

PREQUALIFICATION STATEMENT

THE COOK & BOARDMAN GROUP, LLC

**3916 Westpoint Blvd.
Winston-Salem, NC 27103**

Phone: (336) 768-8872

Fax: (336) 768-8989

Website: cookandboardman.com

Submitted to: _____ -
(Contractor)

For: _____ -
(Project)

Your contacts for this work:

<u>Name</u>	<u>Phone</u>	<u>Cell Phone</u>	<u>E-mail</u>
Xxx Xxxxxx	(704)xxx-xxxx	(704)xxx-xxxx	xxxx@cookandboardman.com
Xxx Xxxxxx	(336)xxx-xxxx	(336)xxx-xxxx	xxxx@cookandboardman.com
Xxxxxx Xxxxx	(843)xxx-xxxx	(843)xxx-xxxx	xxxx@cookandboardman.com

In brief: Founded as Cook & Boardman, Inc. in 1955, we are a full-service supplier of architectural doors, door frames, door hardware and other architectural specialty products to the construction industry and to building owners / managers. The Cook & Boardman Group, LLC currently operates with several wholly-owned subsidiaries or divisions, including Precision Doors & Hardware, Martin Architectural Products, Architectural Building Supply, Hollow Metal Specialists, and Cook & Boardman, LLC. From eighteen commercial centers located in North and South Carolina, Utah, Idaho, Florida, Maryland and Virginia, we serve customer needs ranging from simple replacement doors or hardware to the most complex institutional construction projects. High level customer service is our emphasis, made possible through our well-experienced and dedicated professional staff.

General Company Information, continued:

Market	Street Address	City & State	Zip Code	Phone #
Leesburg, VA	42211 Cochran Mill Rd.	Leesburg, VA	20175	703-669-2900
Rockville, MD	551 Southlawn Lane	Rockville, MD	20850	301-251-4800
Baltimore, MD	3700 Commerce Dr., Ste. 906	Baltimore, MD	21227	410-536-9999
Frederick, MD	6809-A Bowmans Crossing	Frederick, MD	21703	301-682-4498
Newport News, VA	127 Production Drive	Yorktown, VA	23693	757-873-3979
Raleigh, NC	511 E. Chatham St.	Cary, NC	27511	919-469-9661
Greenville, NC	4734-C Reedy Branch Rd.	Winterville, NC	28590	252-758-0667
Sarasota, FL	740 Apex Rd.	Sarasota, FL	34240	941-379-1970
Charlotte, NC	D. Ducks Lane, Ste. A	Charlotte, NC	28273	704-334-8683
Greenville, SC	1028 Old Stage Rd.	Simpsonville, SC	29681	864-963-3414
Columbia, SC	3125 Hebron Dr., Ste. 101	West Columbia, SC	29169	803-739-0642
Charleston, SC	4275 Arco Lane, Ste. G	North Charleston, SC	29418	843-302-0101
Winston-Salem, NC	3916 Westpoint Blvd.	Winston-Salem, NC	27103	336-837-0673

Statements regarding company and officer conduct and corporate governance:

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

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

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

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

Is your Company or any of its owners, officers or major shareholders currently involved in any arbitration or litigation? **No**

General Company Information, continued:

Sales tax registrations (partial list):

NC	602-1-060-18993	DC	3500 00053736
SC	09985503-5	KY	078655
VA	12-560651440f-001	TN	101037754
MD	03270044	TX	1-56-0651440-2
AL	68SU17781	WV	56-0651440-001
GA	075-195339	PA	99-343 754
FL	78-8012398207-3	OH	99-012800
NJ	560-651-440/000	MA	261817639
NY	26-1817639	UT	13048193-004-STC
ID	003609345	CO	26-52063-0000
CT	2780039-001	IL	3579-2744
ME	1078467	MI	U56-0651440
MN	7104715	MO	14009111
WI	005-001845244-01		

Industry classifications:

SIC codes: 5072 Hardware, lock distributors
 5031 Door distribution

NAICS codes: 423710 Hardware merchant distributor
 423310 Door merchant distributor

Technical Qualifications:

Primary focus / type of work: Section 8 - doors, frames & hardware; also Section 10 - toilet accessories, toilet partitions, lockers, flagpoles, miscellaneous products.

Class of projects completed: High rise office buildings
Hotels / hospitality
Hospitals / medical centers
Sports / entertainment facilities
Industrial buildings
Retail stores
High tech / laboratories
Schools / universities
Correctional facilities
Churches
Banks / offices
Multifamily condominium / apartments

Technical Qualifications, continued:

- I. Project Name: Union United Methodist Church
 Architect: Living Stones Architect
 General Contractor: Mashburn Const. Co.
 Location: Columbia, SC
- J. Project Name: Air Force Command - Pentagon
 Architect: US Army Corp of Engineers
 General Contractor: Vigil Contractors
 Location: Arlington, VA
- K. Project: New Springs Church
 Architect: Signature Architects
 General Contractor: Trehel Corporation
 Location: Greenville, SC
- L. Project Name: South of Market @ Reston Town Center
 Architect: Smith Group
 General Contractor: Hitt Contracting
 Location: Reston, VA
- M. Project Name: CMC Lincoln Hospital
 Architect: Davis Stokes Collaborative P.C.
 General Contractor: Robins & Morton Group
 Location: Charlotte, NC
- N. Project Name: Fifth District Courthouse - St. George, Utah
 Architect: VCBO Architecture
 General Contractor: Okland Construction
 Location: Salt Lake City, UT
- O. Project Name: Sentara Careplex Hospital Patient Tower
 Architect: HDR Architecture Inc
 General Contractor: Hourigan Construction Corporation
 Location: Newport News, VA
- P. Project Name: Whale Branch High School
 Architect: Hussey, Gay, Bell & DeYoung
 General Contractor: H. G. Reynolds
 Location: Columbia, SC
- Q. Project Name: Hanger 500 Renos & F/A-18 Upgrade
 Architect: Clark Nexsen Architecture & Engineering
 General Contractor: Hourigan Construction Corporation
 Location: Newport News, VA

Technical Qualifications, continued:

- R. Project Name: Wake County Mental Health
 Architect: LS3P Boney
 General Contractor: Clancy & Theys Construction
 Location: Raleigh, NC
- S. Project Name: Pritchardville Elementary
 Architect: Jumper, Carter, Sease
 General Contractor: H. G. Reynolds
 Location: Columbia, SC
- T. Project Name: Harry Parone Stadium
 Architect: Altman Architect Group
 General Contractor: Tyler Const. Co.
 Location: Columbia, SC
- U. Project: Cherokee Reservation Schools
 Architect: Padgett & Freeman Associates
 General Contractor: BE&K Building Group
 Location: Greenville, SC
- V. Project: Winthrop Campus Center
 Architect: DP3 Architects
 Contractor: Leitner Construction
 Location: Columbia, SC
- W. Project: City Plaza
 Architect: Design Strategies
 General Contractor: Triangle Construction
 Location: Greenville, SC
- X. Project Name: Wave Convention Center
 Architect: Tymoff & Moss
 General Contractor: Hourigan Construction Corporation
 Location: Newport News, VA
- Y. Project: Oconee County Hospital
 Architect: Batson Architects
 General Contractor: Rodgers Builders
 Location: Greenville, SC
- Z. Project: Clinton High School
 Architect: Craig, Gaulden, & Davis
 Contractor: China Construction of America
 Location: Columbia, SC

Technical Qualifications, continued:

Major Work Currently Underway:

- A. Project Name: Library of Congress
 Architect: Architect of the Capital
 General Contractor: Architect of the Capital
 Location: Washington, DC

- B. Project Name: Four Seasons Hotel
 Architect: BH&A Architects
 General Contractor: Armanda Hoffler
 Location: Baltimore, MD

- C. Project Name: National Institute of Health Building 4
 Architect: LSY Architects
 General Contractor: Forrester Construction
 Location: Rockville, MD

- D. Project Name: National Naval Medical Center
 Architect: Arch + ive Services
 General Contractor: Vigal Contracting
 Location: Bethesda, MD

- E. Project Name: City Creek
 Architect: Zimmer Gunsul Frasca Architects
 FFKR Architects
 General Contractor: Okland Construction
 Jacobsen Construction
 Location: Salt Lake City, UT

- F. Project: Hoffmeyer Road Elementary School
 Architect: Goforth, Brown, & Associates
 Contractor: Edcon, inc.
 Location: Columbia, SC

- G. Project Name: College Triangle Retail
 Architect: Boynton, Rothschild, Rowland Architects
 General Contractor: Hourigan Construction Corporation
 Location: Newport News, VA

- H. Project Name: Pickens Career Center
 Architect: Jumper, Carter, Sease
 General Contractor: H. G. Reynolds
 Location: Columbia, SC

Technical Qualifications, continued:

- R. Project: Honda Aircraft Facility
 Architect: BWSC Architects
 General Contractor: BE&K Building Group
 Location: Winston-Salem, NC
- S. Project: Converse College Student Housing
 Architect: Neal Prince and Partners
 General Contractor: Harper Corporation
 Location: Greenville, SC
- T. Project Name: Cherry Hospital
 Architect: Freelon Group
 General Contractor: Archer Western
 Location: Raleigh, NC
- U. Project Name: Langley Air Force Base
 Architect: Heery International
 General Contractor: US Army Engineering
 Location: Raleigh, NC
- V. Project Name: Novant Medical Center – Brunswick, NC
 Architect: McCullough England
 General Contractor: Brassfield & Gorrie, LLP
 Location: Charleston, SC
- W. Project Name: Leaphart Elementary School
 Architect: The LPA Group
 General Contractor: Rodgers Builders, Inc.
 Location: Charleston, SC
- X. Project Name: Lee County High School
 Architect: Hite Associates
 General Contractor: American South Contractors
 Location: Raleigh, NC
- Y. Project Name: SAS
 Architect: Davis Kane
 General Contractor: R.N. Rouse
 Location: Raleigh, NC
- Z. Project Name: Whole Barracks
 Architect: U.S. Army Corps of Engineers
 General Contractor: Veteran Construction, Inc.
 Location: Charleston, SC

Staff Resources:

The Cook & Boardman Group, LLC enjoys the talents of its deeply experienced staff in key areas, as illustrated by the table below which summarizes those in roles that typically have direct customer contact.

	<u>Total Staff</u>	<u>Experience Level (A)</u>
Sales consultants	67	52
Project managers	84	48
Detailers /engineers	19	14
Estimators	30	16
Installers	48	27
Managers	18	18

(A) Illustrates those individuals with seven or more years of experience in the Door and Hardware Industry

Financial Information:

Bank reference data:

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

Dun & Bradstreet #: 02-446-9744

Auditors:	Grand Thornton, LLP	Last audit:	September 30, 2010
Opinion:	Unqualified	Debt / capital:	34%
Total assets:	\$57,345,732	Current ratio:	197%
Annual sales:	Exceeds \$100 million		

Bonding Data:

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

Financial Information, continued:

Trade references:

	Supplier & Address	Phone	Fax
1.	Assa Abloy Credit Services (Sargent, Ceco, Curries & other products) 110 Sargent Drive New Haven, CT 06511	N/A	(203) 603-5943
2.	Algoma Hardwoods 1001 Perry Street Algoma, WI 54201	(800) 678-8910	(920) 487-3335
3.	Ingersoll Rand Security Technologies (Schlage, VonDuprin, Steelcraft & other products) Indianapolis, IN	N/A	(317) 715-4486
4.	American Specialties, Inc 441 Saw Mill River Road Yonkers, NY 10701-4913	(914) 476-9000	(914) 476-0688
5.	Marshfield Door Systems, Inc 1401 East Fourth Street Marshfield, WI 54449-7780	(800) 869-3667	N/A
6.	Republic Door & Frames 155 Republic Drive McKenzie, TN 38201	(800) 733-3667	(731) 352-2556

Insurance Information:

Agent / Broker, property, casualty & liability lines:

Wells Fargo Insurance Services, Inc.
6100 Fairview Road, Suite 800 (28210)
P.O. Box 220748, NC1410
Charlotte, NC 28222-0748

Phone: (704) 366-8834

Carrier: Hartford Casualty Insurance Company

Policy form: Occurrence based

Insurance Information, continued:

Type Coverage	Policy #	Expiration	Limit – Occurrence	Aggregate
General liability	45UUNKH2929	4-30-2011	\$1,000,000	\$2,000,000
Auto liability	45UENKH2714	4-30-2011	\$1,000,000	N/A
Umbrella	45RHUJP9297	4-30-2011	\$15,000,000	\$15,000,000
Workers’ comp	45WBJI2432	4-30-2011	\$1,000,000	\$1,000,000

Safety Information:

Experience Modification Rate (EMR) from workers’ compensation bureau: .95

OSHA log information:

	2008	2009	2010
Fatalities	none	none	none
Lost & restricted workday cases	1	1	2
Medical treatment cases	2	5	17
Lost workday cases	1	1	2
Employee hours worked	305,584	246,759	699,143
Recordable incidence rate	2.6	4.9	2.0
Lost workday incidence rate	.6	.8	.3

OSHA violation citations in last three years: None

Written safety program in place: Yes

Substance abuse policy: Yes, pre-employment & post accident