



OUR VALUES

COMMITMENT

TEAM WORK

INTEGRITY

QUALITY

RELATIONSHIP



www.tristatememphis.com



Tri-State Plumbing, Heating, & Air Conditioning Contractors, Inc. (TSP) has been engaged in commercial, industrial, and institutional plumbing in the Memphis area since 1974. N. H. Shah, Sr. began TSP with a background in mechanical engineering, which serves as an asset in other types of construction such as fast track CPM and design build construction. TSP remains a family owned and operated company.

Efficiency and general improvement are concepts that permeate our daily routine at TSP. We approach a project with a team mindset, not as an independent subcontractor protecting only his interests. We recognize that the best way for TSP to progress is to identify with the owner's / contractor's expectations for a project, and then to structure our work accordingly. We do not allow outdated thinking and old work methodologies to prevent positive changes in our organization.

Our fundamental business philosophy is **the best job at the best price while maintaining our employer's interests**, and we recognize that working smarter and improving our work technique through positive transition is the best way in which to preserve this philosophy. The outcome has proven to be successful for us; TSP has now been in operation for thirty-one years. We have escalated into a reputable company with a 2008 project volume of \$40,750,000.

The success that Tri-State has enjoyed is, to a large degree attributable to a strong dedication to provide our customers with high quality and reliable service. We are teamwork oriented both with our customers and also within our internal organization. Tri-State enjoys a reputation of satisfied repeat customers.

Serving Memphis & The Mid-South Since 1974

About Tri-State P&H, Inc.

Tri-State P&H, Inc. offers the following:

- Plumbing Design
- Full Medical Gas Design & Services
- Value Analysis
- Plumbing Services
- Hospitality
- Project Budgeting & Estimation
- Bio-tech Pharmaceutical
- Site Utilities

Our Values

Integrity Commitment Relationship Teamwork Quality



Philosophy of Project Management

Objectives:

- Complete the project without an injury.
- Complete the project within budget.
- Complete our scope of the project in strict accordance with the respective construction documents.
- Promote and demonstrate a winning team approach toward problem solving and construction.
- Maintain as a commitment the community benefit from the completed project.

How We Achieve Them:

- Weekly safety meetings.
- Pre-planning / pre-con sessions with the design team, owner & other construction members.
- Anticipate challenges before they become problematic.
- Weekly construction and schedule review meetings.
- Maintenance of accurate daily report logs.
- Be decisive; uncompromising integrity.

Our Team Approach

On Site Supervision

- Project Manager
- Foreman
- Sub-Foreman (as mandated by project)

Off Site Supervision

- Cost Estimation
- Pre-Purchasing to prevent delay
- Maintain and segregate project documentation
- Field supervision

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Corporate Information

Insurance:

Bonding Company:

Zurich (F&D)
Box 105846
Atlanta, GA 30348-5846

Liability Insurance:

Amerisure
57 Germantown Ct., Suite 200
Cordova, TN 38018

Bonding & Insurance Agent:

Great South Corporation
866 Ridgeway Loop Rd # 200
Memphis, TN 38120
(901) 767-3600

Workers Compensation:

Amerisure
57 Germantown Ct., Suite 200
Cordova, TN 38018

Financial:

Banking Institution & Agent:

Mr. Chris Bird
First Tennessee Bank
4385 Poplar Ave.
Memphis, TN 38117
Phone: (901) 681-2372
Fax: (901) 681-2633

Accounting Firm:

Rowland & Carter
7953 Stage Hills Blvd., Suite 110
Memphis, TN 38133
Phone: (901) 432-3000

Approved MBE Contractor:

UCA #07-08-532

Federal Tax ID:
62-0926561

**State of Tennessee
Contractor License
Information:**

License #14778
Class: MC-A, C, CMC-A
Limit: Unlimited

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Clay & Land Insurance, Inc. Complete Insurance Service

July 27, 2009

Tri State Plumbing, Inc.
2005 Nonconnah Blvd. Suite 31
Memphis, TN 38132

RE: Experience Modification Rating

To Whom It May Concern:

Below are NCCI experience modification ratings for the past five years for Tri State Plumbing, Inc:

2008	.76
2007	.78
2006	.78
2005	.80
2004	.91

Please let me know should you need any additional information.

Sincerely,

A handwritten signature in cursive script that reads "Sheila".

Sheila R Brawner
Commercial Account Manager



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UNIFORM CERTIFICATION AGENCY
CERTIFIED MINORITY BUSINESS ENTERPRISE

Presented To

TRI-STATE PLUMBING, HEATING & AIR CONDITIONING, INC.

HAS SUCCESSFULLY MET ALL REQUIREMENTS AS ESTABLISHED BY THE MID-SOUTH MINORITY BUSINESS COUNCIL AND THE UNIFORM CERTIFICATION AGENCY FOR CERTIFICATION AS A MINORITY OWNED AND OPERATED BUSINESS.

Kim Wilson Bond

Director of Certification

7-08-532

Certificate Number

12/10/2009

Expiration Date