



IROQUOIS

MATERIALS · TRUCKING · CONSTRUCTION SERVICES

CAPABILITY STATEMENT

Iroquois Bar Corp.

Certifications

SBA 8(a), DBE, MBE

Address

**Iroquois Bar Corp.
155 Commerce Dr.
Lackawanna, NY 14218
Phone: (716) 270-0433
Fax: (716) 824-5313**

Thomas Saia, President

A Native American Owned Business

Table of Contents

Table of Contents	i
Company Overview	2
NAICS Codes	3
SIC Codes	3
Services Offered.....	3
Iroquois Bar Corp. Divisions	4
General Construction.....	4
Concrete Supply	4
Trucking Services	5
Reinforcing Steel	5
Organizational Chart	6
Key Personnel	7
Thomas Saia – President	7
Dave Lichner – Operations Manager	7
Arnold Collier – Business Development	7
Christopher Beal –Construction Division Manager	7
Dave Lichner Jr. – Rebar Division Manager.....	7
Major Equipment List	9
Service Approach	9

Company Overview

Iroquois Bar Corp. (IBC) is a Section 8(a), MBE and DBE certified, Native American-owned firm that performs a variety of construction-related services. In 1999, IBC began its business operations in New York State by offering reinforcing steel fabrication and installation services. IBC has since expanded into several divisions—General Construction, Trucking Services, Concrete Supply, and Reinforcing Steel.—that work together to provide a complete set of construction-related services.

The various divisions of IBC supply concrete, aggregate, blacktop, trucking, rebar, building construction and project management services for a variety of public and private organizations. IBC owns and operates a fleet of redi-mix concrete trucks and dump trucks, a tractor and trailers. Our corporate headquarters, located in Lackawanna, NY, contains office space for all of the company divisions, as well as our reinforcing steel fabrication shop and fleet maintenance facilities.

IBC currently works on projects as both a prime contractor and subcontractor primarily in New York, Pennsylvania and Ohio, but the organization is actively seeking opportunities to expand into markets throughout the country. IBC can supply projects of all sizes with reinforcing steel, general construction, trucking and concrete needs. IBC's scope of work has ranged from small concrete flatwork to hundred million dollar casinos and federal buildings.

The gross annual sales of IBC are between \$7–9 million. IBC currently has a bonding capacity of \$3,000,000 per project with a total capacity of \$5,000,000. While the majority of work done in the construction industry is seasonal, IBC maintains a yearly average workforce of 45 people with a peak of around 95 people in the summer. The field employees are members of professional trade unions as teamsters, ironworkers, laborers, carpenters, concrete finishers as well as maintenance and office staff.

DUNS Number: 086915100

CAGE Code: 35FP2

Bonding Capacity: \$3,000,000 / Project \$5,000,000 Aggregate

Certifications:

IBC has been **Section 8(a) certified** by the Small Business Administration (SBA) since December of 2007. Under this certification, IBC is qualified to work as a contractor on federal government agency contracts that are offered under the “Set-Aside” procurement program. The SBA has also certified IBC as a Small Disadvantaged Business.

In addition, IBC holds the following certifications:

- **Minority Business Enterprise (MBE)** – State of New York, County of Erie, Niagara Frontier Transportation Authority, New York State Dormitory Authority, Empire State Economic Development, Upstate New York Minority Supplier Development Council
- **Disadvantaged Business Enterprise (DBE)** – New York State Department of Transportation and Pennsylvania Department of Transportation, New York New Jersey Port Authority, Ohio Department of Transportation, New Jersey Unified Certification Program

Website: www.IroquoisBar.com

NAICS Codes

212312 – Crushed and Broken Limestone Mining and Quarrying
236210 – Industrial Building Construction
236220 – Commercial and Industrial Building Construction - **Primary**
237310 – Highway, Street, and Bridge Construction
237990 – Other Heavy and Civil Engineering Construction
238110 – Poured Concrete Foundation and Structure Contractors
238190 – Other Foundation, Structure, and Building Exterior Contractors
238910 – Site Preparation Contractors
238990 – All Other Specialty Trade Contractors
327320 – Ready-Mix Concrete Manufacturing
327390 – Other Concrete Manufacturing
332312 – Fabricated Structural Metal Manufacturing
423390 – Other Construction Material Merchant Wholesalers
532411 – Transportation Equipment Rental and Leasing
532412 – Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing
532490 – Other Commercial and Industrial Machinery and Equipment Rental and Leasing
541618 – Other Management Consulting Services
562910 – Remediation Services

SIC Codes

1541 – Industrial Building and Warehouses
1542 – Nonresidential Construction
1611 – Highway and Street Construction, NEC
1629 – Heavy Construction, NEC
1771 – Concrete Work
1791 – Structural Steel Erection
1795 – Wrecking and Demolition Work
3271 – Concrete Block and Brick
3273 – Ready-Mixed Concrete
3441 – Fabricated Structural Metal
3449 – Miscellaneous Metal Work
5032 – Brick, Stone, & Related Materials
5039 – Construction Materials, NEC
8741 – Management Services

Services Offered

- Building Construction Including Remodeling and Select Demolition
- Project Management Services
- Concrete Delivery and Supply
- Mobile Concrete Supply Including Portable Batch Plants and Site Specific Needs
- Concrete Slabs and Foundations
- Furnish and Deliver Aggregate and Blacktop
- Trucking Services for Construction Materials (Dump Trucks, Tractors, and Trailers)
- Supply, Installation and Fabrication of Reinforcing Steel (i.e., Rebar)
- Equipment Rental

Iroquois Bar Corp. Divisions

Iroquois Bar Corp. currently has four divisions: General Construction, Concrete Supply, Trucking Services, and Reinforcing Steel. The four divisions are detailed below, along with some sample projects.

General Construction

The Construction division self performs select demolition, cut and patch, concrete flatwork, utility installations, security fence installation, and site work. Iroquois performs as both a Prime Contractor and as a Subcontractor on various publically owned projects. We also handle construction management tasks for all aspects of building construction, and larger scale site work projects.



Project: Buffalo Public School #76

Work Description: Removed three story section of building and an interior staircase to make room for the new three story addition seen to the left

Value: \$580,000

Concrete Supply

Our concrete division currently owns and operates 18 concrete mixer trucks. This division has supplied the materials for some of the largest projects in Western New York, including the First Niagara Center (home of the Buffalo Sabres) and the Buffalo Niagara International Airport. Our staff also has the experience of setting up portable batch plants for project specific concrete needs.



Project: United States Coast Guard – Sector Buffalo

Work Description: Provided concrete for all aspects of building construction and parking lots along with security fence installation.

Value: \$4,132,563 (total contract)

Trucking Services & Aggregate Supply

The trucking division of Iroquois owns and operates thirteen (13) dump trucks and one (1) tractor trailer. We focus on the supply of aggregate and blacktop for major construction projects along with the transportation and disposal of spoils. During winter months, we focus on snow removal operations for various publically and privately owned facilities.



Project: New York State Thruway I-90 Reconstruction

Work Description:

- Concrete paving
- Aggregate and blacktop trucking service
- Site work and excavation
- Rebar installation for bridges

Value: \$4,912,000
(Combined)

Reinforcing Steel

Our reinforcing steel division focuses on the installation, fabrication and supply of reinforcing steel for building and bridge concrete foundations. The Iroquois Bar Corp. reinforcing steel fabrication shop, located in Lackawanna, NY, specializes in reinforcing steel shearing, bending, and special order items such as masonry dowels, parapet bars, and other uniquely-shaped bent bars. Iroquois Bar Corp. has the resources necessary to support the supply, fabrication and installation of reinforcing steel for projects of any size.



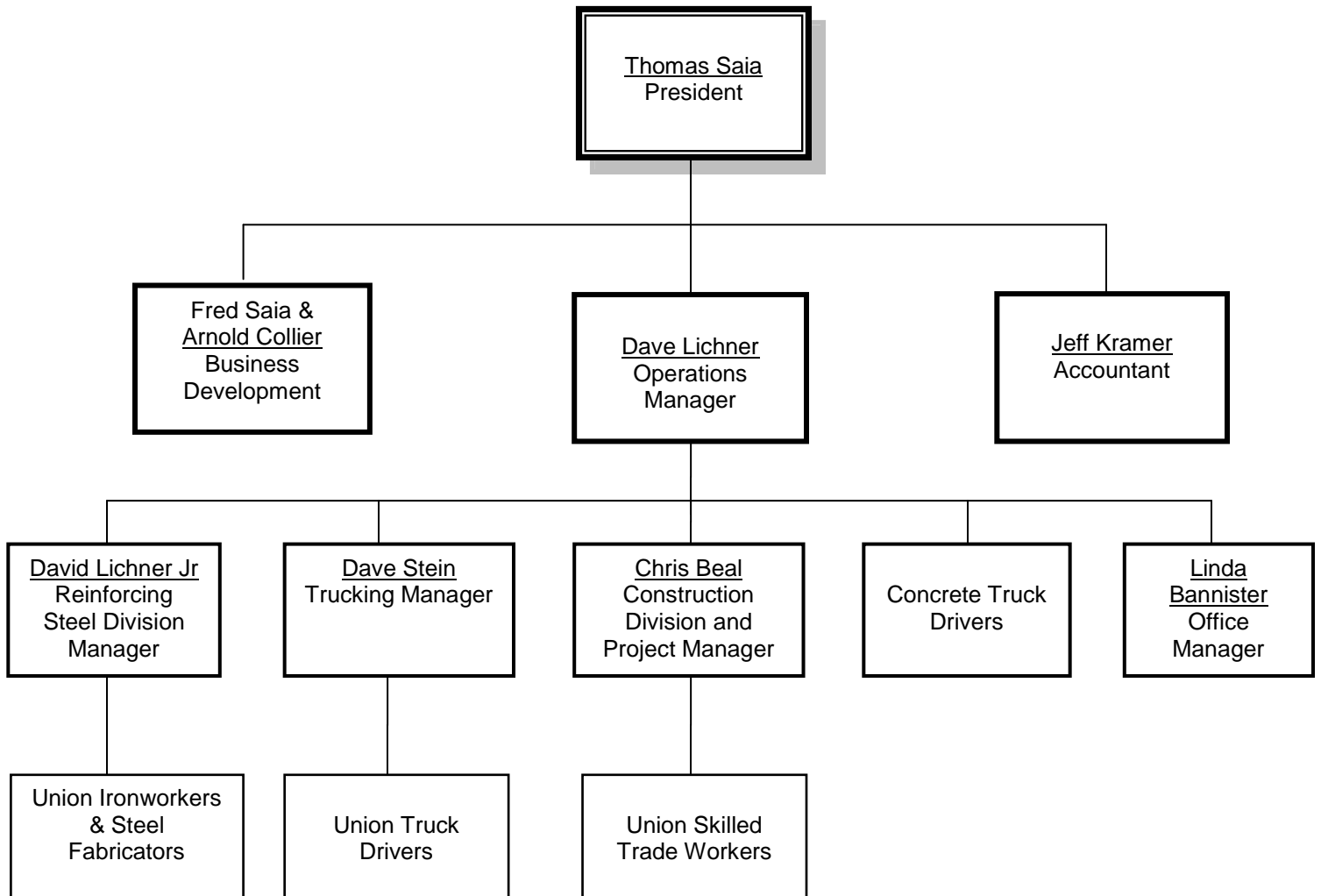
Project: Greenpac / Norampac Paper Mill

Work Description:

- Installed approximately 2,000 tons of reinforcing steel

Value: \$1,024,000

Organizational Chart



Key Personnel

Thomas Saia – President

Cell Phone: (716) 913-6764 | E-mail: TSaia@IroquoisBar.Com

Tom began his construction career as an employee of his brother's fence installation company. Tom quickly rose to the level of project supervisor and managed crews in the field. As his brother's company expanded, Tom began to learn about the redi-mix concrete business and how to batch concrete. In 1999, Tom decided to start his own company, Iroquois Bar Corp. IBC started as a fabricator and installer of reinforcing steel (rebar). In 2006, Tom added a fleet of redi-mix concrete trucks and dump trucks to his company. In 2007, Tom added a general construction division to Iroquois Bar Corp.

Dave Lichner – Operations Manager

Cell Phone: (716) 512-8426 | E-mail: DLichner@IroquoisBar.Com

Dave Lichner has over 15 years of experience dealing with concrete mix designs and day-to-day operations of redi-mix concrete companies. Dave also has approximately 10 years of accounting experience. Dave performs a number of different functions for IBC, including managing the daily operations of the organization and overseeing the managers of the various company divisions, the office staff, and the maintenance department. With his years of industry experience and management skills, Dave has been a valuable asset to IBC since joining the firm in 2006.

Arnold Collier – Business Development

Cell Phone: (716) 583-1683 | E-mail: ACollier@IroquoisBar.Com

Arnold Collier has been with the organization since 2001 and managed the trucking division from 2004 to 2010. A graduate of Niagara University, Arnold has a Computer Information Science background. Arnold is currently in charge of finding new projects to bid and developing areas of growth for the company.

Christopher Beal – Construction Division Manager

Cell Phone: (716) 583-2233 | E-mail: CBeal@IroquoisBar.Com

In 2006, Chris joined Iroquois as the manager of the Construction division. Chris' primary focus is on managing, scheduling, and estimating general construction projects. With over 18 years of experience in the industry, Chris also has two degrees: a B.P.S. in Architecture and a B.S. in Engineering. Chris worked as a heavy highway project manager and an estimator for seven years, as well as a general contracting field supervisor for over six years.

Dave Lichner Jr. – Rebar Division Manager

Cell Phone: (716) 901-6191 | E-mail: DLichnerJr@IroquoisBar.Com

Dave joined the Iroquois team in 2010 to manage the rebar division after working in the industry for over 12 years. Dave's focus has always been on concrete and concrete reinforcing. Dave's previous position was Manager of Special Projects for a large precast concrete manufacturing company. He has a Bachelors degree in Geophysics, a minor in Geographic Information Systems, and was enrolled in a Civil Engineering program with an emphasis on Construction Management.

References

Customer: L.P. Ciminelli

Project: Robert H. Jackson Federal Courthouse

Project Location: Buffalo, NY

Contract Amount: \$300,000

Customer Contact: Dar Almeter

Project Description:

Iroquois Bar installed the rebar for the Robert H. Jackson Federal Courthouse project in Buffalo, NY. IBC also hauled away debris from the building that previously occupied the site. Our contract with L.P. Ciminelli was valued at roughly \$300,000. The prime contractor's estimated total cost of this project is \$123 million.

Customer: Quackenbush Co., Inc.

Project: Erie County Pump Stations

Project Location: Orchard Park, NY

Contract Amount: \$550,000

Customer Contact: David Quackenbush

Project Description:

Iroquois Construction served as the construction manager for the building of two pump stations located in Orchard Park, NY. Iroquois Construction performed a large portion of this project with our union forces. The buildings were approximately 1,600 square feet each, not including the full basement.

Recently Completed and Current Federal Projects:

Agency: United States Coast Guard

Contract #: HSCG47-10-C-3EFK13

Project Location: Buffalo, NY

Contract Amount: \$4,135,063

Project Title and Description: Design / Build Facilities Recapitalization and Site Consolidation. Import roughly 23,000 yards of dirt fill, erect a 3,800square foot LEED certified steel building, decorative and temporary fencing, and a new utility infrastructure for future development.



Agency: 107th Airlift Wing

Contract #: W912PQ-09-C-0037

Project Location: Niagara Falls, NY

Contract Amount: \$169,656

Project Description: This project involved removing the existing airfield stripping, laying out and installing new stripping along with installing aircraft tie-downs.

Agency: 107th Airlift Wing

Contract #: W912PQ-10-C-0002

Project Location: Niagara Falls, NY

Contract Amount: \$59,971

Project Description: Install new fencing, gates and control panels for airfield access.

Agency: Department of the NAVY (Naval Undersea Warfare Center)

Contract #: N40085-11-C-2151

Project Location: Dresden, NY

Contract Amount: \$388,280

Project Description: Dredge the marina area of approximately 2,000 yards of material. The material was the staged on land and allowed to dry. The material was then transferred to a local landfill for disposal as required by the Army Corps. of Engineers permit.

Major Equipment List

Item	Number Owned
Redi-Mix Concrete Trucks (2 with Conveyors)	18
Volumetric / Mobile Concrete Mixer Trucks	3
Portable Cement Silos	3
Tri-axle / Tandem Axle Dump Trucks	13
Heavy Haul Tractor	1
102" x 48' Flatbed Trailer	1
Live Bottom Conveyor Belt Trailer (Aggregate and Blacktop)	1
Portable Hot Water Heaters (Cold Weather Concrete)	2
Tow Behind Air Compressors	3
Concrete Power Buggy	1
Portable Electric Generators	2
Skid Steers	2
Rebar Shear	1
30' Scissor Lift	1
40' Man Lift	1
65' Man Lift	1
Tow Behind Light Tower	1
Rebar Bending Tables	2
Misc. Construction Hand Tools	N/A

Service Approach

Iroquois Bar Corp. operates under the philosophy that customer service is the most important aspect of our business. Our success is due in large part to our repeat customers and the long-term relationships we have created. Customers can reach any member of our IBC team at any time of the day to address their concerns and resolve any issues that may arise. We take pride in knowing that we do the best job possible for every customer. IBC is constantly looking for ways to improve and we welcome customer feedback.