

GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service *Authorized Federal Supply Schedule Price List*

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.GSAAdvantage.gov>.

Schedule for - Logistics Worldwide (Logworld)

Federal Supply Group: 874V **Class:** R706

Contract Number: GS-10F-0229M

For more information on ordering from Federal Supply Schedules
click on the FSS Schedules button at <http://www.fss.gsa.gov>

Contract Period: April 05, 2002 through April 04, 2012

Contractor: Tompkins Associates, Inc.
6870 Perry Creek Road
Raleigh, NC 27616 5139

Business Size: Large Business

Telephone: (919) 855-5468

Extension:

FAX Number: (919) 872-9666

Web Site: www.tompkinsinc.com

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Contract Administration: Kelly Reed

CUSTOMER INFORMATION:

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 874-501, 874-503, 874-505, 874-506
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.**
- 1c. **If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.**
2. **Maximum Order:** \$1,000,000.00

(CUSTOMER INFORMATION: Continued)

3. **Minimum Order:** \$300.00
4. **Geographic Coverage (delivery Area):** Domestic and Overseas
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See Attachment.
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** No
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery.** The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. **Overnight and 2-day delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. **Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 13b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. **Payment address(es):** Same as company address
15. **Warranty provision.:** Contractor’s standard commercial warranty.
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor

(CUSTOMER INFORMATION: Continued)

18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
- 24b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:** www.Section508.gov/.
25. **Data Universal Numbering System (DUNS) number:** 03-7148228
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Registered

Tompkins Associates Information

General Information: Tompkins Associates is a logistics and supply chain consulting company that has been in business since 1975. We focus on the organizations overall operating environment to provide the best solution to optimize the overall supply chain. Our services will enable government agencies to make significant and lasting improvements in logistics and supply chain operational efficiency and customer satisfaction while reducing total operating costs.

Emphasizing integrated solutions, our Total Operations process unites industry best practices, technical knowledge, information technology, and training. For over 25 years, Tompkins has delivered real solutions, providing measurable results in key markets. Tompkins will help government agencies achieve measurable operational improvements that include:

- Reduced Costs
- Improved operations reliability
- Continuous flow of goods through the supply chain
- Improved customer satisfaction
- Freeing trapped capital and improved accounting

Project Approach: Many of our projects follow a three-phased approach to deliver the total solution. Those three phases are strategic planning, detail planning, and implementation. Through these three phases requirements and opportunities for improvement are identified, detailed specifications are developed, equipment and software is purchased or developed, and the solution is tested and implemented. For many customers all three phases will not be required, and each phase is capable of standing on it's own. The three phases are described in greater detail below:

- **Strategic Planning**—Tompkins helps government organizations plan for where they are today and where they need to be tomorrow. Strategic planning defines the operational storage, throughput capacity, and requirements of the supply chain including labor, equipment, systems, and facility modification or the design of a new facility over a multi-year planning horizon. Our strategic planning process consists of establishing objectives and priorities, defining functional and operating requirements, identifying and documenting alternatives, evaluating the alternatives, recommending a preferred alternative, and developing an action plan. A strategic plan enables government organizations to improve performance over time and be more responsive to customers. It will also enable government agencies to lay the framework for continuous improvement and reduced operating costs.
- **Detail Planning**—Tompkins works with the government's team to develop an implementation plan that forms the foundation for operational success. Detailed planning is the next logical step in the planning process and Tompkins will bring in the right experts to ensure project success. We provide detailed planning for all resources including, but not limited to, facilities, space, equipment, vehicles, labor, information systems, implementation and installation. Tompkins identifies the functional needs in each area, customizes the evaluation process based on the needs of the organization, and provides an unbiased selection process for equipment, systems, and construction services. Detailed planning sets the stage for implementation and Tompkins will ensure that projects are set up to succeed. This will result in less time and money required for successful project implementation.
- **Implementation**— For a plan to be useful it must be able to be implemented. Tompkins will provide implementation assistance every step of the way. We will work with key government managers and other contractors to ensure the plan is successfully carried out. Implementation includes defining the implementation schedule, defining the roles and responsibilities of everyone

Tompkins Associates Information

on the implementation team, establishing a communications plan, installation, debugging and correcting operations, training, and auditing the results to ensure compliance. Tompkins expertise in implementing major supply chain projects and implementing all required resources will reduce the total implementation cost and produce the expected results. Successful implementations will enhance the public's confidence in the government and conserve scarce capital.

The Logistics Worldwide services that we provide include:

Supply and Value Chain Management—Tompkins develops distribution strategies and networks that will improve performance and reduce operating costs. Tompkins enables government organizations to achieve supply chain excellence. Tompkins does not pursue the just-in-time, quick response or efficient consumer response fads. Instead, our Total Operations expertise is used to develop practical answers to your logistics challenges while focusing on achieving excellent customer satisfaction and minimizing inventory and total costs.

- **Distribution Network Configuration**—Tompkins will determine the number and location of distribution centers and manufacturing/rebuild facilities to maximize customer satisfaction while minimizing operating costs.
- **Warehouse Strategic Planning** – Through planning, Tompkins helps you achieve optimal facility configuration. This includes selection of the most efficient storage designs, material handling systems, and warehouse management systems to optimize operational efficiencies at each warehouse.
- **Site selection** – This includes evaluation of existing structures and new sites. Beyond investment costs, site selection involves evaluating utilities, fix-up costs, support services, community desirability, and incentive packages.
- **Technology solutions** – Tompkins delivers the information systems component of your total supply chain solution, bridging the gap between software capabilities and the realization of a successful implementation. We drive software implementations by bringing people, technology, and operational experience together, enabling organizations to achieve real results. Our focus is on specific management and execution software tools that leverage Tompkins experience and knowledge base. Tompkins technology services incorporate industry best practices that lead to real results in the following areas:
 - Increased inventory accuracy
 - Real-time communication with supply chain partners
 - True results not just implemented software
 - Increased ability to achieve supply chain excellence
 - Reduced implementation and operations costs
- **The technology solutions we provide include:**
 - System assessment and consultation
 - System modernization
 - Information processing systems analysis, design and implementation for
 - Warehouse Management Systems- The intelligent warehouse is a core component of an effective distribution network. The intelligent warehouse begins with the integration of computer systems including order entry and acceptance, inventory management, warehouse management, and accounting. Additionally, material handling equipment,

Tompkins Associates Information

storage equipment, and personnel must be integrated into the process for a truly intelligent warehouse. Intelligent warehouses justify and implement Warehouse Management Systems that satisfy their specific and unique supply chain needs.

- Demand Planning Systems - Forecasting and planning for peaks and valleys in orders and shipments requires a deep view into your supply chain. Demand planning systems allow you to forecast demand and review past response to logically determine what to expect from the market. It can help you stop creating obsolete inventory or eliminate paying restocking costs when items do not sell. Demand Planning is a critical component in achieving Supply Chain Synthesis.
- Integrated Equipment Control Systems - State of the art conveyor control systems, automated search and retrieval systems, and Pick-to-light systems are all critical logic control systems that will integrate with the Warehouse Management System for the highly complex or high volume warehouse. Tompkins combines personnel processes for order fulfillment and logic control systems to achieve the best solution.
- Transportation Management Systems - The success of any supply chain is due in large part to the efficiency of the distribution system that ties each member to the other. The benefits of paper technology outside of the four walls of the warehouse or Distribution Center have been only recently realized; hence the increasing popularity of the TMS, even in smaller facilities and supply chains. The TMS helps companies make educated, efficient decisions about their private fleets and the many shipping options available to them. Tompkins' commitment to the increased productivity of the supply chain does not end at the warehousing facility; it stretches past the dock configuration, outside to the shipping yard, and beyond the perimeter of the organization to maximize shipper and customer discounts and assign carriers based on competitive rate evaluation.
- Best practices audit and implementation
- Vendor selection - Tompkins tailors its system selection services to meet the unique needs of each specific operation. The Tompkins Intelligent Select process offers companies two approaches: Rapid Select and Independent Select.
 - Rapid Select is a fast-track approach utilizing Tompkins's partnerships with best-in-breed information technology (IT) vendors. Rapid Select starts with Tompkins identifying key processes and mission-critical requirements. Based on its intimate knowledge of its IT alliance partners' packages, Tompkins identifies two partners having the best fit to the client's requirements. The evaluation process focuses on their packages including site visits and software demonstration from the vendor.
 - With the Independent Select approach, Tompkins, working with the government's key personnel, maps out the organization's operational flows. Requirements are documented, prioritized, and incorporated into a comprehensive Request for Proposal (RFP) and sent to a list of pre-qualified vendors that appear to meet the mission-critical requirements. After evaluating proposal responses, Tompkins short-lists two or three respondents for further evaluation.
- Client education and training
- Iterative design for processes and interfaces
- System configuration and setup
- Integration of systems modules into business processes
- Acceptance testing development and execution

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- Conversion planning and support
- Standard operating procedures development
- Post implementation audits
- Overall project management
- **Material Handling Integration**
 - Material handling integration is not about purchasing equipment. It is about meeting-and exceeding- client expectations. It begins with the client and involves advanced technologies and interfaces and demands complex engineering practices. Integration is an industry that demands variety, availability, convenience, quality, and affordability. This requires enhanced sophistication and skill in material handling integration and leaves no margin for error.
 - Tompkins Material Handling Integration services offers turnkey systems deployment, best-of-breed products, and technology while focusing on superior distribution results. We use an experienced performance team to provide solutions with more thought and less metal.
 - Client solutions and company products are developed, integrated, tested, and demonstrated in the Tompkins Emerging Technology Center. The ETC features a diverse collection of products and tools from some of the industry's leading material handling equipment vendors. This one-of-a-kind resource includes a demonstration center, integration and testing lab, technology evaluation center, training facility, and support center; all designed to improve your Total Operations.
 - Combining leading edge consulting and world-class material handling integration, Tompkins provides real-world solutions and bottom-line results. You receive:
 - Total solutions from an experienced team
 - Single point of client contact
 - Rapid deployment of resources for increased speed-to-market
 - Unbiased utilization of "best-of-breed" technology
 - Increased customer satisfaction
 - Improved supply chain processes
 - From analyzing project feasibility to utilizing proven and innovative methodology, Tompkins assesses each client's unique needs and delivers sustainable results. Tompkins' experienced Material Handling Integration management team focuses on your satisfaction and growth. We offer:
 - Highly competitive pricing
 - Total accountability guarantee
 - Total Operations improvements
 - Reduced cycle times
 - Maximum return on investment
 - Risk mitigation
 - First-rate equipment

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- Low cost solutions with higher overall quality
- We've proven that no one is doing end-to-end fulfillment faster or better than Tompkins. Combining industry expertise, high quality consulting and world-class material handling integration, Tompkins provides a superior choice for fulfillment infrastructure excellence.
- **Distribution and transportation Services** – Transportation is the untapped area of savings and customer satisfaction for many organizations. The Tompkins team will establish a thorough understanding of the transportation operation and then identify opportunities for improvement so that a specific action plan can be developed and implemented to improve overall transportation performance. The areas that will be reviewed are as follows:
 - Carrier contract or bid review – Review carrier contracts or bids and look for opportunities to decrease rates and/or increase discounts.
 - Pooling opportunities – Look for opportunities to establish pool point distribution.
 - Analysis of transportation modes – Look for opportunities to use less costly modes of transportation.
 - Third Party Logistics (3PL) opportunities – Analyze use of third party facilities or third party transportation providers.
 - Route or Lane strategy modeling- Optimize use of routes or lanes.
 - Fleet size or carrier consolidation - Analyze size of fleet and/or look for opportunities to reduce costs or improve service by consolidating the number of carriers.
 - Transportation management software (TMS) selection and implementation – Analyze the transportation system requirements and select the most appropriate software.
 - Shipment and load consolidation - Look for opportunities to consolidate loads or shipments (Less Than Truck Load (LTL) into Truck Load (TL) consolidation, etc.).
 - Carrier analysis & selection - Analyze the performance of carriers.
 - Multi-divisional optimization - Leverage multiple divisions or locations to increase volumes and decrease costs.
- **Logistics Training and Education** – Knowledge is knowing why; skill is knowing how. Government employees must have knowledge and skill in order to achieve the desired results. Making the leap from conceptualization (knowledge) to reality (skill) is often difficult but one without the other means no learning has really taken place. Competence based training provides people the knowledge and the skill to be effective. The foundation of Tompkins training is the development of the skill requirements matrix, designed for each job classification. This matrix defines all of the functional tasks required and the skill level for each task. No job classification requires expertise in all functional areas, but specific job classifications require specific expertise. From the matrix, scenario testing and functional testing is developed. A skills gap analysis is conducted and training is developed and implemented to close the gaps.

The following labor categories are included:

Tompkins Associates Information

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| Labor Category: Principal |
| Minimum General Experience: Fourteen years industry or consulting supply chain management, distribution management, or consulting project management experience in public or private sector. |
| Functional Responsibility: Has overall responsibility for large government and commercial projects. Makes decisions and recommendations that are recognized as authoritative and have an important impact on large projects. Initiates and maintains extensive contacts with key project participants and officials of other organizations and companies, requiring skill in persuasion and negotiation of critical issues. At this level, individuals will have demonstrated creativity, foresight, and mature judgment in anticipation and solving unprecedented issues, determining program objectives and requirements, organizing programs and projects, and developing standards and guides for diverse project activities. |
| Minimum Education: 4-year degree in engineering, business, computer science, or related field (i.e. BS, BSIE, BSME, BA, etc.) |

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| Labor Category: Director |
| Minimum General Experience: At least fourteen years industry or consulting supply chain management, distribution management, or consulting project management experience in public or private sector. |
| Functional Responsibility: Includes all the responsibilities of the Project Manager position. Has overall responsibility for large government and commercial projects. Makes decisions and recommendations that are recognized as authoritative and have an important impact on large projects. Initiates and maintains extensive contacts with key project participants and officials of other organizations and companies, requiring skill in persuasion and negotiation of critical issues. At this level, individuals will have demonstrated creativity, foresight, and mature judgment in anticipation and solving unprecedented issues, determining program objectives and requirements, organizing programs and projects, and developing standards and guides for diverse project activities. |
| Minimum Education: 4-year degree in engineering, business, computer science, or related field (i.e. BS, BSIE, BSME, BA, etc.) |

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| Labor Category: Project Manager |
| Minimum General Experience: At least eight years industry or consulting supply chain management, distribution management, or consulting project management experience in public or private sector. |
| Functional Responsibility: The Project Manager position is one of high visibility, demanding aptitudes in many disciplines and requiring a thorough knowledge of Tompkins' strategic vision; the PM III will make decisions that are recognized as authoritative and have a far-reaching impact on extensive engineering and related activities in the company. This position negotiates critical and controversial issues with top-level engineers and officers of other organizations and companies. Individuals at the PM level demonstrate a high degree of creativity, foresight, and mature judgment in planning, organizing, and guiding extensive engineering programs and activities of outstanding uniqueness and importance. Duties and responsibilities include: <ul style="list-style-type: none"> o Responsible of day-to-day project management tasks and client communications o Has full responsibility for organizing, executing, and coordinating assignments. o Responsible for the management of a Tompkins total operations engineering project o Coordinates activity between Tompkins, client, and vendors o Scope of the project is multiple solutions within multiple practices o Has contract management responsibilities o Responsible for timely completion and submission of end-of-project reviews on all staff reporting to PM III. o Responsible for coordination of projects invoicing between client and Accounts Receivable Coordinator. |
| Minimum Education: 4-year degree in engineering, business, computer science, or related field (i.e. BS, BSIE, BSME, BA, etc.) |

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| Labor Category: Senior Consultant |
| Minimum General Experience: At least five years industry or consulting supply chain management, distribution management, or consulting project management experience in public or private sector. |
| Functional Responsibility: The Senior Consultant is a visible project team member, thus demanding excellent communications and analytical skills. Devises own approaches to projects while working under general supervision. Duties and responsibilities include: <ul style="list-style-type: none"> o Oversee, manage, and conduct MHE implementation independently o Develop acceptance testing procedures o Perform post-implementation audits o Provide supervision for other engineers on project teams o Assist project managers in establishing schedules and work assignments o Perform operational assessments o Troubleshoot operational deficiencies and bottlenecks o Lead the development of Warehouse Strategic Master Plan, serving as lead consultant and articulating the Project Manager in day-to-day assignments to project team o Participate in / Lead portions of implementation o Develop and facilitate engineering training courses at Tompkins University o Develop operational flow enhancements |

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| <ul style="list-style-type: none"> ○ Analyze alternatives, interpret results, and draw conclusions with minimal supervision ○ Lead the development of overall facility layouts ○ Analyze and communicate labor standards ○ Utilize ROI spreadsheets to derive capitalization information ○ Analyze material handling statistics through simulation exercises ○ Communicate bid specifications to vendors ○ Generate alternatives for detail design |
| Minimum Education: 4-year degree in engineering, business, computer science, or related field (i.e. BS, BSIE, BSME, BA, etc.) |

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| Labor Category: Consultant |
| Minimum General Experience: At least three years industry or consulting supply chain management, distribution management, or consulting project management experience in public or private sector. |
| Functional Responsibility: The Consultant II carries out assignments of a broad nature while exercising considerable judgment and originality. Works under minimal supervision; has sufficient experience to understand mechanics of a total operations engineering project. Duties and responsibilities include: <ul style="list-style-type: none"> ○ Assist in performing operational assessments ○ Generate alternatives and conduct analysis ○ Participate actively in client presentations and meetings ○ Analyze alternatives with direction Senior Consultant or Project Manager ○ Is self-sufficient in defining and generating reports with minimal direction ○ Generate conclusions for operational assessments and Initiation Studies ○ Analyze alternatives and generate conclusions with little direction from supervisor ○ Analyze operational data ○ Develop, analyze, and communicate labor standards |
| Minimum Education: 4-year degree in engineering, business, computer science, or related field (i.e. BS, BSIE, BSME, BA, etc.) |

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| Labor Category: Office Support Specialist |
| Minimum General Experience: At least two years experience in document and presentation preparation, filing systems, expense reporting, and general office experience. |
| Functional Responsibility: Support the Project Team in document processing, presentation preparation, and general office support. Duties include: <ul style="list-style-type: none"> ○ Help with preparing presentations ○ Conducts routine research ○ Prepares graphs and charts ○ Maintain the archive of project documents, both on disk and hardcopy files. ○ Provide document processing support. |
| Minimum Education: High School Degree or General Equivalent Degree |

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| Labor Category: Word Processor |
| Minimum General Experience: At least two years word processing experience. |
| Functional Responsibility: This position supports the creation of a wide variety of business documentation for both internal and external distribution. Duties include: <ul style="list-style-type: none"> ○ Creation of professional-quality documents. Includes application of advanced program features. |
| Labor Category: Associate Consultant |
| Minimum General Experience: At least 6 months industry or consulting supply chain management, distribution management, or consulting project management experience in public or private sector. |
| Functional Responsibility: The Associate Consultant is an entry level engineering position. The Associate Consultant is expected to become proficient in company-utilized software (through individualized training) and familiar with project engineering procedures through a combination of professional development and assignments. Duties and responsibilities include: <ul style="list-style-type: none"> ○ Responsible for generating and plotting standard plan view drawings of industrial facilities to scale. ○ Provide administrative support to the project team such as project file documentation, support for report preparation, and creation of management reports and visual aids. |

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| <ul style="list-style-type: none"> o Assist project team in generating graphs from spreadsheet data. o Help develop operational flowcharts from collected data. o Develop operational flowcharts from collected data. o Sort and organize database information o Generate order profiles and develop standard reports from them o Collect information regarding MHE and generate space standards. |
| Minimum Education: 4-year degree in engineering, business, computer science, or related field (i.e. BS, BSIE, BSME, BA, etc.) |
| <ul style="list-style-type: none"> o Documents created include, but are not limited to, memos, correspondence, proposals, initiation studies, final reports, bid specifications, overheads for presentations, speech handouts, seminar workbooks, articles, monographs, press releases, project descriptions, resumes, and monthly newsletters. o Understands and applies corporate standards and format to all documents. o Proofs own work. o Cross-trains as fill-in receptionist. o Helps support order fulfillment, as needed. o Assists other employees with word processing. o Binding of documents or other special treatments, as needed. o Archives all documents. |
| Minimum Education: High School Education |

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| Labor Category: Graphics and Design Specialist |
| Minimum General Experience: At least two years experience developing computer applications using C or C++ programming languages, database analysis, and developing graphical user interfaces to those computer and database applications.. |
| Functional Responsibility: Assists the project team with graphics and design for project deliverables. Duties include: <ul style="list-style-type: none"> o Provide graphic design for project deliverables o Provide graphic design for templates used to develop training material o Contribute to the creation of custom illustrations o Maintain consistent graphic look for company materials adhering to the Tompkins Associates Communications Standards |
| Minimum Education: 4-year degree in Computer Science, Mathematics, or Design |

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| Labor Category: Programmer |
| Minimum General Experience: At least 2 years experience designing, coding, and testing computer applications using C or C++ programming languages. |
| Functional Responsibility: Develops applications to interface systems business systems with supply chain execution systems and develops material handling control systems: Duties include: <ul style="list-style-type: none"> o Generate code for specified applications o Manage the support, migration and development of client/server systems o Generate code for engineering project applications as needed o Support users of company standard software with technical and general help o Install and maintain software as needed o Maintain knowledge and focus of industry-related developments |
| Minimum Education: 4-year degree in Computer Science or Mathematics |

Tompkins Associates Information

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| Labor Category: Material Handling Equipment Mechanical Installer |
| Minimum General Experience: At least five years experience mechanically installing material handling equipment based on the approved equipment layout drawing. |
| Functional Responsibility: Responsible for installing material handling equipment using sound mechanical installation procedures under the direction of a Tompkins Project Manager or Consultant. |
| Minimum Education: High School Degree or General Equivalent degree |

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| Labor Category: Structural Engineer |
| Minimum General Experience: At least five years experience evaluating structural integrity of concrete and steel structures, developing structural integrity calculations for existing and new concrete and steel structures, and developing detailed structural designs suitable for permitting. |
| Functional Responsibility: Develops structural plans and calculations for facility improvements and material handling equipment to meet building code requirements. Provides installation oversight to ensure installation complies with plans. |
| Minimum Education: 4-year Structural Engineering Degree |

Tompkins Associates Information

Price List

| Labor Category | Hourly Rate |
|---------------------------------------|--------------------|
| Principal | \$280.50 |
| Director | \$280.50 |
| Project Manager | \$224.50 |
| Senior Consultant | \$190.75 |
| Consultant | \$168.50 |
| Associate Consultant | \$89.50 |
| Word Processor | \$31.38 |
| Office Support Specialist | \$31.38 |
| Graphics and Design Specialist | \$69.75 |
| Programmer | \$69.75 |
| Structural Engineer | \$150.00 |
| Material Handling Equipment Installer | \$75.00 |