



The Siebold Company, Inc.

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Executive Summary

Company Description

The Siebold Company Inc. (TSC) is national electromechanical installation contractor that specializes in material handling equipment installations. For over 27-years our number one customer has been the United States Postal Service. Our company's mission has evolved into providing a full complement of services that include mechanical installation, electrical installation, demolition, system reconfiguration, system relocation, project management and engineering management.

Principles

Our single most important objective is to successfully manage and complete electromechanical installations for our customers – on time or ahead of schedule. All projects conducted with Safety Judgment and Professional Workmanship.

EXECUTIVE STRUCTURE

| Executive | TITLE | <u>Years with</u> | <u>Experience</u> |
|-----------------|------------------------------------|-------------------|-------------------|
| Jim Siebold | President | 27 | 40 |
| Bill Siebold | Vice President | 27 | 40 |
| Jim Ford | VP Operations, Safety Director | 19 | 25 |
| Craig Brennan | VP Project Management | 19 | 35 |
| Mike Bures | Controller, Contract Administrator | 18 | 24 |
| Eugene Albright | Sr. Project Manager/Estimator | 18 | 28 |

History and Moving Forward

TSC incorporated in 1989 with the objective of becoming a mechanical installation supplier to Prime Contractors servicing the Material Handling Industry, specifically the United States Postal Service. We structured our company to accommodate national work on standalone projects or multiple installation programs. TSC installation crews travel from project to project with Mechanical and Electrical Project Management overseeing all activities. In 1994 we won a key subcontractor position installing the 010 Loose Mail System. This began our teaming strategy and although our partners on this program have changed, TSC has been performing 010 installations and modifications for the past 14-years. With the success of the 010 program, TSC took its teaming strategy to other customers that serviced the USPS. Our efforts were well received and in 1996 we were invited to join the Lockheed Martin team on the Tray Mail System Sorting program and also with the Siemens team on

the Small Parcel Bundle Sorter program. Throughout the 90's, TSC began performing more work for the USPS as a Key Subcontractor than any of its competitors. We saw this as a chance to broaden our work base and to groom ourselves to work directly for the USPS as a Prime Contractor. We began extensive training to implement electrical installations to our scope, and in offering a full circle of service we were awarded two more major national deployment programs; AFSM-100 for Northrop Grumman and RCS for ABB Automation. The USPS began inviting TSC into several competitive bid projects and since then we have been consistently awarded projects including tray, bulk, sorter, demolitions and reconfigurations. With this, we added a third dimension into our circle of service, which is engineering management. This group assists our field personnel and project managers, builds up drawings, troubleshoots, completes as-builds and coordinates with professional engineering firms for PE stamps and building load calculations. We continue to build our team to be the number 1 electromechanical installation firm servicing the USPS.

Experience

Working both as a Prime and Subcontractor, TSC has performed over 1,800 installations for the USPS alone with contract values from \$20,000 to \$9,000,000. All have been completed on schedule with over 50% ahead of schedule. At the end of 2007 TSC was awarded the privilege of becoming an EFI Contractor for the USPS. This has provided many new opportunities to conduct more Postal projects and programs in the Prime Contracting capacity.

TSC's material handling installations comprise both stand-alone projects and national deployment type programs. This work includes but is not limited to material handling, automation systems, mechanization, sorting systems, distribution system, tray conveyor, bulk conveyor, robotics, equipment demolition, system relocation and system reconfiguration.

Current and past customers include the USPS, ABB, Automated Control Technologies, Accu-Sort Systems, North American Conveyor, Siemens, Northrop Grumman, Lockheed Martin, Carter Controls, FKI Logistex, Motions Systems, Bushman, Daifuku and Rapistan. All of the companies listed have or have had long working relationships with the USPS. As a Prime Contractor, TSC subcontracts with many of these companies in order to utilize their products and services on USPS projects.