



815 Office Park Circle ♦ Lewisville, TX 75057  
Phone: 972.221.4849 ♦ Fax: 972.420.4842

[WWW.PRIME-CONTROLS.COM](http://WWW.PRIME-CONTROLS.COM)

## COMPANY INFORMATION

### CORPORATE OFFICE:

815 Office Park Circle  
Lewisville, TX 75057  
Phone: 972.221.4849  
Fax: 972.420.4842

### Branch Offices

#### Prime Controls – Central Texas

913 Landa Street  
New Braunfels, TX 78130  
Phone: 830.624.4900  
Fax: 830.624.4922

#### Prime Controls – Southeast Texas

10400 Westoffice, Ste. 105  
Houston, TX 77042  
Phone: 713.244.9747  
Fax: 713.244.9717

#### Prime Controls – East Texas

210 Enterprise Street  
Longview, TX 75605  
Phone: 903.215.8228

#### Prime Controls – Northwest Texas

PO Box 7965  
Amarillo, TX 79114

#### Prime Controls – Louisiana

3013 Harvard Avenue  
Metairie, LA 70006  
Phone: 504.301.3631  
Fax: 504.301.3686

#### Prime Controls - Oklahoma

9428 South 68<sup>th</sup> East Ave.  
Tulsa, OK 74133-5344  
Phone: 918.496.2606  
Fax: 918.496.8837

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## PROFILE DATA

### HISTORY

Prime Controls was established June 3, 1991 as I&C Sales, Inc. The Company name was legally changed March, 2004 from I&C Sales, Inc. to Prime Controls, LP. The Company is a registered Texas entity and has been in continuous operation under the same ownership/management since 1991 to present. Corporate facilities are located at 815 Office Park Circle in Lewisville, Texas. In addition, the company has branch offices located in New Braunfels and Houston, TX, Gonzales, LA and Tulsa, OK.

### PROFESSIONAL RELATIONSHIPS

Banking: Colonial Bank – Amber Bruce – 214.234.7750

Business Insurance: Frost Insurance Agency – Mark Moyle – 972.980.4595

Bonding Agent: PCL Bonding Agency – Clem Lesch – 972.459.4749

CPA/Accounting Services: Milbern Ray & Company – Ronnie Ray-817.267.2895

Legal Services: David, Goodman & Madole – Eric Scott – 972.991.0889

### OVERVIEW

Prime Controls was established to provide customers a sole source solution for **Industrial Automation** services and products. Experience includes Oil & Gas, Semiconductor, Food & Beverage, Pharmaceutical, Cosmetic, Aggregate, Building Products, Electric Utilities, General Manufacturing, Water & Wastewater, and Energy Management applications. Services rendered include system design, application engineering, HMI and RTU / PLC programming, equipment installation and maintenance services including on-demand 24/7 capabilities.

As a dedicated System Integrator and I & C Construction firm, Prime Controls is professionally staffed to supply the customer with all required aspects of their Automation and Control needs. Utilizing our vast experience and relationships with **multiple manufacturers**, Prime Controls works closely with the Customer from project design to post project maintenance. As a certified Systems Integrator for both hardware and software product manufacturers, Prime Controls has access to all required resources including Factory support services.

Prime Controls is extremely **Customer Focused** and sincerely committed to meet and/or exceed Customer expectations.

- **Oil and Gas**
- **Semiconductor**
- **Food and Beverage**
- **Pharmaceutical**
- **Cosmetic**
- **Aggregate**
- **Building Products**
- **General Manufacturing**
- **Energy Management**
- **Electric Utility**
- **Water and Waste Water Systems**
- **Federal Government**

- **Project Management**
- **System Design and Application Engineering**
- **HMI/PLC/RTU Software Development and Implementation**
- **Custom DB/Report Generation**
- **UL/Custom Control Panel Design and Assembly**
- **OEM/VAR Equipment Procurement**
- **Electrical and Mechanical Controls Installation**
- **Communications/RF/Fiber Optic System Analysis, Installation and Certification**
- **Calibration and Start-up Services**
- **Operations and Maintenance Training**
- **Customized Maintenance Services Including 24/7**
- **TOTAL SYSTEM RESPONSIBILITY**



## PROFESSIONAL SERVICES

### **Project Management**

Prime Controls employs professional “Project Managers” capable of coordinating and managing all aspects of an industrial automation project from the early budgeting stage thru project acceptance. All work is executed via a “Project Team” concept utilizing industry accepted management tools and processes. Specific Customer requirements are incorporated into the processes as needed.

### **System & Application Engineering**

Services available include System Design, Hardware Specification, Custom Panel Design, Electrical and Mechanical Control Installation Design, FAT and SAT Procedure Development and As Built Documentation. Prime Controls employs degreed engineers including professional engineers registered in the States of Texas and Louisiana.

### **HMI/PLC/RTU Software Development and Implementation**

Prime Controls employs programmers with vast experience with most of the major manufactures of PLC/RTU and HMI products. Current factory certifications include Allen Bradley, Modicon, Siemens, GE, Scadapack and Motorola PLC/RTUs and RSView, WonderWare, iFix, Citect, Iconics, Cimplicity and Siemens WinCC HMI products.

### **Custom DB/Report Generation**

Custom database and report applications are implemented utilizing Microsoft MSSQL and/or Wonderware IndSQL interfaces.



## **PROFESSIONAL SERVICES**

### **UL/Custom Control Panel Design & Assembly**

Prime Controls is a certified UL 508 panel shop and therefore offers both UL certified and non-rated custom panel fabrication and assembly. All panel assembly is accomplished via our in-house "QA/QC" documented process to insure complete compliance with Customer specifications and related requirements.

### **OEM/VAR Equipment Procurement**

Prime Controls purposely does not represent any manufacturer. This allows Prime Controls the flexibility to procure and furnish products which are best suited for each application and Customer preferred. Prime Controls has OEM agreements with most of the major manufacturers to insure that products can be provided competitively to our Customers and End Users.

### **Electrical & Mechanical Control Installation**

Prime Controls offers Electrical and Mechanical Control installation services. Electrical control services are performed by licensed journeymen and helpers under the supervision of a licensed Master Electrician. Prime Controls is a licensed Electrical Contractor in the State of Texas. Mechanical control installation services are performed by factory trained "tubing specialists". All work is performed via our in-house "QA/QC" documented process and standards to insure full compliance with local, state and Customer requirements.

### **Communications/RF/Fiber Optic System Analysis, Installation and Certification**

On-site communications/RF path analysis is performed utilizing state of the art equipment by factory trained professionals. Off site analysis is also available via the use of software packages specifically developed for same. Fiber Optic installation, terminations, testing and certifications are performed by our employees that are factory trained and certified. State of the art equipment includes Corning X77 Micro Fusion Splicer and Optivisor 400 OTDR. OTDR provides test results and trace files in electronic format.



## **PROFESSIONAL SERVICES**

### **Calibration and Start-up Services**

Services are performed by degreed and factory trained technicians. Prime Controls maintains a professional growth program which encourages employees to continually enhance their technical skills via ISA certification, factory training and continued education. All work is performed and documented via our in-house "QA/QC" process which incorporates industry accepted ISA standards (calibration, loop check, system commissioning, etc). Customer specific requirements are incorporated as needed.

### **Operations and Maintenance Training**

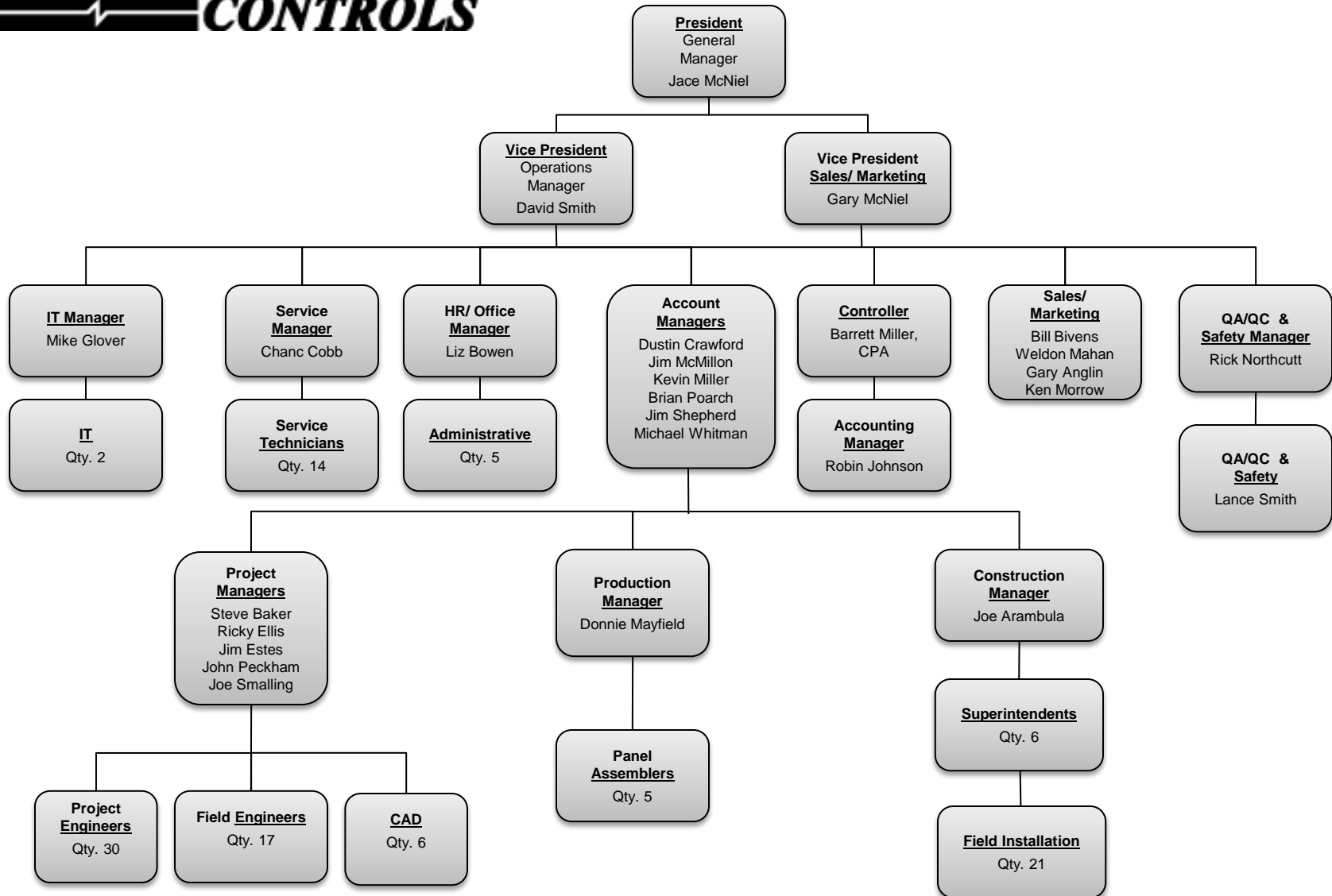
Services are custom tailored to meet and hopefully exceed Customer expectations. Great care is taken to clearly define Customer needs/expectations and then to properly prepare course agenda and content. Training is performed utilizing applicable "training tools" and related documentation. Services are performed by Prime Controls professionals and Factory personnel as needed. Services can be performed at our facility or on-site. Video taping of services is also available upon request.

### **Customized Maintenance Services Including 24/7**

Prime Controls maintains a fully staffed service department specifically structured to provide preventive and corrective maintenance services. This service includes scheduled maintenance programs as well as 24/7 emergency services. A toll free number is maintained (1-866-99Scada) which insures after hours and weekend response. Maintenance and Service Agreements are customized to meet specific Customer requirements including budgetary constraints. All work is coordinated thru our Service Manager and performed by employed technicians and engineers.

### **TOTAL SYSTEM RESPONSIBILITY**

**Accountability from "Start to Finish".** Prime Controls takes complete responsibility for all provided services and products. This commitment continues beyond standard warranties and insures long term relationships with our Customers.





## MANAGEMENT RESUMES

**Jace McNiel**  
**President**

**Employment Date**  
**January 1996**

President responsible for all phases of Management and Operations. Thirteen (13) years experience in the I&C Industry including Project Management, System Design and Software Engineer responsibilities. Experience includes Semiconductor, Water & Wastewater, Pharmaceutical & Cosmetics, Food and Beverage industries. Attended School of Electrical Engineering at Southern Methodists University. Previous employment with Team Controls.

**David Smith**  
**Vice President**

**Employment Date**  
**February 1997**

Vice President responsible for all phases of Operations Management. Thirteen (13) years combined experience in the I&C Industry. Completed Electronics, Radio Fundamentals, and Ground Radio Repairs courses while enlisted in the USMC. A.A. degree in Electronic Technology, University of Phoenix. Experience includes Water & Wastewater, Oil & Gas and Electrical Power Generation industries. Previous employment with Team Controls.

**Gary McNiel**  
**Vice President of Sales/Marketing**

**Employment Date**  
**January 2004**

Responsible for "Key Account" Sales and Marketing. Twenty eight (28) years experience in the I&C Industry including senior management responsibility for all disciplines. Attended Brazosport Junior College and Texas A&M University. Experience includes Semiconductor, Water & Wastewater, Pharmaceutical & Cosmetics, Food & Beverage and Oil & Gas industries. Previous employment with Johnson Controls, Moncon and Team Controls.

**Liz Bowen**  
**Office Manager**

**Employment Date**  
**January 2006**

Responsible for all disciplines for Office Management including accounting and HR responsibilities. Additionally responsible for project management support as needed. Bachelor of Science – Business Management from LeTourneau University, Paralegal Certification, Master Certification in Dispute Resolution from SMU University. Previous employment with Johnson Controls, Parson's Systems, Team Controls and GE Automation Services.



## MANAGEMENT RESUMES

**Michael (Whit) Whitman**  
**Houston, TX Branch Manager**

**Employment Date**  
**July 2004**

Responsible for "Key Account" Development and Project Management. Twenty-six (26) years experience in the I&C Industry including senior management and operations responsibilities. Project and construction management experience in the Semiconductor, Water & Wastewater, Pharmaceutical & Cosmetics, Food & Beverage and Oil & Gas industries. Attended four (4) year's vocational training in Mechanical and I & C fields also attended multiple Texas A & M extension and manager development courses. Previous employment includes Johnson Controls, Moncon, Team Controls and GE Automation Services

**Dustin Crawford**  
**New Braunfels, TX Branch Manager**

**Employment Date**  
**June 1999**

Project Manager for Industrial Control applications and SCADA systems. Also Manger of New Braunfels branch office. Ten (10) years experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. Completed Electronics, Radio Fundamentals, and Ground Radio Repairs courses while enlisted in the USMC. Licensed Certifications include General Radio Telephone Operator and Motorola Fixed Data Factory Training. Completed various Manufacturer training programs (WonderWare, Intellution, Motorola, Multiple PLC, etc.). Experience includes Water & Wastewater, Oil & Gas, and General Manufacturing industries. Previous employment with Calibration Specialty.

**Jim Shepherd**  
**Gonzales, LA Branch Manager**

**Employment Date**  
**June 2006**

Project Manager for Industrial Control applications and SCADA systems. Also Manger of Baton Rouge branch office. Thirteen (13) years experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. Extensive PLC and process control software experience. Bachelor of Science, Electrical Engineering, Mississippi State University May 1989. Completed various Manufacturer training programs (WonderWare, Intellution, Siemens WinCC, Multiple PLC, etc.). Experience includes Semiconductor, Water Systems, Petrochemical and General Manufacturing. Previous employment with Industrial Systems Design and Ethyl Corporation



## MANAGEMENT RESUMES

### **Jim McMillon**

#### **Account Executive – Sr. Manager**

Senior Manager for Industrial Control applications and SCADA systems. Ten (10) years experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. Completed Electronics, Radio Fundamentals, and Ground Radio Repairs courses while enlisted in the USMC. Licensed Certifications include General Radio Telephone Operator and Motorola Fixed Data Factory Training. Completed various Manufacturer training programs (WonderWare, Intellution, Motorola, Modicon, Allen Bradley, GE Fanuc, etc.). Experience includes Water & Wastewater, Semiconductor and Oil & Gas industries. Previous employment with Team Controls.

#### **Employment Date**

**January 1998**

### **Brian Poarch**

#### **Account Executive – Sr. Manager**

Senior Manager for Industrial Control applications and SCADA systems. Eleven (11) years experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. Experience includes Semiconductor, Water & Wastewater, Food and Beverage and General Manufacturing industries. Attended School of Electrical Technology at Northlake College. Previous employment with Team Controls.

#### **Employment Date**

**February 1999**

### **Kevin Miller**

#### **Account Executive – Sr. Manager**

Senior Manager for Oil & Gas Division. Thirteen (13) years combined experience in the I&C Industry. Responsibilities consist of all aspects of Senior Project Management including total accountability to Customers. Also responsible for supervision and mentoring of Project Managers. Specific expertise in the Oil & Gas and Food & Beverage Industries. Bachelor of Science, Electrical Engineering at Texas A&M University. Completed various manufacturer training programs (WonderWare InTouch and InSQL, Siemens, Allen-Bradley, etc.). Previous employment with A.S. Technologies, Inc.

#### **Employment Date**

**June 2005**

### **Steve Baker**

#### **Project Manager**

Project Manager for Industrial Control and Scada projects. Over (30) years experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. Bachelor of Science Mechanical Engineering from University of Texas at Arlington. Completed multiple manufacturing training programs. Previous employment with Fisher Porter, Bristol Babcock, Team Controls and GE Automation Services.

#### **Employment Date**

**January 2008**



## MANAGEMENT RESUMES

### **Jason Eggl**

#### **Project Manager**

Project Manager for Industrial Control and General Manufacturing projects. Eleven (11) years combined experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. Bachelor of Science, Electrical Engineering at Texas A&M University. Completed various Manufacturer training programs (WonderWare, Intellution, GE Cimplicity, Motorola, Multiple PLC, etc.). Experience includes Semiconductor, Water & Wastewater and General Manufacturing industries. Previous employment with Team Controls and GE Automation.

**Employment Date**

**November 2004**

### **Joe Smalling**

#### **Project Manager**

Project Manager for Oil & Gas projects and various other accounts. Over (26) years experience in the I&C Industry. Responsibilities consist of all aspects of Project Management including total accountability to Customers. AAS Electromechanical Technology Mechanical from Paris Junior College.. Completed multiple manufacturing training programs. Previous employment with Day & Zimmermann, Baker Controls, Campbell's Soup and Walker Engineering.

**Employment Date**

**February 2006**

### **Chanc Cobb**

#### **Service Department Manager**

Manager of Service Department. Fifteen (15) years experience in the I&C industry. Responsible for all phases of Prime Controls' service department and supervision and mentoring of field engineers and technicians. Attended Texas State Technical College. Completed various Manufacturer training programs (Intellution, WonderWare, Modicon, Motorola MOSCAD, etc.). Experience includes Industrial, Commercial, Water & Wastewater, Electrical, and Oil & Gas. Previous employment with Wallace Controls & Electric.

**Employment Date**

**December 2000**

### **Joe Arambula**

#### **Construction Manager**

Construction Manager responsible for supervision and management of all craft labor and coordination of all I&C installation work. Twenty (20) years experience in the I&C Industry, completed IEC electrical apprenticeship program and multiple electrical, trade and safety courses. Green belt Six Sigma certified. Previous employment with Team Controls and GE Automation Services.

**Employment Date**

**August 2004**



## MANAGEMENT RESUMES

**Donnie Mayfield**

**Production and Safety Manager**

Manager of company Safety programs. Responsibilities include supervision, implementation, maintenance and documentation of related programs. Additional responsibilities include Panel Shop and Production supervision. Completed various Manufacturer training programs and job specific certification and seminars. Previous employment with Team Controls.

**Employment Date**

**October 2000**

**Rick Northcutt**

**QA/QC Manager**

Quality Assurance/Quality Control Manager responsible for development, implementation and maintenance of company QA/QC programs. Also responsible for supervision of QA/QC supervisors assigned to specific projects. Over ten (10) years experience in QA/QC positions. Completed several QA/QC certification programs/courses. Previous employment with Texas Instruments and Air Liquide.

**Employment Date**

**November 2007**

**Jim Estes**

**Instrumentation Superintendent**

Eleven (11) years experience in the I&C Industry. AAS degree in Instrumentation & Controls from Texas State Technical College. Completed various Manufacturer training programs. Experience includes Semiconductor, Water & Wastewater, Pharmaceutical & Cosmetics, Food & Beverage, and Oil & Gas industries. Previous employment includes, Team Controls, GE Automation Services, Southwest Technical and Raytheon Engineers/Constructors.

**Employment Date**

**January 2005**

**Dale Roe**

**Project Support Specialist**

Senior Manager experienced in all aspects of project management. Responsible for providing professional support and mentoring services to Project Managers. Also available for specific project related duties as needed. Over (40) years experience in the I&C Industry. Bachelor of Science Electrical Engineering from University of Arkansas, Master of Business Administration from University of Dallas. Previous employment with Vought, Johnson Controls, Team Controls and GE Automation Services.

**Employment Date**

**September 2005**



## CUSTOMER LIST (Partial)

### OIL/ GAS

Atmos Energy  
BP America  
Chesapeake Energy  
Chevron Pipeline  
Chief Oil & Gas  
Crosstex Energy Services  
DCP Midstream  
EOG Resources  
Enbridge  
Energy Transfer Company  
Flint Energy  
Halliburton  
Hess Corporation  
Motiva Enterprises  
Oxy  
Pecan Pipeline  
Total Oilfield Services  
Williams Energy  
XTO Energy

### SEMICONDUCTOR

Air Liquide Electronics  
Dallas Semiconductor  
L3 Communications  
MEMC Southwest  
Praxair  
Raytheon  
Samsung  
ST Microelectronics  
Texas Instruments

### PHARMACEUTICAL & COSMETICS

Alcon Laboratories  
Alberto Culver USA  
Colgate Palmolive  
Mary Kay Cosmetics

### FOOD & BEVERAGE

Bunge North America  
Coca-Cola  
Dairy Farmers  
Dr. Pepper  
Frito Lay  
Morrison Milling  
PepsiCo  
Quaker Oats/ PepsiCo

### ALTERNATIVE FUELS

Deep Creek Biofuels

### GENERAL MFG.

Certainteed Corporation  
DAP, Inc  
Flowtronex  
GAF-ELK  
Gerard Roofing  
Hanson Aggregates  
HB Fuller  
Poco Graphite  
Proline Printing  
United Copper Industries  
UPRC

### ELECTRIC UTILITY

CPS Energy  
Hays Energy  
LCRA  
Luminant

### FEDERAL GOVERNMENT

Department of Defense  
US Army Corps of Engrs.



## CUSTOMER LIST (Partial)

### WATER/ WASTEWATER

Addison, TX	Frisco, TX	Natchez, MS
Amarillo, TX	Ft. Worth, TX	Oklahoma City, OK
Aquilla Water Supply	Garland, TX	Park Cities, TX
Arbuckle, OK	Georgetown, TX	Roanoke, TX
Arlington, TX	Granbury, TX	Round Rock, TX
Austin, TX	Grapevine, TX	San Angelo, TX
Balch Springs, TX	Greenbelt Water Authority	San Antonio River Authority
Bartlesville, TX	Guadalupe-Blanco River	San Antonio Water Authority
Beaumont, TX	Highland Village, TX	Schertz, TX
Belton, TX	Houston, TX	Shavano Park, TX
Blanchard, LA	Hurst, TX	Shreveport, TX
Boerne, TX	Jefferson Parish, LA	Southlake, TX
Burleson, TX	Killeen, TX	Sugarland, TX
Canadian River Authority	Kyle, TX	Sweetwater, TX
Carrollton, TX	Lake Cities, TX	Taylor, TX
Clear Lake, TX	Lancaster, TX	Temple, TX
Cleburne, TX	Las Cruces, NM	Terrell, TX
Clute, TX	League City, TX	Texas City, TX
Coppell, TX	Lewisville, TX	The Colony, TX
Corinth, TX	Little Elm, TX	Travis County Water
Crowley, TX	Lorena, TX	Trinity River Authority District
Dallas County Water	Lower Colorado River Authority	Tulsa, OK
Dallas, TX	McKinney, TX	United Water
Decatur, TX	Mesquite, TX	Uvalde, TX
Denton, TX	Midland, TX	West Harris County, TX
Eules, TX	Midlothian, TX	Wills Point, TX
Flower Mound, TX	Mineral Wells, TX	



## KEY ADVANTAGES

- Established 1991
- Licensed Engineering & Contracting Firm
- Professional Staff
- Project Team Concept
- State-Of-The Art Facilities & Equipment
- Manufacture Independent – Not A Rep Firm
- Quality & Safety Conscious
- Service Oriented
- Bondable
- CUSTOMER FOCUSED