

Statement of Qualifications

**Jackie Withrow Hospital
Hopemont Hospital**

West Virginia Dept. of Health and Human Resources
Department of Administration – Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

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PURCHASING DIVISION
STATE OF WV



11283 Emerson Avenue
Parkersburg, WV 26104

Our Firm

Our Firm

Pickering Associates is a professional engineering and architectural firm specializing in healthcare projects throughout the Mid-Ohio Valley. We have just celebrated our 22nd anniversary and are extremely proud of our project portfolio. We have performed well over 11,000 projects ranging in size and magnitude. Pickering Associates is a full service firm with the capabilities to take any project from conception through completion.

The attached Company Background can only give you a glimpse of what our firm is about. As a multi-discipline firm in the Mid-Ohio Valley, we are required to do many different types of projects. After several years of work for repeat healthcare clients, we have developed a clear understanding of the requirements for a successful project.

Pickering Associates has been involved with many projects throughout the Mid-Ohio Valley. We have long standing relationships with Camden Clark Memorial Hospital, PARS Brain and Spine Clinic, Emerson Square Health Facility, Mountain River Physical Therapy, Cox Dentistry and various others in the area. These clients continue to utilize the services of each of our disciplines, due in part to the level of attention we can offer.

It would be impossible to demonstrate the capabilities of over 30 professionals on one page. We are hoping to give you enough information to peak your interest so that you want to ask us more. Please review the following material and when you are ready to discuss the next step of your project, I hope you call us!



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Our Team

Our Team

Pickering Associates intends to staff this project with the following key team members:

Traci Stotts, RA - Project Manager and Lead Architect
Joseph Lambert, PE - Civil / Structural Engineer
Jeffrey Hosek, PE, LEED - Mechanical Engineer
David Boggs, PE - Plumbing Engineer
John Zoller, PE - Electrical Engineer
Ron Arnold - Estimator and Construction Administrator
Keri Dunn - Specification Writer and Contract Administrator

As demonstrated in the attached resumes, our Lead Architect, Traci Stotts, has experience with a number of healthcare facilities. She had been involved in both new and renovation projects including administration areas, treatment rooms, procedure rooms, patient rooms, support areas and public areas. Traci will be the Project Manager and work directly with the Hospital staff to achieve the goals of both the Jackie Withrow Hospital and the Hopemont Hospital.

While the term Project Manager gets used lightly, Pickering Associates takes this role seriously. Each of the team members has received specific Project Management training based on the Project Management Body of Knowledge which is a recognized standard for the project management profession and the Project Management Institute. This training allows ensures that each member is aware of the constraints driving the project and is conducive to a working relationship which will allow Traci to maintain these constraints appropriately. Having Traci as a single point of contact will eliminate confusion and misinterpreted expectations. All meetings will be documented and meeting minutes distributed so that all parties are aware of their individual action items.

Joseph Lambert, PE, our lead Civil/Structural Engineer, is also very experienced with the design of healthcare facilities. As demonstrated by his resume, he will be a valuable asset to evaluate the existing conditions of both facilities to ensure that the future uses comply with the intended original design and provide any necessary reinforcement required for new equipment.

As the Lead Mechanical Engineer, Jeffrey Hosek, PE, will be our 'energy conscience' throughout the project. Even though this project doesn't have any specific LEED requirements, the overall goal is energy efficiency.



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Our Team

Our Team (continued)

Jeff's knowledge and experience will be a major factor in making design choices which will allow the Hospital to operate more efficiently

David Boggs, PE, our Lead Plumbing Engineer has been involved in each of the attached projects requiring plumbing services. Dave is currently providing construction administration for a project at West Virginia University at Parkersburg which has received funding through the ARRA Act and the US Department of Energy's State Energy Program

With experience as both the Lead Electrical Engineer and Lead Electrical Contractor for multiple healthcare projects each year, John Zoller, PE will bring an experience like few others to this project. John will be responsible for designing the required electrical service for the chosen renovations

As the Specification Writer and Contract Administrator, Keri Dunn will provide project direction through clear instruction of project requirements in Divisions 00 and 01 of the Specifications for Construction. Keri will assist with all documentation required during bidding and award of contract for construction. During Construction, Keri will manage all contract documentation, including any changes, pay applications, and closeout documentation

Ron Arnold has over 35 years of experience in the construction industry. We intend to utilize his knowledge and experience with Construction Estimating to make sure both the Jackie Withrow Hospital and the Hopemont Hospital can get the best value for the money allotted and maintain an accurate budget throughout the design and construction phases. Ron will also serve as Construction Administrator. He will assist the Owner with the bidding process, answering contractor questions, contract award and construction oversight. Ron will serve as the Owner's eyes and ears during Construction and maintain the Owner's best interests

Of course, this project will require more than just these key people. It will require the depth that our company can provide through support staff such as additional engineers, designers and drafters. A company organizational chart is attached to demonstrate this depth

This project team has worked together on many successful projects. By providing all services for this project in-house we will be able to provide an exceptional level of coordination.



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“A good architect should begin all projects by sincerely listening to the client and thoroughly understanding their immediate and future needs.”

Traci L. Stotts, AIA

Position/Title

Architect

Duties

Project Manager / Architect

Education

The Ohio State University

B.S., Architecture

University of North Carolina Charlotte

Professional Bachelor of
Architecture

Licenses

Registered Architect West Virginia
and Ohio

Highlighted Project Experience:

- Project Architect and Construction Administrator for a new medical office building in Parkersburg, West Virginia. Single story office complex with basement offices which exit through the rear of the building at ground level, offering two tenants the opportunity to have separate entrances and parking. The building is home to internal medicine, orthopedic, marriage and family therapy, and dentistry practices.
- Lead Architect for a new 5,400 sq ft medical office building located in Belpre, Ohio. This office is a satellite office for a previous client who wished to expand services. The new building is home to an Osteoporosis Clinic and DXA scanning suite which are capable of operating independently of each other.
- Provide ongoing assistance to a local hospital to provide design for relocating departments as necessary due to new construction and backfill of existing space. This service is provided to the client on an as-needed continuous service. Recent projects include:

New Women's Center on the ground floor of the Medical Office Building. Renovation included 3,100 sq. ft. area offering a comfortable place for women to receive diagnosis consultation and treatment including ultrasound, digital mammography, stereotactic biopsy, and bone density.

First East renovations included three areas of the first floor of the main hospital for their existing medical/surgical nursing unit and for relocating and expanding dialysis services. The medical/surgical nursing unit included 18 private patient rooms with 4 rooms specifically designed for infection control.

The Emergency Department/Fast Track/Central Registration renovation included five specific areas. These areas were designed to better suit the needs of these departments and allow them to provide additional services.



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“My job is to transform an idea
into a functional reality”

Joseph P. Lambert, P.E.

Position/Title

Senior Civil / Structural Engineer

Duties

Civil / Structural Engineer

Education

West Virginia University
B.S., Civil Engineer

Licenses

Professional Engineer WV and OH

Highlighted Project Experience:

- Lead Civil/Structural Engineer for a new 5,400 sq. ft. medical office building located in Belpre, Ohio. This office is a satellite office for a previous client who wished to expand services. The new building is home to an Osteoporosis Clinic and DXA scanning suite which are capable of operating independently of each other.
- Lead Civil/Structural Engineer for a single story office complex with basement offices which exit through the rear of the building at ground level, offering two tenants the opportunity to have separate entrances and parking. The building is home to internal medicine, orthopedic, marriage and family therapy, and dentistry practices. This project was designed for a lateral-force-resisting system for prefabricated wood construction.
- Designed the challenging site development package for a multi-tenant medical complex in Parkersburg, WV including grading, drainage, storm water management, pavement and utility services. Design considerations also included the grading and utility services to surrounding sites for future home construction projects.
- Designed a new medical office building in Parkersburg, West Virginia. Performed extensive site layout study to maximize the use of an urban property of limited size. Directed property division into lots and designed full site development including a challenging storm water collection and release system. Assisted in the design of a ground floor masonry structure with steel joists and concrete deck to receive pre-fabricated wood second story structure.
- Designed grading, drainage and pavement of site development for a new two story office building in Parkersburg, West Virginia. Designed foundations, determined building loads, created “general” framing layout and designed lateral-force-resisting system for pre-fabricated wood construction.



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“Information is not knowledge.”

~Albert Einstein

Jeffrey D. Hosek, P.E.

Position/Title

Mechanical Engineer
LEED Project Engineer

Duties

Mechanical Engineering

Education

University of Akron
B.S., Mechanical Engineering

Licenses

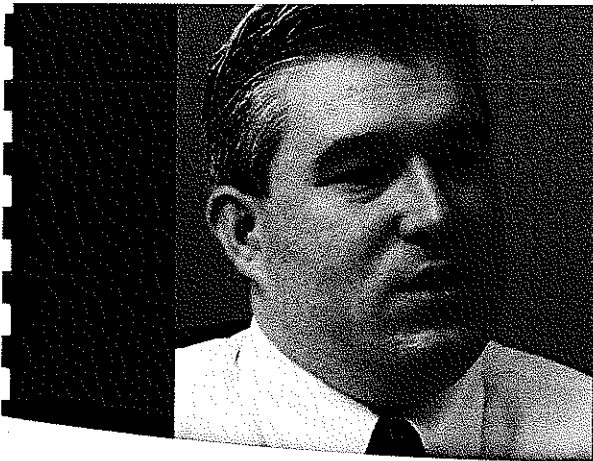
Professional Engineer OH

Highlighted Project Experience:

- LEED project manager for converting a downtown Columbus, Ohio fire station into a local family health center. Replaced existing mechanical and electrical systems with updated energy-efficient systems. Existing equipment was recycled to limit construction waste and utilized local and regional materials to comply with LEED requirements.
- Lead Mechanical Engineer for the renovation of First East. Project included the renovation of over 11,000 sq. ft. of existing space on the first floor of the main hospital. Design included a medical/surgical nursing unit, dialysis and isolation area. The isolation rooms each required separate HEPA filter systems among other precautionary steps.
- Lead Mechanical Engineer for an area of the hospital to be leased by a Physical Therapy provider. Project included the renovation of over 10,000 sq. ft. of existing area of the fourth floor of the Main Hospital. Renovation included new space for 8 private patient rooms and one semi-private room, two shower rooms, toilets, nurse station, nourishment room employee lounge, equipment storage, physical therapy gym, dining/day room, PT storage, ADL training, exam room, offices and multi-purpose room.
- Lead Mechanical Engineer and Project Manager for the replacement of two cooling towers on the main hospital and installation of a redundant tower on the medical office building.
- Project Manager and mechanical engineer for a new medical office building for O'Bleness Hospital in Athens, Ohio. Design included steam heat and chilled water cooling VAV system.
- Mechanical engineer assisting in the design of an emergency room expansion for a hospital in Marysville, Ohio. Design included the utilization of existing equipment as well as new systems.
- LEED Commissioning Project Manager for Kent State University which included a complete renovation to the fine arts building. Duties



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“Determine that the thing can and shall
be done, and then we shall find the way”

~Abraham Lincoln

David A. Boggs, P.E.

Position/Title

Senior Mechanical Engineer

Duties

Mechanical and Plumbing Engineer

Education

Virginia Tech.

B.S., Mechanical Engineering

License

Professional Engineer WV, OH

Highlighted Project Experience:

- Lead mechanical / plumbing engineer for a new \$7MM medical office facility in Parkersburg, West Virginia. Building contains multiple heating and cooling zones and had various plumbing requirements based on the numerous tenants including prosthetic laboratory, pharmacy, medical offices and a restaurant.
- Lead mechanical / plumbing engineer for a \$1MM medical/dental office facility in Parkersburg, West Virginia. Designed HVAC systems with multiple zones. Plumbing design included a dental vacuum and air systems.
- Lead plumbing engineer for a new 5,400 sq ft medical office building located in Belpre, Ohio. This office is a satellite office for a previous client who wished to expand services. The new building is home to an Osteoporosis Clinic and DXA scanning suite which are capable of operating independently of each other.
- Lead plumbing engineer for an emergency room, fast-track, and central registration renovation project. Project included the phased renovation of five areas throughout the hospital including new exam rooms, nurses stations, offices, registration areas, triage areas, waiting rooms, behavioral health rooms, seclusion rooms, toilet rooms, locker/shower rooms, vending areas and storage.
- Lead mechanical and plumbing engineer for a new Behavioral Health Unit which was designed to be located in existing space on the third floor of the Main Hospital. Spaces included eighteen semi-private and one private patient room, two group therapy rooms, dining area, laundry room, shower rooms, nurses station, physicians offices, consultation area, activity area, family visitation area, support area and staff locker room.
- Lead Mechanical and Plumbing Engineer for a new Medical Facility located in Marietta, Ohio. Project included a new state of the art office complex to house both medical and administrative offices for Marietta Memorial Hospital. One challenge of this project was the site location which happened to be in a flood plain.



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"The task ahead of us is never as great
as the power behind us."

~Anonymous

John F. Zoller, P.E.

Position/Title

Senior Electrical Engineer

Duties

Electrical Engineer

Education

Ohio University

B.S., Electrical Engineering

License

Professional Engineer WV, OH

Highlighted Project Experience:

- Lead electrical engineer for a new 5,400 sq. ft. medical office building located in Belpre, Ohio. This office is a satellite office for a previous client who wished to expand services. The new building is home to an Osteoporosis Clinic and DXA scanning suite which are capable of operating independently of each other.
- Lead electrical engineer for a New Women's Center on the ground floor of a Medical Office Building in Parkersburg, WV. Renovation included 3,100 sq. ft. area offering a comfortable place for women to receive diagnosis consultation and treatment including ultrasound, digital mammography, stereotactic biopsy, and bone density.
- Lead electrical engineer for an emergency room, fast-track, and central registration renovation project in Parkersburg, WV. Project included the phased renovation of five areas throughout the hospital including new exam rooms, nurses stations, offices, registration areas, triage areas, waiting rooms, behavioral health rooms, seclusion rooms, toilet rooms, locker/shower rooms, vending areas and storage.
- Lead electrical engineer for the OB Renovation project in Parkersburg, WV which included adding additional space for the sick baby nursery and triage area. The Nurse Station and Waiting Room were rearranged for security and convenience. The security office was relocated to allow for better monitoring of incoming and outgoing traffic.
- Lead electrical engineer for the First East renovations in Parkersburg, WV including three areas of the first floor of the main hospital for their existing medical/surgical nursing unit and for relocating and expanding dialysis services. The medical/surgical nursing unit included 18 private patient rooms with 4 rooms specifically designed for infection control.



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“If you want to be creative in your company, your career, your life, all it takes is one easy step...the extra one. When you encounter a familiar plan, you just ask one easy question: *What else could we do?*”
~Dale Dauten

Keri L. Dunn

Position/Title

Specification Writer
AIA Contract Administrator

Duties

Specification Writing and AIA Contract Administration

Education

Washington State Community College
A.S., Industrial Technology

Highlighted Project Experience:

Front End Specification & Contract Administration: Provide project direction through clear instruction of project requirements in divisions 00 and 01 of the specifications for construction. Provide bidding assistance through pre-bid meetings, pre-bid addenda, and bid opening, Assist owner w/letter of intent to contractor and contract award. Request and manage preliminary project documentation from contractor such as bonds, insurance, schedule of values and proposed schedule. Manage work change proposal requests, change orders, change directives, pay applications, release of liens, closeout documents and certificates of substantial completion

- Provided Division 00 and 01 specifications for bidding the Emergency Department renovation project at Camden Clark Memorial Hospital which included five specific areas on two floors of the main hospital Administration includes contract documents including the Contract for Construction, General Conditions, Bonding Requirements, Work Change Proposal Requests, Change Orders, Change Directives, Schedule of Values, Payment Applications and Closeout Documentation.
- Provided Division 00 and 01 specifications for bidding the First East Nursing and Dialysis Project. Project includes three areas on the first floor of the main hospital. Administration includes contract documents including the Contract for Construction, General Conditions, Bonding Requirements, Work Change Proposal Requests, Change Orders, Change Directives, Schedule of Values, Payment Applications and Closeout Documentation
- Provided Division 00 and 01 specifications for bidding the renovations in the OB Department, security office and other adjacent offices on the second floor of the Main Hospital. The new design enlarged the sick baby nursery, increased security and gained much needed office space Administration includes contract documents including the Contract for Construction, General Conditions, Bonding Requirements, Work Change Proposal Requests, Change Orders, Change Directives, Schedule of Values, Payment Applications and Closeout Documentation



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“Real success is finding your lifework
in the work that you love.”

~David McCullough

Ronald D. Arnold

Position/Title

Construction Estimator

Duties

Construction Estimating, Project Administration

Highlighted Project Experience:

- Project Manager for the construction of a new 12,000 square foot 2 story Medical Office Building in Marietta, Ohio, responsibilities included building the project estimate, coordinating and managing the project scope, budget & schedule between field operations, and the construction manager. The construction contract included the exterior building shell, second floor and roof framing, and interior finishes. Challenges included revising the project budget and schedule to keep up with the changing design of a fast track construction process.
- Project Manager for the construction of a 30,000 square foot multi story Hospital Addition in Marietta, Ohio, responsibilities included building the project estimate, coordinating and managing the project scope, budget & schedule between field operations, and the construction manager. The construction contract included the exterior building shell and interior finishes. Challenges included revising the projects budget and schedule to keep up with the changing design of a fast track construction process.
- Project Manager for the construction of a 12,000 sq ft addition on a nursing home in Marietta, Ohio, responsibilities included building the project estimate, coordinating and managing the project scope, budget & schedule between field operations, the architect and the owner. Challenges included value engineering to meet the client's budget, working on a small site, meeting the flood plain and storm water runoff requirements, and phased construction schedule
- Project Manager for the construction of a 2,000 sq ft addition/ renovation on a Cancer Center in Marietta, Ohio, responsibilities included building the project estimate, coordinating and managing the project scope, budget & schedule between field operations, the architect and the owner. Challenges included working on a small site, and phased construction schedule



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Experience

General Experience

Pickering Associates has extensive experience related to mechanical design in healthcare facilities and the particular challenges involved including infection control area separation and negative air balances

As part of Pickering Associates goal to stay on top of the latest trends and technologies, we host monthly lunch and learn events for the architects and engineers not only of our own firm, but of our competitors as well. We also include local building officials, facility managers and contractors which may be working with us on a particularly relevant project. Last week, we heard from Greenguard Environmental Institute, which as an ANSI Authorized Standards Developer, establishes acceptable indoor air standards for indoor products, environments and buildings. This particular seminar focused on the Indoor Air Quality and Healing Environments, which discussed factors driving sustainable building practices of healthcare facilities, issues impacting healthcare construction and effective design strategies to minimize indoor air problems and control contaminants. Programs such as this assist the project team at Pickering Associates in providing our clients with information from the latest studies and products available.

Reduced Energy Design & AARA/DOE Experience

Pickering Associates is currently assisting West Virginia University at Parkersburg with a project funded through the ARRA Act and the U.S. Department of Energy's State Energy Program. WVUP received grants to replace the heating, ventilating and air conditioning in four classroom bays located in the Caperton Center. The existing rooftop units were designed for heavy machinery training in the bays, but due to current programming, those bays are being used for more traditional classrooms and labs. The most efficient solution for the current programming of those classrooms was to consolidate the system into a single unit.

Pickering Associates evaluated the existing system, proposed and recommended new systems which would provide energy savings, provided drawings and specifications including all ARRA and DOE requirements, assisted the Owner with advertising, bidding, and contract award and are now assisting the Owner with Construction Administration services including ARRA and DOE required documentation.



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Experience

Historic Preservation Experience

Pickering Associates is located in the heart of the Mid-Ohio Valley. This area is rich in historic significance and the responsibility of maintaining this tradition falls to the architects and engineers who renovate such buildings. This can become challenging when trying to incorporate the latest technologies within the structure for occupant comfort and convenience. Traci will work closely with the Owner and local historical representatives to find a design which will accomplish both goals.

Adaptive reuse is the basis for projects in this area. With the current economy, many clients are trying to get what they need from the facilities they currently own. Camden Clark Memorial Hospital is a prime example of this. Due to the shifting and growing of departments, Pickering Associates is often tasked with renovating existing areas to suit the current needs, while keeping the master plan we developed in mind. Not only have we provided CCMH with long-term program planning, we have completed digital documentation of the campus including four buildings. Portions of this building are more than 100 years old with multiple additions being added over the last 100 years.

Traci and several other members of this team are currently working with the Hippodrome/Colony Theatre Association in Marietta, Ohio to renovate this original vaudeville house which was built in 1919.

Pickering Associates has been involved in renovations, masonry repair and infrastructure upgrades for several buildings located both on the Ohio University Campus Green Historic District and the Marietta Historic District including Marietta College which are both listed on the National Register. Pickering Associates also assisted the Ritchie County Historical Society with structural renovations to the Old Stone House in Pennsboro, West Virginia.

Additional Project Experience

For additional project experience, please refer to the following project portfolios.

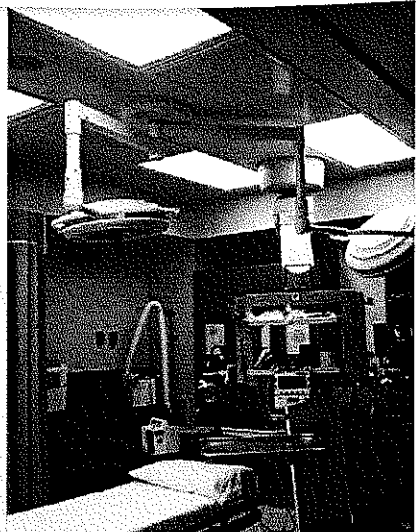


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Type	Commercial
Services	Architectural
	Civil
	Electrical
	Mechanical
	Plumbing
	Structural
	Construction Administration



Camden Clark Memorial Hospital



Pickering Associates has been involved in the design and construction of multiple projects for Camden Clark Memorial Hospital in Parkersburg, West Virginia. Projects types range from one discipline to all disciplines depending on the requirements. Some of our projects include:

Facility Documentation was done to provide the hospital with up to date digital drawings of all buildings. After many years of additions and renovations, the engineering department need a good solid plan to work from for day to day operations and future planning.

A New Behavioral Health Unit was designed to be located in existing space on the third floor of the Main Hospital. Spaces included eighteen semi-private and one private patient room, two group therapy rooms, dining area, laundry room, shower rooms, nurses station, physicians offices, consultation area, activity area, family visitation area, support area and staff locker room. Pickering Associates provided mechanical, electrical, and plumbing engineering.

Communication became an issue for the hospital after construction of the new Administration Building. It became necessary to design and implement a way to run communication conduit under Murdoch Avenue and Ann Street to connect with the main building.

The Transportation and Phlebotomy Project involved closing in a vacant courtyard between the cafeteria and materials management of the main building to house both departments. Project involved design of new foundations and structural steel, underground utility tie-ins, structural roof decking, hvac, electrical and plumbing.

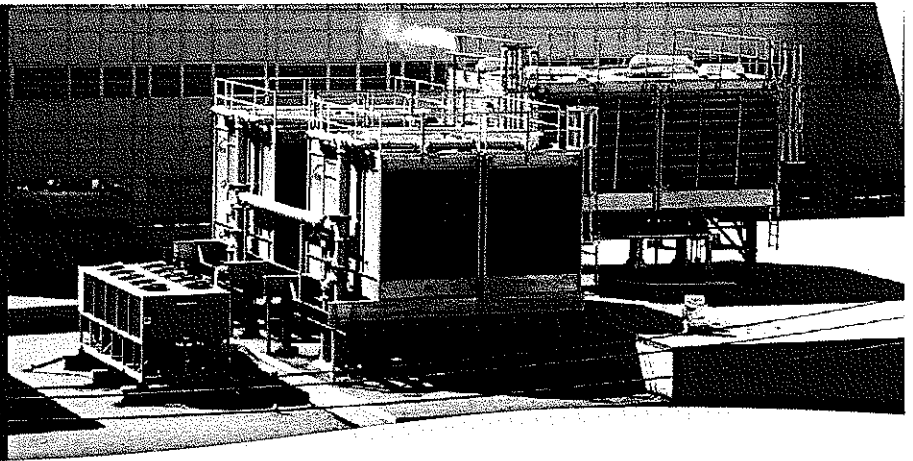
The Transitional Care Unit (TCU) Project entailed renovating semi-private rooms into private rooms.

A study was performed during the Trauma Unit Project to determine if there was sufficient ceiling area in the exam room to mount and support two types of ceiling mounted arms and recommendations were made to the hospital for installation.

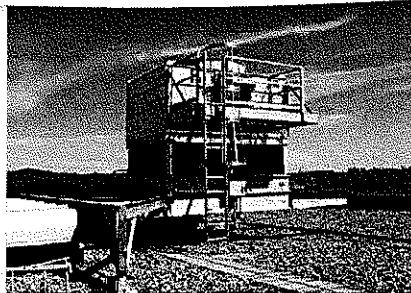


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Type	Commercial
	Electrical
	Mechanical
	Plumbing
	Structural
	Construction Administration



Cooling Tower Replacement



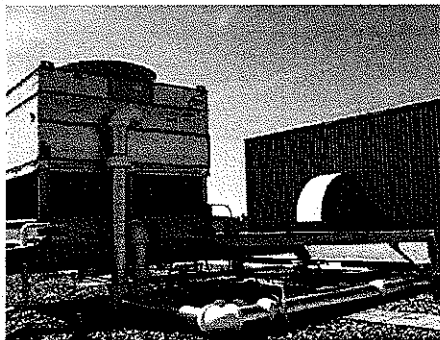
Camden Clark Memorial Hospital contracted with Pickering Associates to engineer the replacement of two cooling towers on the Main Hospital and to propose options of either replacing or adding an additional tower to the Medical Office Building across the street.

The existing cooling towers were located on elevated structural steel frames and surrounded by shielding walls. Due to the current condition of the frames and the hospital's desire to further elevate the towers, new frames were designed.

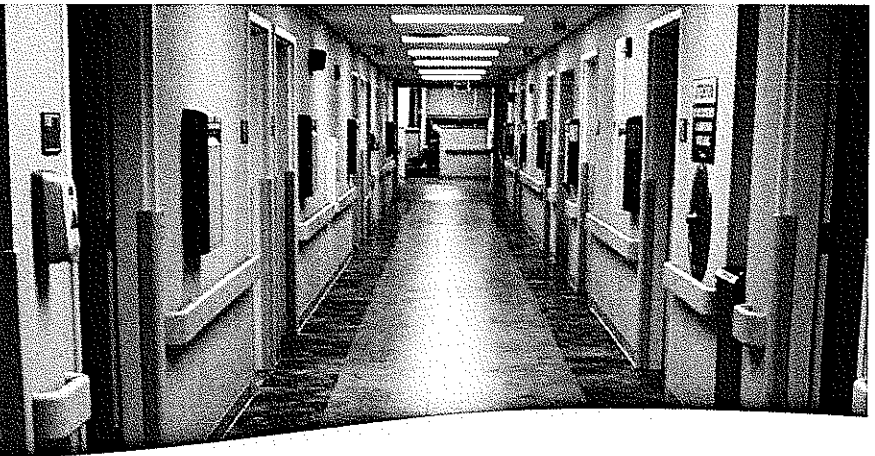
Once bidding was complete, it was decided to keep the existing tower on the Medical Office building and add the additional tower to be piped for redundancy.

The project required extensive Construction Administration and coordination. Once the existing units were ready for removal, they need to be lifted off by a crane, steel had to be placed and the new unit lifted by crane. Crane lifts were done to minimize traffic disruption to the busy thoroughfare, but also required evacuation of all offices of the four story building for safety.

This project was completed on time and under budget!



Type	Commercial
	Architectural
	Structural
	Electrical
	Mechanical
	Plumbing
	Construction Administration



First East Renovations



Pickering Associates worked with Camden Clark Memorial Hospital to design renovations in three areas of the existing first floor of the main hospital for their existing medical/surgical nursing unit and for relocating the existing dialysis area.

The medical/surgical nursing unit will accommodate 18 private patient rooms. Four of the rooms are designed with ante rooms for infection control and four of the rooms are designed for AIA requirements.

The Dialysis Area includes an open treatment area for four patients, water treatment equipment room, equipment and supply room, soiled holding, patient toilet, clean supply closet, janitor closet and private exam room.

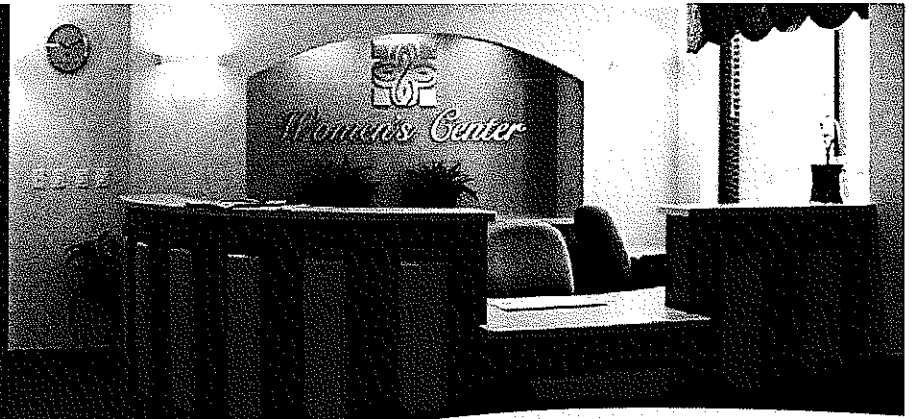
The mechanical design included new terminal units for the medical/surgical nursing unit utilizing the existing dual duct supply or steam piping. Exhaust was tied into an existing fan unit, while makeup air will be delivered by a new roof top unit.

The electrical system was completely redesigned to include new distribution equipment, light fixtures and switches, receptacles, equipment connections, communication systems, nurse call systems, fire alarm and detection systems, conduit and wiring.

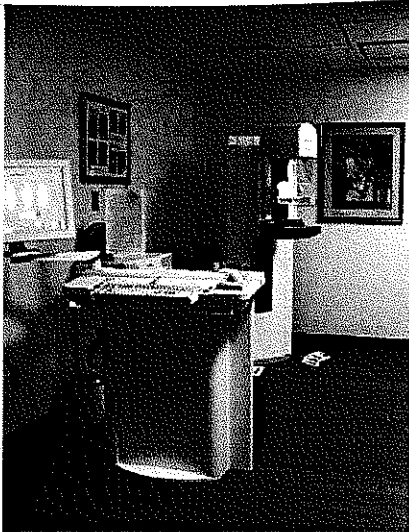
The plumbing design required demolition of existing bathrooms, fixtures and support area fixtures in preparation for seventeen private patient bathrooms which each include a shower, water closet and lavatory. The med gas system was redesigned to accommodate the new headwall units in each room as well as the new dialysis area.

Construction Administration has been necessary in order to coordinate with the Nursing staff, dialysis company and maintain stringent infection control standards, etc. This project is currently in construction, and maintaining budget and schedule.

Type	Commercial
Services	Architectural
	Civil
	Electrical
	Mechanical
	Plumbing
	Structural
	Construction Administration



Women's Center



Pickering Associates worked with Camden Clark Memorial Hospital to design renovations to a 3,100 sq ft area of the Medical Office Building main floor for their new Women's Center. It was the intent of this project to provide a place for women to come which would immediately put them at ease and make them feel comfortable.

The reception area offers a coffee/tea bar, custom built reception desk, and a clouded storefront entrance which allows lots of natural light into the room while maintaining patient privacy.

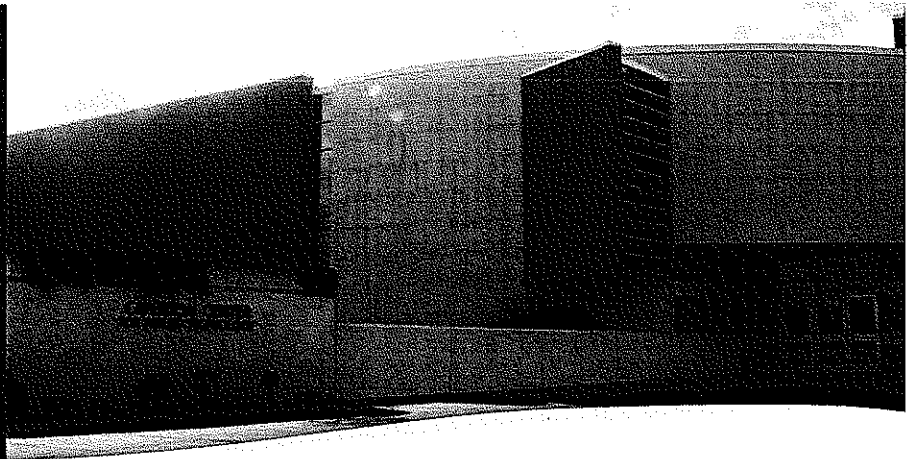
Once the patient enters for treatment, they are guided to a spacious dressing area and provided pretty linen robes instead of the standard issue hospital gowns. There are two private interview rooms which are used for patient/family/doctor meetings. These rooms are large enough to accommodate all members of the patient's treatment team including multiple doctors. They are also equipped with retractable screens for use in explaining treatment plans. As with anything, a good plan is the key to success.

Treatment rooms include ultrasound, digital mammography, stereotactic biopsy, and bone density. Concessions were made with regard to each piece of equipment and the requirements of each.

Staff areas include a breakroom and private restroom facilities.



Type	Institutional
Services	Architectural
	Mechanical
	Plumbing
	Electrical
	Construction Administration



Caperton Center HVAC



Pickering Associates worked with West Virginia University at Parkersburg to rework HVAC in four classroom bays in the Caperton Center for Applied Technology Building. Existing rooftop air handling units originally installed for a group of hands-on, heavy machinery training bays have become inefficient as a result of educational programming changes. Conditioning spaces that are now set up for more traditional style classrooms and labs. WVUP sought out our services to consolidate the HVAC system for these areas into a single unit to more efficiently and quietly service the bays.

The existing bays are served by individual roof mounted air handlers. The four main rooms consist of training areas for either high school students or college students for the training of firefighters, electrical, computer, and lab training rooms. Each of the four bays has a training area and an individual office. It has been the experience of the faculty and staff that this setup proves difficult to easily keep a comfortable, learning atmosphere.

As part of the project, a suspended ceiling and modified lighting was designed for each bay/classroom. This will help both acoustics and aesthetics by better containing a dense network of drains, electrical busses and ductwork. Four existing transformers, previously located within these classrooms, were relocated to storage areas.

Pickering Associates also provided design & specifications for replacing the entire roof area that was affected as a result of the work. This was bid as an alternate to only patching affected areas.

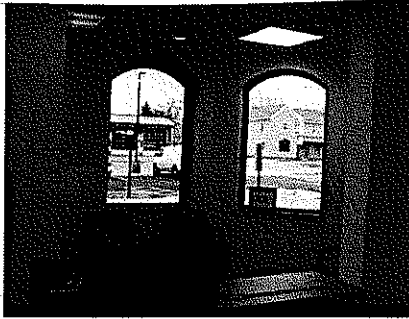


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Type	Commercial
Services	Architectural
	Civil
	Electrical
	Mechanical
	Plumbing
	Structural
	Construction Administration



PARS Imaging Center



Pickering Associates worked with a previous client to develop a 5,400 square foot satellite office to offer osteoporosis treatment and a new state of the art DXA scanning suite

The DXA suite program included a magnet room, magnet equipment room, control room, dexa-scan room, private offices, recovery room, reception, waiting areas and restroom facilities.

The Osteoporosis Clinic included five exam rooms, x-ray viewing area, private offices, reception, waiting areas and restroom facilities. The building was designed to function as two separate entities with shared common spaces to reduce square footage and construction costs.

Common areas include vestibule, staff restroom, storage, mechanical rooms, janitor closet and staff lounge.

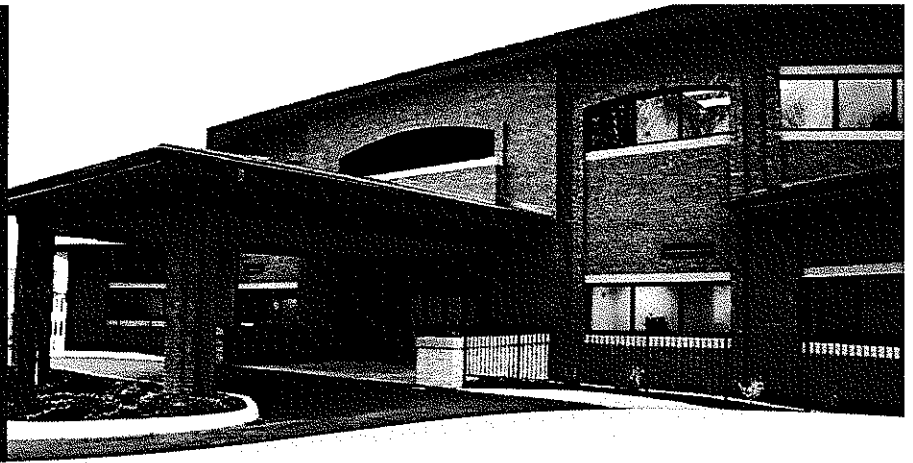
The design and location of the DXA scanning room was coordinated with outside DXA and shielding consultants throughout the design and construction process. This room was required to be completely shielded.

Despite many site constraints limiting the size and shape of the building, a large entrance canopy was designed on the exterior of the building for patient drop-off and approximately 30 parking spots were added to the site for patient and employee parking.

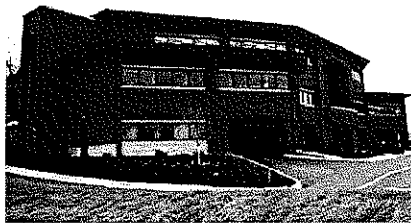


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Type	Commercial
Services	Architectural
	Civil
	Electrical
	Mechanical
	Plumbing
	Structural
	Construction Administration



PARS Brain & Spine Institute



PARS Neurological Associates of Parkersburg WV had a dream of bringing together a facility to house all the disciplines surrounding treatment and care of neurological disorders. This vision and conceptual plan led way to the purchase of over 3 acres of land in downtown Parkersburg, WV. After an initial interview Pickering Associates was chosen out of three other firms and commenced preliminary design and site development.

The initial concept drawing and end result were very close in form and function. The current building, now called the PARS Brain and Spine Institute, is home to a Physical Therapy outpatient rehabilitation with an exercise gym, a Pharmacy, a world renowned Orthotics practice with its own manufacturing facility for custom prosthetics, a pain clinic, the owners' neurosurgery offices, a blood drawing lab and finally a restaurant with attached dining auditorium for special events.

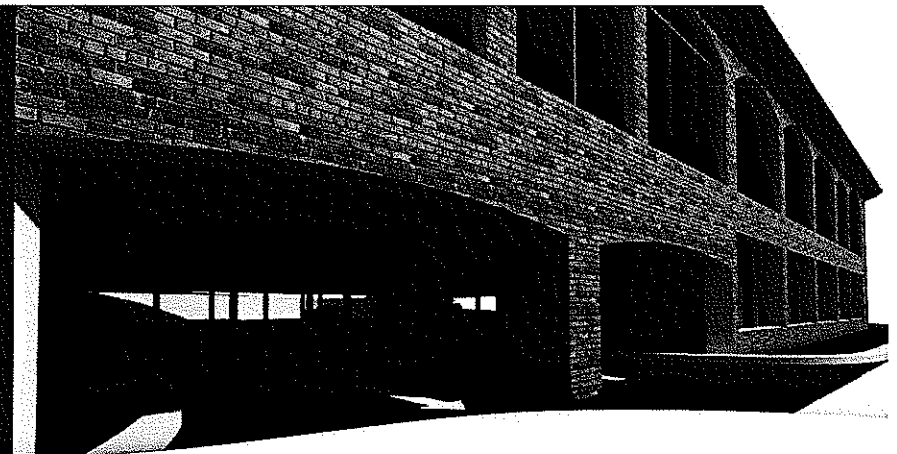
The building site had many challenges - most notably was the overwhelming presence of groundwater requiring massive efforts to dewater the site during construction. The final design of the site involved convenient parking and access from both roadways, Murdoch and Garfield Avenues. Another prominent feature of the site was a 300 ft. curved terraced segmental retaining wall following the building's foot print. Our structural engineers chose to go with deep foundations, auger cast piles for the foundation and structural steel to accommodate the irregular shape of the building and owner's requirement for wide open spaces and over 10 foot ceiling heights in the gym and auditorium.

The mechanical, electrical, and plumbing design was challenging and required a deep understanding of the various tenants. Our design had to be sensitive to all the different uses and tenant functions ranging from a 60 seat auditorium to a manufacturing area. The final part of our contract was to oversee construction on a daily basis and commission the building for the owners. This project was a great success.

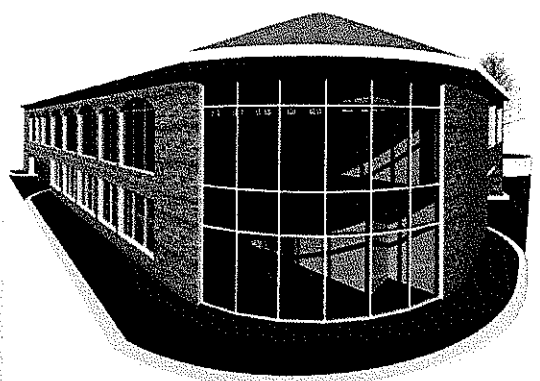


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Type	Commercial
Services	Architectural
	Civil
	Electrical
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	Plumbing
	Structural
	Construction Administration



Mountain River Physical Therapy

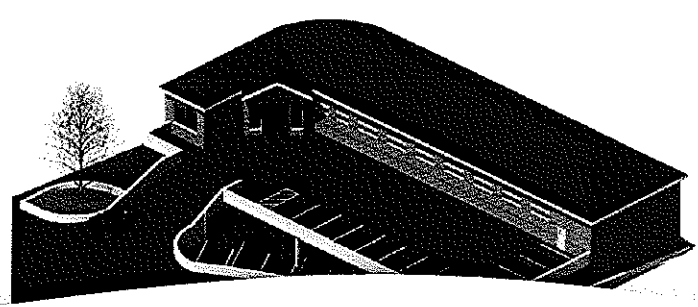
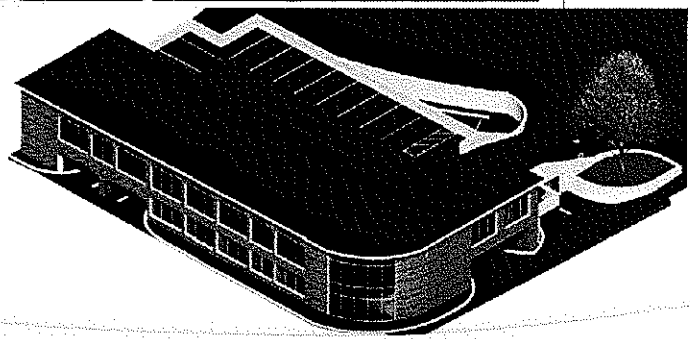
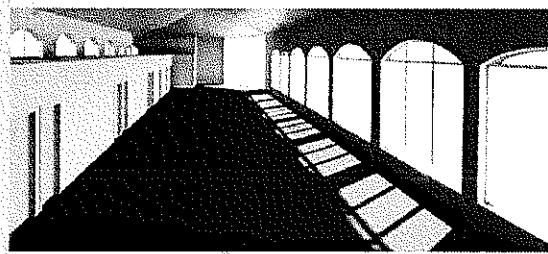


Pickering Associates is currently developing a design for a new 10,000 sf Physical Therapy Clinic to be located in downtown Parkersburg, West Virginia. This clinic will provide orthopedic, sports and industrial rehabilitation services. The chosen site is extremely restrictive and will require creative adaptation for ultimate usage of available space. The design is being developed with the option to include a second story for medical office space. This clinic will become the main location of company's eight regional locations.

New design will include 3,500 sq ft. rehabilitation gym, 8 treatment rooms and support areas which include waiting/reception, administration work area, laundry, staff offices, conference room/library, kitchen, toilets and ample storage space. Pickering Associates hopes to provide full service civil, architectural, structural, mechanical, electrical, and plumbing engineering along side construction administration.

Preliminary design conceptions include a combination parking/building structure blurring the traditional parking deck appearance into the integrated building layout. Multiple access drives from Murdoch Ave. and 12th Street were considered for the lower parking level as well as ramp access off of an existing alley to the upper level parking deck and main building entrance.

The restrictive site has proven a peculiar design challenge throughout each conceptual iteration, but has led to an intimate integration of building, site and immediate surroundings. Further development will explore a design excluding the parking levels in an effort to better provide the client with a more functional facility.



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Construction Management

Tasks to be Performed for the Owner

As Construction Manager, Ron Arnold will use his 35 years of experience in the construction industry to benefit the Owner in several areas

Estimating is one of the most important aspects of construction administration. This estimate provides a reasonably accurate idea of the project cost. It is important to both the design team and the owner. Approximate estimates are done during the earlier design phases to ensure that Owner "needs" can be met within the project budget and Owner "wants" can be included where practical. A more detailed estimate is done toward the completion of design so that the Owner will know where to expect the construction bids to come in at. Following are some examples of recent projects in which Ron Arnold provided estimates before bidding.

Leavitt Funeral Home

Architects estimate	\$429,330.00
Bids ranged	\$352,000.00 to \$448,000.00

Vienna Fire Dept

Architects estimate	\$750,000.00
Bids ranged	\$725,000.00 to \$878,000.00

MRDD General Construction

Architects estimate	\$122,000.00
Bids ranged	\$115,500.00 to \$143,500.00

Ron will also be assisting the Owner through bidding, negotiation and contract award. Once construction begins, Ron will utilize his skills in Project Management to coordinate and manage all the aspects of construction including requests for information, scheduling with the owners operations and managing changes.

Ron will serve as the Owner's representative to ensure receipt of a finished product in compliance with all drawing and specifications.



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Construction Management

Ability to Establish/Manage Timeline

Typically projects for healthcare facilities have specific time restraints for construction to minimize the impact and disruption to normal operations. Prior to construction, though, it is imperative that the design and bidding phases of the project stay on schedule so that the construction can begin as necessary. Pickering Associates has experience with the scheduling and phasing of several healthcare projects which were completed at Camden Clark Memorial Hospital.

As previously demonstrated in the Project Team section, Pickering Associates has experience and depth that few others can match. Our team handles the design and construction administration for over 200 projects of varying size and involvement each year.

These projects each begin by establishing a clear understanding of the project scope, the Owner's schedule, the project budget and the expected deliverables. This preliminary understanding ensures that projects can proceed smoothly and without delay.

Ability to Manage Change Orders

Here are four multi-discipline projects which have recently finished construction or are close to completion and the resulting change orders. The Addition and Renovation project for Leavitt Funeral Home had one change order related to unforeseen conditions which amounted to 1% of the base bid. The Logistics and Support project at Camden Clark Memorial Hospital had one change order related to unforeseen conditions which amounted to 1.2% of the base bid. The Access Safety Renovation Project at Wood County Schools was completed with no change orders. The Vienna Fire Department project is approximately 70% complete with construction and to date has had no change orders. This is typical of projects completed by Pickering Associates. We pride ourselves on conducting a thorough site investigation to determine existing conditions, coordinating between disciplines and providing peer review to eliminate unnecessary errors and omissions.



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Experience

Project Enthusiasm

Pickering Associates would welcome the opportunity to work with the West Virginia Department of Health and Human Resources on either or both of the hospital projects. We have successful relationships with other healthcare facilities who continue to utilize our service for many reasons including the service they receive, the success of each project and the comfort level our experienced team provide. While these relationships are important to demonstrate experience, we also understand that each project is unique and so are the Jackie Withrow and Hopemont Hospitals.

We look forward to discovering what makes each of these facilities unique and developing another long-lasting relationship!

As previously stated, it would be impossible to demonstrate the full depth of capabilities and experience of our entire organization but we hope that we have given you enough information to peak your interest so that you want to ask us more.



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References

References

Martin Best, Director of Engineering
Camden Clark Memorial Hospital
800 Garfield Avenue
Parkersburg, WV 26101
304.424 2287

David White, Director of Facilities and Grounds
West Virginia University at Parkersburg
300 Campus Drive
Parkersburg, WV 26104
304.424 8200

Bart Scott, CFO
GKG LLC (PARS Neurological Assoc)
1212 Garfield Avenue
Parkersburg, WV 26101
304 865 3602

Dr Gail Hopkins, MD
3705 Emerson Ave
Parkersburg, WV 26104
304 865 0272

Garry Cooper, Physical Plant Director
Wood County Schools
4701 Camden Avenue
Parkersburg, WV 26101
304 420 9568

Tim Kern, Project Manager
Ohio University Planning and Implementation
The Ridges Building 19
Athens, OH 45701
740 593 2727



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STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement

Under penalty of law for false swearing (*West Virginia Code §61-5-3*), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: PICKERING ASSOCIATES

Authorized Signature: *Traci L. Stettin* Date: 6-14-2010

State of WEST VIRGINIA

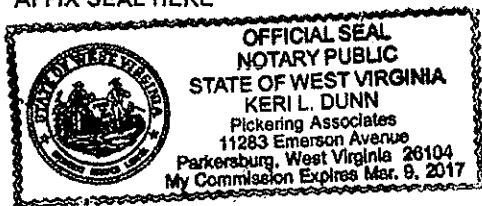
County of WOOD, to-wit:

Taken, subscribed, and sworn to before me this 14 day of JUNE, 2010

My Commission expires MARCH 9, 2017

AFFIX SEAL HERE

NOTARY PUBLIC *Keri L. Dunn*





State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

HFO NUMBER
 HHR10103

PAGE
 2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
 ROBERTA WAGNER
 304-558-0067

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE

SHIP TO

HEALTH AND HUMAN RESOURCES
 OFFICE OF PROPERTY MANAGEMENT
 VARIOUS LOCALES AS INDICATED

DATE PRINTED 05/20/2010	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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BID OPENING DATE: 06/15/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130						
THE EOI SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE EOI MAY NOT BE CONSIDERED: SEALED PROPOSAL						
BUYER:		ROBERTA WAGNER-FILE 22				
EOI NO.:		HHR10103				
EOI OPENING DATE:		06/15/2010				
EOI OPENING TIME:		1:30 PM				
PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR EOI: ----- 304 464 5305 -----						
CONTACT PERSON (PLEASE PRINT CLEARLY): ----- KERI DUNN -----						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FAX	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130.
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 HHR10103

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ADDRESS CORRESPONDENCE TO ATTENTION OF
 ROBERTA WAGNER
 304-558-0067

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HEALTH AND HUMAN RESOURCES
 OFFICE OF PROPERTY MANAGEMENT
 VARIOUS LOCALES AS INDICATED

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
05/26/2010				

BID OPENING DATE: 06/15/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOF	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p><i>Heidi L. Gunn</i> SIGNATURE PICKERING ASSOCIATES COMPANY</p> <p>06/14/10 DATE</p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p>END OF ADDENDUM NO. 1</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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Request for Quotation

RFQ NUMBER
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 2

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VENDOR

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HEALTH AND HUMAN RESOURCES
 OFFICE OF PROPERTY MANAGEMENT
 VARIOUS LOCALES AS INDICATED

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
06/03/2010				

BID OPENING DATE: 06/15/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;"> <i>Kevin L. Quinn</i> SIGNATURE <i>PICKERING ASSOC.</i> COMPANY <i>06/14/10</i> DATE </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p style="text-align: center;">END OF ADDENDUM NO. 2</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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State of West Virginia
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 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 HHR10103

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ADDRESS CORRESPONDENCE TO ATTENTION OF:
 ROBERTA WAGNER
 304-558-0067

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HEALTH AND HUMAN RESOURCES
 OFFICE OF PROPERTY MANAGEMENT
 VARIOUS LOCALES AS INDICATED

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
06/08/2010				

BID OPENING DATE: 06/15/2010 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p><i>Leri R. Dunn</i> SIGNATURE <i>PICKERING ASSOC.</i> COMPANY <i>06/14/10</i> DATE</p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID</p> <p>REV. 09/21/2009</p> <p>END OF ADDENDUM NO. 3</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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