



HIGGINS ELECTRIC



Qualifications Statement

1360 Columbia Highway
Dothan, AL 36301
334.793.4859

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General Company Information

Higgins Electric was established by Josh Higgins in 1932 to serve the developing electrical needs of the region surrounding Dothan, Alabama. In 1954, Josh handed over the reins of his business to his son, Wayne Higgins. Wayne continued to grow and add services to Higgins Electric. By 1988 he retired and sold the business to the present day owners. Our capabilities continue to expand in response to the needs of our customers. Higgins has design/build capabilities ranging from simple motor or generator installations to complete electrical designs for entire manufacturing and industrial plants. We offer automation and controls service, and electrical maintenance and repair service. Though our market is predominately in the Southeast United States, we have also completed projects in foreign countries such as Mexico and Uzbekistan.

From the early days of transformer and electric motor repair to engineering design of electrical systems, customer service has always been the foundation of our business philosophy. Maintaining and developing a local base of clients is top priority. Our clients of the past are our promise of success in the future. Wherever their next project may be, they often take Higgins Electric with them. We are very proud of our company heritage and take great satisfaction in the success of our clients.

In 2016 we moved into our new 25,000 square foot facility located at 1360 Columbia Highway in Dothan, Alabama. The building includes 7000 sq. ft. of engineering and offices, 3000 sq. ft. for our UL Panel Shop and 5000 sq. ft. of warehouse space with a 10,000 sq. ft. receiving and shipping dock.

The backbone of Higgins Electric is our team of valued employees. They are experienced, trained, equipped and dedicated to providing customers with quality, dependable service. Our technicians are certified for many different maintenance and design tasks in a constantly changing industrial marketplace. These skilled craftsmen receive factory training and regularly participate in continuing education and safety training. They maintain their certification and stay informed of our industry's latest techniques, developments and technologies.

We employ about 90 people, and have extensive experience in the installation and repair of large switchgear and electrical apparatus. Some of our existing and longtime customers include Alabama Power, Birdsong Peanut, Florida State University, Engineered Systems, Flowers Hospital, Georgia Pacific, Golden Peanut, LMC, Southern Company, Southeast Health, Verizon, and Wayne Farms.

Capabilities

Engineered services, design, construction and maintenance of industrial electrical systems and equipment are key components for Higgins Electric. From a simple service call to complete industrial electrical design, we are capable and ready to undertake your project.

Construction projects vary in size and complexity from remote telecommunication centers to complete manufacturing facilities. Our service technicians maintain generators, draglines, concrete and asphalt plants, and many other industrial facilities.

Higgins Electric is staffed and equipped to perform new construction, major shutdowns, expansions, plant relocations and contract maintenance service – operating with your budget in mind.

We promote safety as a priority with weekly safety training and employ an on staff safety manager. We train every employee in OSHA, MSHA and proper handling of equipment. We work closely with plant personnel to ensure compliance with your safety standards.

Higgins offers a 508 UL Listed panel shop. Our panel builders are trained to the highest standards of panel building. From concept to design, we offer complete control systems for your machine applications. Factory trained technicians have the experience and tools to provide clients with reliable, reasonably priced and easy to maintain control systems.

Engineering

- Arc flash analysis
- Energy cost audits
- Power factor correction
- UL panel shop for custom control systems
- Engineered Services
- AutoCAD services

Automation

- Automation and control design
- HMI and PLC programming expertise capable of design and troubleshooting
- Support hardware
- Networking for instrumentation
- Data logging and backup systems
- Production management systems

Construction

- Design-build electrical systems
- Engineered systems
- Plant expansions
- Industrial lighting systems
- MSHA certified E750
- OSHA certified
- Bucket and derrick trucks

Service

- On-call and after hours, 24 hours/day, 365 days/year
- Factory trained service department
- Fully trained AC and DC drive technicians
- Generator – emergency services
- Contract maintenance
- Fiber optic cable splicing
- Ground testing
- IR surveys
- Shutdown and emergency services

Estimating and Scheduling Capabilities

Higgins' estimators/project managers have over 150 years of combined experience in the electrical construction industry. They predominately have industrial experience and fully understand the complexities involved in installing large chillers, complex control systems, cooling towers, large motors and drives, switchgear, transformers, and generators. Our estimators use a combination of in-house designed spreadsheets and CONEST estimating software to price jobs.

We realize that on projects of this size, many trades will be involved. Our scheduling of projects incorporates the ordering and proper delivery of major equipment, timetables, and schedules provided to us by the owner or general contractor and the use of Microsoft Project to schedule our portion of the project. All of these factors will then be built into an agreed upon schedule with the owner or general contractor. At this point, the proper supervision of the project is the key to meeting the agreed upon schedule.

Approach to Timely Project Completions

Higgins Electric uses computer aided software to schedule our projects initially. After this schedule is completed, the proper supervision of the project is critical to insure a timely completion. We carefully monitor delivery schedules of all major equipment on a weekly

basis. The labor portion of the job is carefully monitored comparing the actual progress vs. the schedule and then providing the proper manpower for the job. When material deliveries & proper manpower are closely supervised, pre-determined schedules can be met.

Quality Control

Higgins quality control involves both pre-job and actual job elements. We provide ongoing training for our employees concerning safety issues as well as both technical and National Electrical Code issues. Our employees use the National Electrical Code daily and are fully trained on electrical installation practices before any job starts.

Once a job begins, our approach is to carefully review specifications vs. submittals on all materials ordered to insure compliance. Proper supervision then becomes the major factor in assuring quality control. Early coordination with the owner, architect, engineer, and general contractor insures that all parties are in agreement on quality standards. At this point, supervision is the key. Toward the end of any job, early coordination prevents long punch lists.

Customers

Automotive Industry

- BORBET
- SCA
- Smart
- Woo-shin

Education Industry

- Florida State University
- Houston County Board of Education
- Troy State University
- Wallace College

Forest Industry

- ENVIVA
- Georgia Pacific
- Great Southern
- Howell Plywood
- Rex Lumber

Food Processing Industry

- American Peanut Growers
- Birdsong Peanut
- Golden Peanut
- Olam Edible Nut
- Pilgrim Pride
- Premium Peanut
- Southern Ag Con
- Wayne Farm
- Baking Industry

General Contractors

- Couch
- Construction Partners
- Engineered Systems
- LMC
- R.F.W.
- Smith's Inc.
- Bailey-Harris
- Register Construction

Customers (Continued)

Hospitals

- Community Health Services
- Enterprise Medical Center
- Flowers Hospital
- Gilmore Hospital
- Jackson Hospital
- Southeast Health

Utility Industry

- Alabama Power
- City of Dothan
- Pea River Electric Co-op
- Wiregrass Electric Co-op

Officers and Management

Officers

Jim Knighton, EE, *President*

David Deese, *Vice President*

Watson Downs, *Secretary*

Corporate Organization

Jim Knighton, EE, *President*

David Deese, *Construction Manager*

Gary Granger, *Business Development Manager*

Randy Smith, *Comptroller*

Dustin McCord, PE, *VP of Engineering*

Garon Standifer, PE, *Engineer*

Keith Crews, *Automation Manager*

Josh Lanier, *Automation Specialist*

Mike Crawford, *Automation Specialist*

Patrick Daniels, *Automation Specialist*

CK Merrill, *Project Manager*

Michael Gorland, *Project Manager*

John Shelley, *Safety Manager*

Résumés

Jim Knighton

President

Jim has over 48 years of experience in the electrical construction and automation industries. He has an Electrical Engineering degree from Georgia Tech and an MBA from the University of Virginia. He has completed numerous design/build projects on entire industrial plants. Jim has electrical contractors licenses in 5 states.

David Deese

Electrical Construction Manager

David has 28 years of experience in the electrical industry. He has 5 years of experience as an electrician, 12 years as an estimator, and project manager, and 11 years as a Construction Dept. Manager for Higgins Electric. David holds Master Electricians Licenses in multiple states (See Licenses Below).

Gary Granger

Business Development Manager

Gary has 31 years in the electrical construction industry and 10 years in electrical distribution industry. He has 14 years as a Construction Manager and 17 years as Business Development for Higgins Electric. He has been involved with numerous design build projects and has done bid /spec work his entire career.

Randy Smith

Comptroller

Randy has 20 years in the electrical industry. He has a Bachelor's Degree in Business Administration from Troy State University and a minor in Computer Information. He has 3 years of experience as a purchasing agent and 17 years in a comptroller role.

Dusty McCord

PE - VP of Engineering

Dusty is responsible for the management and oversight of all engineering projects. He has a combined 13 years of experience in the electrical construction and design and automation industry. Dusty earned his Bachelor of Electrical Engineering degree from Auburn University in 2008 and is a registered professional engineer in multiple states across the U.S. His experience includes electrical systems design for new construction and renovation of industrial facilities, office buildings, restaurants, and doctors offices.

Résumés (Continued)

Garon Standifer

PE - Engineer

Garon Standifer has 13 years of experience in the electrical industry. His responsibilities include electrical engineering studies, short-circuit and arc-flash hazard analysis, and design reviews for code requirements and compliance. He has experience as a system engineer in the nuclear power industry and as an electrical utility protection and control test engineer since 2012. He has a Bachelor of Electrical Engineering degree with a minor in Business from Auburn University (2008) and Power Systems Certificate from the University of Alabama at Birmingham (2010). He is a member of the Institute of Electrical and Electronics Engineers.

Keith Crews

Automation Manager

Keith has 30 years of experience in the automation and electrical design industry. He has Associates degrees in Industrial Electricity, Industrial Electronics and Air Conditioning and Refrigeration. He holds an Air Conditioning Contractors License and a Refrigeration License in the state of Alabama. He has 25 years of experience as a Plant Automation Specialist, project manager and programmer. He has been involved in many projects in different industries.

Mike Crawford

Automation Specialist

Mike has over 30 years of industrial automation experience in the fields of manufacturing, water, wastewater, oil and gas. He is a software specialist in the area of data acquisition and reporting, Scada design and implementation, IIOT, database design, and network topologies. His expertise includes motion control vision systems, barcode, material handling, and PLC/database transactional systems.

Patrick Daniels

Automation Specialist

Patrick has 17 years of experience with engineering project management in mechanical design and electrical automation. His expertise is Mechatronics by engineering machinery and systems integrations from the ground up as well as focusing on both problem solving current mechanical and electrical systems. He is proficient in both Solid Works and AutoCad design.

Résumés (Continued)

Josh Lanier

Automation Specialist

Josh has an associates degree from Trenholm State Technical College, and certificates for Electrical Power Distribution, Studio 5000 Logix Designer Level 1, Python Programming, Skilled Craftsman Class, I&E Precision Maintenance, and Control Valve Essentials.

C.K. Merrill

Project Manager

C.K. has 12 years of experience in the electrical construction industry. He has a Bachelor's Degree in Business Administration from Auburn University. He has 5 years field experience/customer service and 7 years as a project manager.

Michael Gorland

Project Manager

Michael has 11 years of experience in the electrical construction industry. Since starting at Higgins, Micheal has been involved as an automation and control technician, programming and commissioning automation projects, and project management. He has an associates degree in Applied Sciences of Electrical Technology.

John Shelley

EE - Safety Manager

John has 32 years of experience in the electrical industry. He has a Bachelor's Degree in Electrical Engineering from the University of Texas at Tyler and an Associate Degree in Electronics from the U.S. Navy. He has 7 years of experience as an electrical supervisor and works in project management and estimating.

Credentials

Customer References

Turner Jones

Dothan Warehouse
Dothan, AL
334-793-6003

Brent Brown

Shaw, IND.
Dalton, GA
706-260-1171

Bill Mara

Alabama Power
Birmingham, AL
205-257-3696

Watson Downs

Engineered Systems
Dothan, AL
334-794-6722

Joey Trice

Birdsong Peanut
Colquitt, GA
229-758-3520

Marcus Carter

LMC
Donalsonville, GA
229-524-2197

Todd Youngblood

Howell Flooring
Dothan, AL
334-792-1197

Neil Martin

Wayne Farms
Dothan, AL
770-540-9720

Bank Reference

Loretta Shapiro

ServisFirst Bank
4801 West Main Street
Dothan, AL 36305
334-340-4300

Credentials (Continued)

Trade References

Mayer Electric Corporation

1390 Columbia Highway
Dothan, AL 36303
FAX: 334-671-9626
Fax only – Attn: Nancy Richardson

United Rentals, Inc.

6125 Lakeview Road, Suite 300
Charlotte, NC 28269
FAX: 704-921-1856
Fax Only – Attn: Bob Muncy

Stewart C Irby, Co.

815 Irby Drive
Jackson, MS 39201
Contact: Johnny Halstead
Dothan, Alabama

Bonding Company & Agent

Fidelity & Deposit Company of Maryland c/o Turner Insurance & Bonding

P.O. Drawer 230789
Montgomery, AL 36123

Licenses

Alabama	841 (Electrical Contractor)
Alabama	24636 (General Contractor)
Arkansas	0219160512
Florida	EC0001608
Georgia	EN210510
Kentucky	CE63769
Mississippi	13001
North Carolina	22787-U
South Carolina	M112211
Tennessee	00063709
Virginia	2705 135269A
Johnson County KS.	2017-7797

Certificates of Authorization - Engineering

Alabama	CA-4645-E
Florida	33242
Georgia	PEF007523
Mississippi	E-29999
Tennessee	7521
Arkansas	3592

MSHA #E750