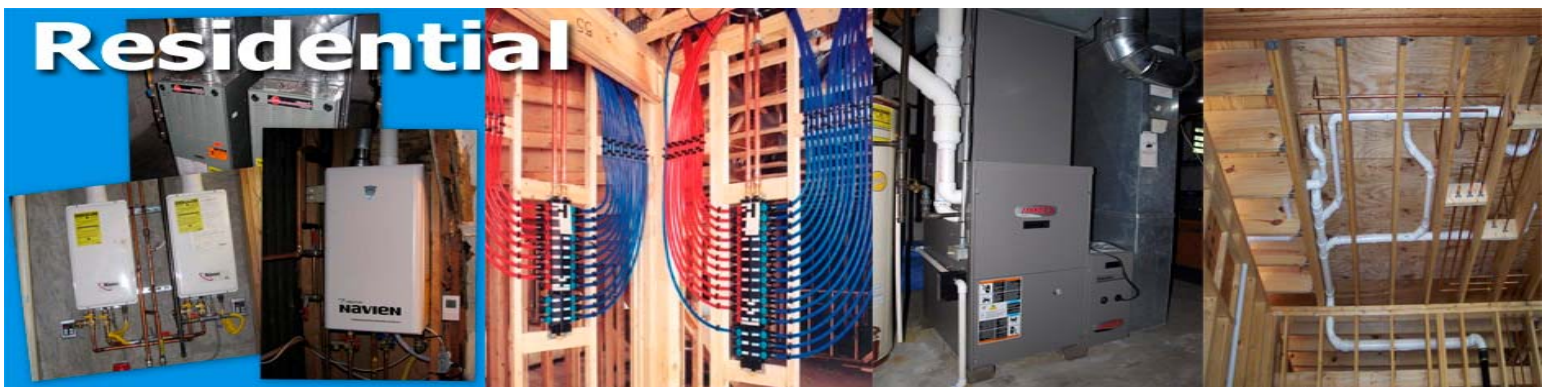
Residential

Mid-American Water & Plumbing is a great choice when it comes to new home construction, repairs or remodels.

- Annual inspections and maintenance on heating and cooling equipment.
- Repair service on heating and cooling equipment.
- Redesigning inefficient heating and cooling systems to improve efficiency and comfort.
- Repair service on existing water heaters.
- Installation of new water heaters.
- Tank Type water heaters
- Tankless water heaters
- Sewer line repairs.
- Clogged drains, leaky faucets and pipes, and toilet repairs.
- Domestic Water Piping
- Drain Waste and Vent
- Natural Gas Piping
- Heating Ventilation and Air Conditioning

Water Treatment

Mid-American Water & Plumbing has been in the water treatment business since long before its incorporation in 1990. We take the time to talk to each client about their water usage habits. We test the water to identify specific areas of concern such as excessive lime, sodium, rust, etc. MAWP customizes a water treatment system especially suited for the individual client.



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Capabilities / Services, Cont.

Mid-American Solar - A Division of MAWP



Mid-American Solar (formerly Manhattan Solar Systems) has installed nearly a thousand solar systems since 1979. Geographically speaking, these systems are primarily located in the Manhattan/Junction City, Kansas area, but can also be found throughout the rest of the state of Kansas, as well as in Oklahoma.

Solar systems installed by Mid-American Solar have generally sought to provide customers with solar assisted domestic hot water and/or space heat. Basically, these systems are actually expected to last for decades, providing a source of energy that is basically cost-free, tax-free, nonpolluting, and totally renewable.

Mid-American Solar - Partnering with Solar Heat Exchange Manufacturing



SHEM is a full service supplier of solar thermal systems and components for both drainback and glycol systems. SHEM's product philosophy is to offer systems capable of a 25 year working life.

