

**Burke & Company, LLC**  
**dba S.P. McCarl & Company**

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**Year Founded:** 1946 – founded by Foster McCarl, Jr. as McCarl’s Plumbing & Heating  
1976 – company name changed to McCarl’s, Inc.  
1996 – Altoona operation independently owned by Shawn McCarl under the name S. P. McCarl & Company, Inc.

**History:** Foster McCarl, Jr. created McCarl’s Plumbing and Heating in 1946 after being discharged from the Air Force. His accomplishments are a classic American success story. Initially a small plumbing and heating company located in Beaver Falls, PA, the company grew into one of the largest mechanical contractors in the United State with multiple office locations by the 1980’s.

Early on our company concentrated on residential and light commercial markets. As the industry evolved, our company advanced to focus on various markets such as sheet metal, process piping, HVAC, metal fabrication and pipe fabrication. In 1973, as we acquired more work in central Pennsylvania, an office and fabrication shop was opened in Altoona, PA. This propelled the company forward to successfully implement large projects in central PA such as the large tower addition at the Altoona Hospital in the late 1970’s. This project thrust the company forward leading to completing large hospital projects at facilities all over both western and central Pennsylvania as well as adjacent states such as Ohio, West Virginia and Maryland.

For more than six decades, our company has continued to grow in diversity with extensive experience in many industries such as energy savings, health care, pulp and paper, chemical, petroleum, steel, glass, power & energy, food processing, transportation, correctional, educational/institutional, water & waste water, and telecommunications to name a few. This diversity has strengthened us to proactively manage and anticipate the dynamic nature of the construction industry.

In 1976 the company name was changed to McCarl's, Inc. In 1990 to further focus on expanding our business in central Pennsylvania, Shawn McCarl relocated his family to the Altoona area to take over as General Manager of the Altoona operation. In 1996 the Altoona branch was purchased by Shawn McCarl and become independently owned under the name S. P. McCarl & Company, Inc. Since that time, S. P. McCarl & Company, Inc. has profitably grown as we have expanded our territory to include a larger geographic region. We have successfully managed projects throughout a large portion of Pennsylvania as well as West Virginia, and Maryland. S. P. McCarl & Company, Inc. is very experience in providing design/build services and has excelled in the last several years at energy savings projects. With the ever increasing cost of energy and natural resources, S. P. McCarl & Company, Inc. has become very active in saving energy for our customers which has been a key factor in the successful growth of our company.

Our diversity of services as well as our depth of experience in many industries has been critical to our success as our operation has nearly tripled in annual volume since S. P. McCarl & Company, Inc. was originally formed in 1996. Our focus on providing exceptional value to our customers has allowed us to differentiate ourselves and we have recently been classified as one of the 5000 fastest growing privately held companies in the United States according to Inc. Magazine. We are very proud to be enlisted as a member of the Inc. 5000 Club as recognized by Inc. Magazine.

Accordingly to Inc. Magazine, S. P. McCarl is one of the ten fastest growing privately owned construction companies in the state of Pennsylvania. S. P. McCarl is number 2663 on the Inc. 5000 list but is eighth on the list in the state of Pennsylvania for construction companies. Since S. P. McCarl is headquartered in rural central Pennsylvania where there is not a lot of industry, this is an even more remarkable achievement. See [www.inc.com](http://www.inc.com) for the S. P. McCarl company profile on the Inc. 5000 list.

Expertise: Plumbing  
Process Piping  
HVAC  
Metal Fabrication / Manufacturing  
Pipe Fabrication / Manufacturing  
Design / Build  
Energy Savings  
Teaming  
Quality assurance program including ASME code welding, ASME pressure vessel manufacturing, ASME vessel repair

Major Projects: S. P. McCarl & Company has a long history of completing complex projects safely, quickly, and with top quality. Shortly after taking the name S. P. McCarl

& Company, Inc. we invested in ASME code welding certification and have proudly carried the R, S, U, and PP stamps since. We have successfully fabricated countless ASME tanks as well as installed and fabricated pressure piping for numerous customers. We have successfully managed several power plant outages, repairing boiler tubes under very tight schedules. Our company has constructed major mechanical systems for new facilities and renovations for countless industries.

Some samples of challenging and highly successful projects include installation of mechanical systems for projects and facilities such as:

- a new roof insulation manufacturing facility
- a new powdered metals manufacturing plant
- new reactor installations for chemical plants
- new central utility plants for hospital facilities
- new power plants for institutional facilities
- a new windmill blade manufacturing plant
- new tanks farms for chemical plants

One recent project included the installation of hundreds of thousands of feet of ductwork and tens of thousands of feet of process piping for a new 80,000 sq. ft. coater expansion at a chemical plant. The scope also required setting numerous large pieces of mechanical equipment in congested locations and portions of the building required clean room work for a very tightly monitored and controlled laboratory. At the peak of this job we directly employed approximately 75 tradespersons, installing mechanical systems worth well over \$10 million on time within approximately 8 month and with no recordable injuries.

Shortly after completing the large coater expansion project, S. P. McCarl & Company, Inc. successfully installed all the plumbing, process piping and equipment for a new state of the art diesel engine development laboratory. This facility was greater than 100,000 sq. ft. and included tens of thousands of feet of process piping and countless pieces of specialty valving and large equipment.

S. P. McCarl and Company, Inc. has successfully completed numerous projects in the energy savings market as well. The facilities in which we completed this work have been very successful in recovering the cost of the capital expenditures from the energy savings incurred with the new systems. With the increasing cost of energy S. P. McCarl & Company, Inc. has focused on ways to help their customers reduce their energy costs through efficient mechanical systems.

A small sample of other process systems we have installed includes:

- Air cleaning and air pollution control systems
- Double containment certified systems
- Fuel gas and chemical expansions

- Medical gas certified systems
- Ash handling and lime slurry piping
- Dust collection fabrication
- High pressure HVAC duct fabrication
- Power boiler installations
- Water filtration systems
- Cooling tower and chiller systems
- Food, dairy, and beverage plants
- High pressure steam and deaerator systems
- Small and large diameter certified power piping

Narrative: Our company has grown tremendously and successfully for more than a half century because of our focus on value for our customers. S. P. McCarl & Company, Inc. is committed to a project management process that ensures that safety, quality, and on time delivery are truly complementary rather conflicting goals. We have demonstrated our ability to deliver these critical components consistently over the years. We are very proud of our safety record and have won national and local safety awards for the last several years.

We earned first place in the 2007 Sheet Metal and Air Conditioning Contractors' National Association, Inc. (SMACNA) Safety Statistics Evaluation and Awards Program for the 100,001-200,000 man-hour category. This was our second consecutive year placing first in our category, having earned the same honored distinction in the 200,001 to 300,000 man-hour category in 2006. There are thousands of companies involved with SMACNA, therefore reaching such a distinguished level two consecutive years is quite difficult. This success was preceded by placing third in the 2005 SMACNA Safety Statistics Evaluation and Awards program within the 50,001 – 100,000 man-hour category. We were told by SMACNA National Safety Director, Michael A. McCullion, S. P. McCarl and Company, Inc., is 1 out of only 2 or 3 companies that have won their award consecutively over the past 10 years. In regards to the annual SMACNA Safety Excellence Awards Program, Mr. McCullion gave us permission to quote him when he says that "S. P. McCarl & Company, Inc. is always in the running."

In addition S. P. McCarl & Company, Inc. won the 2007 Safety Award for Mechanical Construction from the Mid Atlantic BX (formerly the Harrisburg Builders Exchange) in September 2007 and again won this award in 2008. Mid Atlantic BX covers central and eastern Pennsylvania as well as portions of New Jersey, Delaware, and Maryland. This distinct honor anointed our company with the best safety record of any mechanical contractor in this geographical region.

Foster McCarl, Jr. laid the foundation and it has served as the bedrock of our company ever since. The essence of our company is based on a business model that was developed decades ago by the McCarl family when they trademarked "The McCarl Way®" of doing business. "The McCarl Way®" has driven a culture of always focusing on doing the right thing for our customers and requires

operating with the highest level of integrity. “The McCarl Way®” is required to be followed by all employees and includes the following components:

Honest and Integrity  
Good Management  
Loyal Employees  
Providing Value for Dollar Spent  
Effective Job Management  
Direct “McCarl’ Family Involvement  
Consistent Service  
Commitment to Our Work  
Competitive Pricing  
Guaranteed Performance  
Uncompromising Safety Commitment

Our commitment to your projects will always be “*Quality Contracting...The McCarl Way®*”. That is a promise and a guarantee from the ownership, management team and every employee within the company.