



MANY TRADES, ONE COMPANY.



## A name you can trust.

Conti is a nationally respected multi-trade contractor with an impressive history of quality and service. Since 1969, we have led the industry in the development of design and construction solutions that address job requirements while surpassing performance expectations. Today Conti performs the complete lifecycle of construction services from design/build to field installation, training and maintenance for an array of services including:

-  RENEWABLE ENERGY
-  ELECTRICAL
-  TECHNOLOGY
-  MECHANICAL
-  FIRE SUPPRESSION
-  HVAC + REFRIGERATION
-  ROAD + UNDERGROUND

Combining these trades under one Company allows Conti to reduce overhead and thereby offer lower prices in the form of bundled multi-trade discounts. But more importantly, the benefits continue throughout the project in the form of streamlined coordination, reduced rework & waste, leaner methodologies, less paperwork, faster installations and less risk.

**MULTI-TRADE SOLUTIONS**



# EXPERIENCE

HOSPITALS / UNIVERSITIES

MISSION CRITICAL FACILITIES / DATA CENTERS

OFFICE BUILDINGS

HOTELS / GAMING / RESORTS / HI-RISES

RETAIL / RESTAURANTS

THEATRES / STADIUMS

CONVENTION CENTERS

AIRPORTS

SITE INFRASTRUCTURE

UTILITY PLANTS / SOLAR

ASSEMBLY / MANUFACTURING

AUTOMOTIVE PLANTS

REFINERIES / STEEL MILLS / CHEMICAL PROCESSING

ROADWAYS

GOVERNMENT OPERATIONS / PUBLIC WORKS

## Empowered employees, efficient execution.

Our partners and clients entrust us with the responsibility to complete each project on time, on budget and with safety as a top priority. We do this through a seamless approach that reinforces the reliability of our performance and our people. Unlike a typical subcontracting scheme, comprised of individuals representing various contractors, Conti offers a knowledgeable and well-trained team of experts to plan and execute solutions for commercial and industrial clients.

Our unique ability to function as a multi-trade contractor allows us to self-perform up to 80% of the coordinated work on any given project. This translates to incredible benefits for our partners and clients in terms of efficiency, effectiveness and the quality of working relationships we uphold.

Along with a structure that promotes direct access to senior-level management, our commitment to providing a single, empowered point of contact increases efficiencies in timing, scheduling and job coordination. Our project managers have complete ownership from start to finish, working directly with engineers and project personnel to make sure that all specifications and schedules are met. This proactive approach, which facilitates a cleaner job with immediate issue resolution, also minimizes risk. Add to that, the security of a large-scale national organization with numerous offices throughout North America, and the result is a stable and responsive partner ready for any construction challenge.

### SCOPE OF SERVICES:

PRE-CONSTRUCTION

VALUE ENGINEERING

LEED DESIGN & CONSTRUCTION

DESIGN BUILD & ASSIST

COORDINATION / BIM

PRE-FABRICATION

PROJECT MANAGEMENT

SCHEDULING

NEW CONSTRUCTION

RENOVATION / RETROFITTING

QUALITY ASSURANCE & CONTROL

TESTING

COMMISSIONING

TRAINING

MAINTENANCE & REPAIR

24/7 SERVICE

ISO

QS

LEED CERTIFIED



# RENEWABLE ENERGY



SOLAR ENERGY /  
FIXED & TRACKER SYSTEMS

WIND ENERGY

BIOGAS / BIOSOLID /  
LANDFILL GAS

GEOTHERMAL ENERGY

RENEWABLE ENERGY PLANTS

UTILITY SERVICE PROVIDERS

GOVERNMENT FACILITIES

COMMERCIAL FACILITIES

OFFICES / HOTELS / CASINOS

HOSPITALS & RESEARCH  
FACILITIES

MULTI-TENANT RESIDENTIAL

## Our future, our business.

With advanced technology and experienced installers and managers of solar plants throughout North America, Conti has quickly become one of the nation's leaders in renewable energy installations. This combination of talent and technology allows us to execute small projects to mega plants in any area in little time. In fact, Conti has engineered, procured and constructed more than 1 GWdc of renewable energy systems in just the past three years.

Conti Corporation is committed to the advancement of renewable energy design and implementation. We work with renewable energy developers and integrators to optimize designs to achieve low-cost, dependable energy without compromising safety, quality or schedule. We believe that precise planning, procurement, and commissioning are critical to the quality and safe installation of each project and therefore begin each task with a thorough review process involving:

- Pre-construction system feasibility and budget studies
- Project site analysis
- Power consumption analysis and renewable energy output calculations

Our efficiencies not only make us competitive all over North America, but also reduce the overall installation schedule, allowing our customers to produce green energy faster.

NORTH AMERICAN BOARD OF CERTIFIED & ENERGY PRACTITIONERS (NABCEP)  
 NATIONAL JATC PV I + II INSTALLER  
 OCCUPATIONAL SAFETY AND HEALTH ADMINISTRATION (OSHA) PV INSTALLER

# ELECTRICAL



SUBSTATIONS / GENERATORS /  
UPS / PARALLELING GEAR

UNDERGROUND UTILITIES

POWER DISTRIBUTION

LIGHTING & CONTROLS

BUILDING & ENERGY  
MANAGEMENT SYSTEMS

LIGHTNING PROTECTION

FOSSIL FUEL & RENEWABLE  
POWER PLANTS

TURBINE MONITORING &  
CONTROL

AUTOMOTIVE BODY /  
ASSEMBLY / POWERTRAIN  
TOOLING

CONVEYANCE SYSTEMS

PAINT PROCESS & OVEN

SITE INFRASTRUCTURE

AUTOMATION & PROCESS  
CONTROLS

## What we've always done, only better.

Conti has been setting standards in electrical contracting since 1969. Over the past four decades, we've completed thousands of large- and small-scale projects and have pioneered a series of best practices to guarantee safety, performance and quality.

Today, our electrical group represents one of the largest in the nation. Throughout North America, our team brings experience to every segment of the market. In fact, there is simply no category of facility, automation or process we haven't already designed and built. We embrace the latest methodologies, including BIM, pre-fabrication, distributed controls and modularization.

When it comes to Lump Sum, GMP, Design-Build or Assist for new commercial construction or ongoing renovations in an industrial facility, our team works together to tailor a solution to address your needs. If it requires power — whether high or low voltage, AC, DC or solar — Conti has you covered. Our team of licensed electricians ensures that your facility is wired to the latest National Electrical Code requirements.



# TECHNOLOGY

- DATA CENTER & IT PLANNING
- TELECOM NETWORK SIZING
- STP & UTP CABLING
- FIBER-OPTIC CABLING
- BROADBAND COAX CABLING
- AIR-BLOWN FIBER
- ACCESS CONTROL
- CCTV SECURITY SYSTEMS
- TARGET ACQUISITION SYSTEMS
- PAGING & SOUND MASKING
- DISTRIBUTED AUDIO SYSTEMS
- VIDEO WALLS & SIGNAGE
- STAGE & THEATER SYSTEMS

## Trust us, we're experts.

Technology is ever changing, yet it has become one of the most critical components to the successful operation of any business. Conti's technicians and digital strategists stay on top of this dynamic industry while developing innovative ways to address the information network challenges of our clients. We believe the best networks are designed specifically for the people who use them, which is why we always begin with a thorough review of your functional and financial objectives.

Drawing on our wealth of experience in creating communication infrastructures, we guide the design, installation and maintenance of integrated communication and security systems for commercial and industrial environments. Our in-house team develops flexible solutions that synthesize a variety of components — including voice, data, video, security and wireless technologies — into a carefully constructed, easy-to-use network that meets regulatory codes and cabling standards.

In addition, we represent most major technology manufacturers and hold the certifications necessary to ensure proper installation and warranty compliance. With a team of highly qualified technicians, we handle all low-voltage disciplines, including structured cabling, security services and audio/visual services. Our unique systems approach, which involves a dedicated, on-site project manager, allows us to offer the most efficient installation process possible while minimizing overhead and risk.

RCDD CERTIFIED





# MECHANICAL



COMMERCIAL PLUMBING

POTABLE / NON-POTABLE WATER

SANITARY SYSTEMS & STORM DRAINS

STEAM & CONDENSATE PIPING

CHILLED WATER PIPING

WELD WATER SYSTEMS

UNDERGROUND WATER MAINS

GAS & PROCESS PIPING

BACKFLOW PREVENTION & TESTING

DESIGN BUILD & ASSIST

CAD / BIM

## Seamless performance.

Conti offers the full spectrum of mechanical piping capabilities for commercial and industrial applications from design/build, fabrication, installation and service. Our ability to perform these tasks in combination with electrical, HVAC+R and fire suppression services facilitates maximum value engineering and quality performance.

Our 35,000 square foot pre-fabrication facility utilizes state-of-the-art computer controlled laser cutting, beveling, welding and forming machinery. Conti can design and fabricate customized piping components in a controlled setting enabling us to minimize field hours and allow for precision welds that meet today's most exacting standards.

A decisive multi-step process is followed to integrate each component into a single detailed plan, which optimizes the installation process and ensures a safe, cohesive build. Our turnkey approach ensures seamlessly managed projects with immediate issue resolution, as well as reduced general conditions and overhead. Conti provides quality assurance and control procedures on every project and offers continued support to maintain the integrity of the installation through training and service.



# FIRE SUPPRESSION

- FIRE SPRINKLER SYSTEMS
  - WET & DRY PIPE
  - PRE-ACTION & DELUGE
  - WATER SPRAY & WATER MIST
- ANTIFREEZE & AFFF EXTINGUISHERS
- ELECTRIC / DIESEL / STEAM FIRE PUMPS
- STANDPIPE SYSTEMS
- UNDERGROUND FIRE MAINS
- WATER TANKS & RESERVOIRS
- PRESSURE TANK SYSTEMS
- CLEAN-AGENT / FM200 / CO2 EXPLOSION SUPPRESSION

## Ready when it counts.

Any investment worth making is worth protecting. Conti's fire suppression division helps you safeguard your business from the possibility and effects of a fire at your facility. Our comprehensive fire suppression services will provide you with the peace of mind that you are prepared to detect and extinguish fires quickly and cleanly, minimizing downtime and damage to your assets.

Conti is a full-service contractor that provides the highest quality work in the industry. With an eye toward customer satisfaction and safety, we perform design services, pipe systems fabrication, installation, preventative maintenance and repairs for all types of fire suppression systems. Our skilled professionals have extensive experience with new construction, renovation and retrofitting.

We leverage this expertise to foster cohesive design coordination of the fire suppression system in the CAD/BIM phase, allowing for integration with new or existing mechanical, electrical and plumbing systems.



# HEATING, VENTILATION, A/C + REFRIGERATION

COMMERCIAL / INDUSTRIAL  
SHEETMETAL & AIR  
HANDLING SYSTEMS

HIGH / LOW PRESSURE STEAM  
& HYDRONIC SYSTEMS

COMPRESSED AIR SYSTEMS  
VACUUM SYSTEMS

PNEUMATIC SYSTEMS

HIGH CAPACITY / LOW  
TEMP HVAC+R SYSTEMS

BAS & DDC

REMOTE BUILDING  
MONITORING & REPORTING

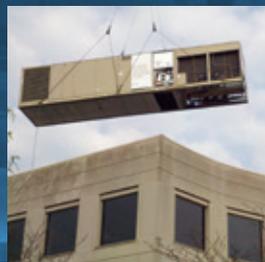
CUSTOM AC & HEATING

BOILERS & REFRIGERATION

COMPREHENSIVE BUILDING  
SYSTEMS ANALYSIS

INDOOR AIR QUALITY (IAQ)  
TESTING & ANALYSIS

PREVENTATIVE  
MAINTENANCE



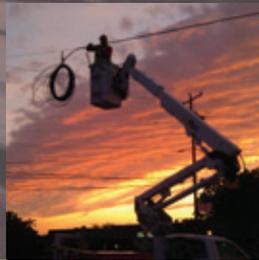
## You know when it feels right.

As a multi-trade contractor, Conti is adept at incorporating multiple building systems into one detailed plan. Our CAD/BIM design process integrates HVAC+R with mechanical, electrical and plumbing systems to ensure a smooth installation. Proper design coupled with empowered on-site project management ensures that all customer specifications, environmental regulations and certification guidelines are met. Using current technologies and user-friendly equipment, we provide precise temperature and humidity control to meet the demands of mission critical facilities and highly sensitive electronic equipment. Our controls experts are certified and trained to program and support the latest building management systems.

From a service perspective, Conti specializes in 24/7 emergency repair and preventive maintenance programs for commercial, industrial and institutional customers. Our factory-trained, licensed journeymen are equipped to quickly evaluate and address issues with your HVAC+R system to minimize downtime. We strive for continuous operation of your HVAC+R system with a customized preventative maintenance program that will reduce the possibility of mechanical failure and extend the useful life of your equipment. This approach, along with an unwavering dedication to personal service and quick response time, differentiates Conti in the HVAC+R servicing industry.

TRIDIUM CERTIFIED

# ROAD + UNDERGROUND



TRENCHING

DUCT BANKS

STREET LIGHTING  
FOUNDATIONS

PRECAST & DRILLED  
SHAFT WAYS

ROAD & HIGHWAY LIGHTING

CAISSON FOUNDATIONS

CONTROLLER / TRANSFORMER  
SLABS

OVERHEAD UTILITIES

TRAFFIC CONTROL SIGNALS

RW / TW AIRPORT LIGHTING

TOLLING FACILITIES

OVERHEAD SIGNAGE &  
STRUCTURES

INTELLIGENT TRAFFIC  
SYSTEMS

DIGITAL MESSAGE SYSTEMS

## Confidence overhead and underfoot.

To develop a solid infrastructure, one must build from the ground up. Often times, securing this foundation also involves going underground. Conti's road and underground division works with private developers, general contractors, municipalities and the federal government to perform the full scope of underground utility services. From trenching to large-scale boring, we have the talent and equipment to perform any earth-moving task.

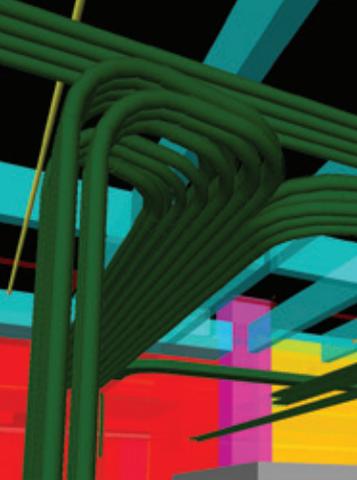
Additionally, our road and signalization specialists are adept in designing, installing and programming the most complex traffic signalization systems. We erect signage, lights, toll booths, overhead utilities, gantries and all other varieties of roadway systems. Our crews work day and night, safely and efficiently to complete our work in strict accordance with local ordinances and all applicable DOT regulations.

Our highly skilled team of experienced tradespeople will safely handle each job from conception to completion. Under the leadership of a dedicated project manager who oversees the entire process and plays a role in each stage of design and implementation, Conti provides customized, timely solutions to any challenges that may arise during the planning and construction phases.

DOT CERTIFIED

IMSA CERTIFIED





## Built better with BIM.

Conti Corporation has invested significant time and resources in the latest modeling technologies available, including: AutoCAD® MEP, Revit®, and NavisWorks® Manage platforms. We know that no two projects are alike; that's why we customize our BIM standards to be job specific, tailoring each output to ensure an optimized configuration, limit the overall investment, and eliminate conflicts in the field.

We use our years of experience in value engineering to create the most cost-effective designs — not only for our own installation, but also taking into account the need to streamline long-term maintenance. Conti's BIM Department provides a fully coordinated multi-trade model under one roof. And, with that know how, we are uniquely qualified in our understanding of the impact of changes across all building systems. We understand how to effectively use BIM practices on highly-technical projects, including hospitals, laboratories, factories, power plants and complex military facilities. Conti can take the coordination lead on any project, thereby relieving the General Contractor from this cost, burden and risk.

From design through delivery, we guarantee each service we perform surpasses contractual requirements and adheres to the latest industry standards. To ensure this level of performance, Conti has developed and implemented a quality management system that spans the lifecycle of each project.

## DESIGN, BUILD + ASSIST

### BUILDING INFORMATION MODELING:

3D / 4D / 5D ANALYSIS & SIMULATION

CLASH DETECTION

3D RENDERED MODELS

NAVISWORKS® MANAGE

REVIT®

AUTOCAD® MEP

FIELD COORDINATION

IMAGING AUDITS

SCHEDULING & SEQUENCE PLANNING

### DESIGN / BUILD:

2D – SCALED DRAWINGS

VALUE ENGINEERING

PLAN & SPEC

CLOSEOUT DOCUMENTS

OPERATION & MAINTENANCE DOCUMENTS



## SAFETY FIRST

Our commitment to quality performance extends to the emphasis we place on achieving a zero-injury and zero-accident workplace for all employees. We crafted our own comprehensive, multi-trade safety program based on OSHA standards and more than 40 years of experience in the construction industry.

Our number-one priority on the job is safety. Therefore, our in-house safety department employs a full-time safety director and a team of auditors to ensure that our employees follow all applicable safety requirements. Each employee receives site-specific safety training, screening, OSHA certification, and, where applicable, arc flash, aerial lift and CCO rigging training. Additionally, job site huddles are performed at the beginning of each shift to review all tasks for the day and to identify any potential risks.

No safety program is complete without a properly executed oversight program. Inspections are performed daily by our project supervision and frequently by our in-house safety auditors. In rare instances when misconduct is observed, our safety professionals have authority to act immediately, halting work when necessary, and following through with disciplinary actions as needed. At Conti Corporation everyone is responsible for safety.

### COMPREHENSIVE SELF-DEVELOPED PROGRAM INCLUSIVE OF:

MUST

OSHA

NFPA 70E

CONFINED SPACE

FALL PROTECTION

LIFT TRAINING

NEEDS ASSESSMENT & CONTINUOUS TRAINING

NEW HIRE & PROJECT STARTUP ORIENTATION

PRE-TASK PLANNING

TOOL BOX TALKS

DAILY HUDDLES

ON-SITE RANDOM AUDITS

IN-HOUSE SAFETY PROFESSIONALS





- 24/7 SERVICE DISPATCH
- IMMEDIATE RESPONSE
- PREVENTATIVE MAINTENANCE
- SITE SURVEY / ENERGY AUDITS
- RETROFIT DESIGN & UTILITY REBATE APPLICATIONS
- BMS / CONTROLS
- EMERGENCY RESPONSE & BUSINESS CONTINUITY PLANNING
- PROACTIVE UPGRADES
- TROUBLESHOOTING / REPAIR
- PLANNED SHUTDOWN MAINTENANCE
- GPS TRACKING = FASTER RESPONSE / ACCOUNTABILITY
- FULLY ELECTRONIC WORK ORDER REPORTING
- ANNUAL SYSTEMS TESTING

## We ask how high.

Conti's 24/7 service division provides new installation services, resolves warranty issues, and performs long-term preventative maintenance for projects and facilities of all types and sizes. Our fully-licensed union service professionals each have a minimum of 10 years of field experience and are committed to the highest level of quality. We deliver prompt, professional services without sacrificing the availability or quality of your system. By implementing regular preventative maintenance, our clients benefit by minimizing capital investment and employee training.

Conti supports your facility long after the initial build with services including:

-  RENEWABLE ENERGY
-  ELECTRICAL
-  TECHNOLOGY
-  MECHANICAL
-  FIRE SUPPRESSION
-  HVAC + REFRIGERATION
-  ROAD + UNDERGROUND

Conti understands how detrimental every minute of downtime can be to your facility. We are there for you 24/7 to restore temporary service to your infrastructure, and make permanent repairs.

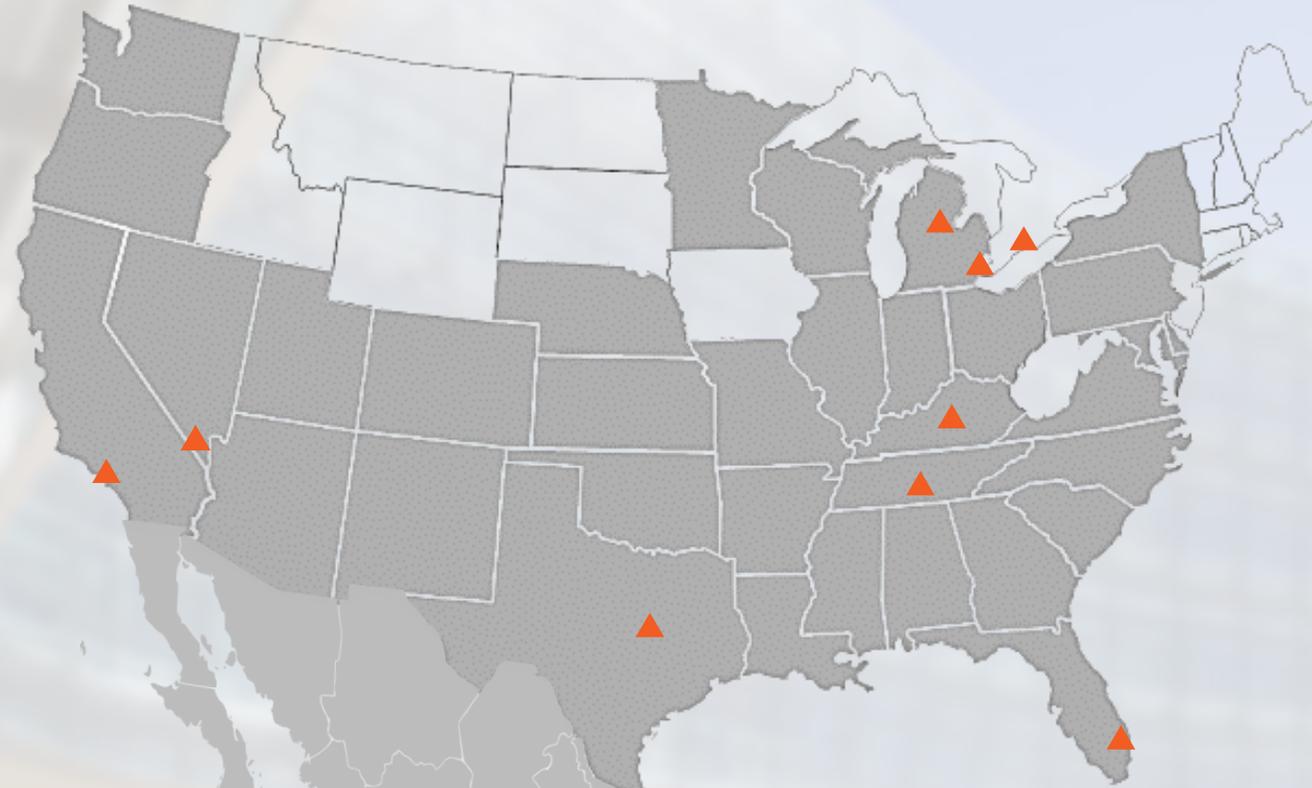


**SERVICE 866.955.1500**

# CONTINENTAL SCALE, LOCAL PRESENCE

## 9 Offices

- Detroit
- Bay City
- Ontario
- Louisville
- Nashville
- Miami
- Dallas
- Las Vegas
- Los Angeles
- San Luis Potosi



**\$575M+**  
2017 REVENUES

**7,600**  
PROJECTS IN 2017

**>5M**  
ANNUAL MANHOURS

**21**  
STATES WITH ACTIVE JOBS



# AFFILIATES

NATIONAL  
MULTI-TRADE



NEVADA  
A/V DISTRIBUTOR



INDUSTRIAL  
CONTROLS



FLORIDA  
MULTI-TRADE

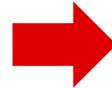


\* Permanent Joint Ventures

# CONTINENTAL SCALE, LOCAL PRESENCE



## THE TOP 600 NATIONAL SPECIALTY CONTRACTORS



RANK		FIRM	FIRM TYPE	TOTAL REVENUE (\$ MIL)
2016	2015			
32	48	<b>CONTI CORPORATION</b> , Sterling Heights, Mich.	E,M,P,F	468.6
71	65	<b>MOTOR CITY ELECTRIC CO.</b> , Detroit, Mich.	E	265.6
98	94	<b>JOHN E. GREEN CO.</b> , Highland Park, Mich.	M	210.0
200	219	<b>NEWKIRK ELECTRIC ASSOCIATES INC.</b> , Muskegon, Mich.	E	108.5
288	371	<b>SHAW ELECTRIC CO.</b> , Southfield, Mich.	E	68.4

# #32

IN NATION  
ALL TRADES

# #14

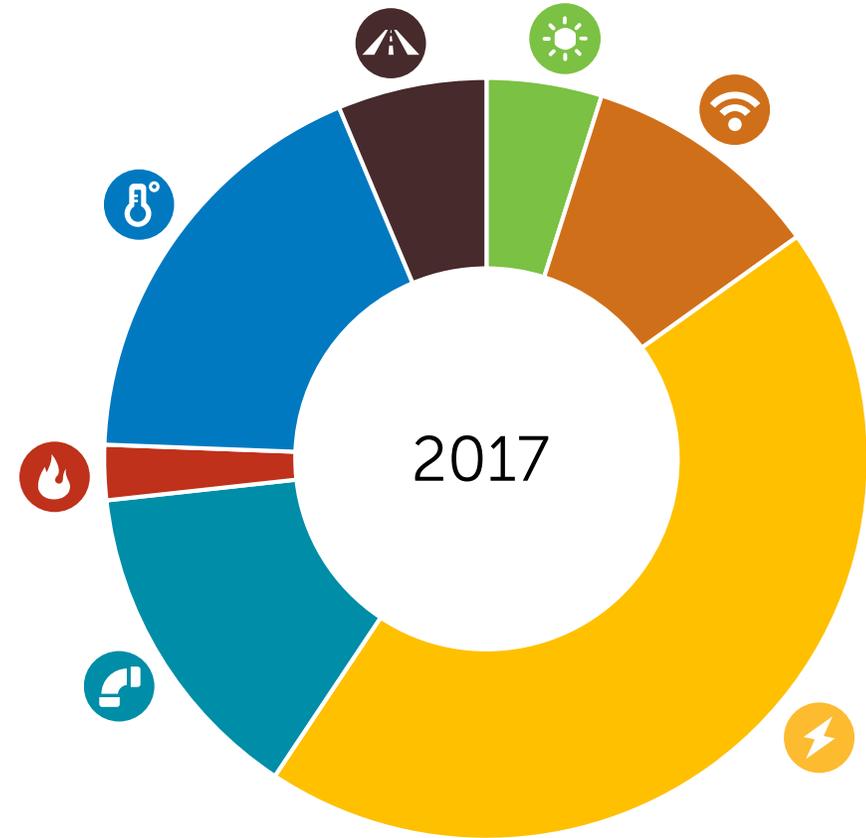
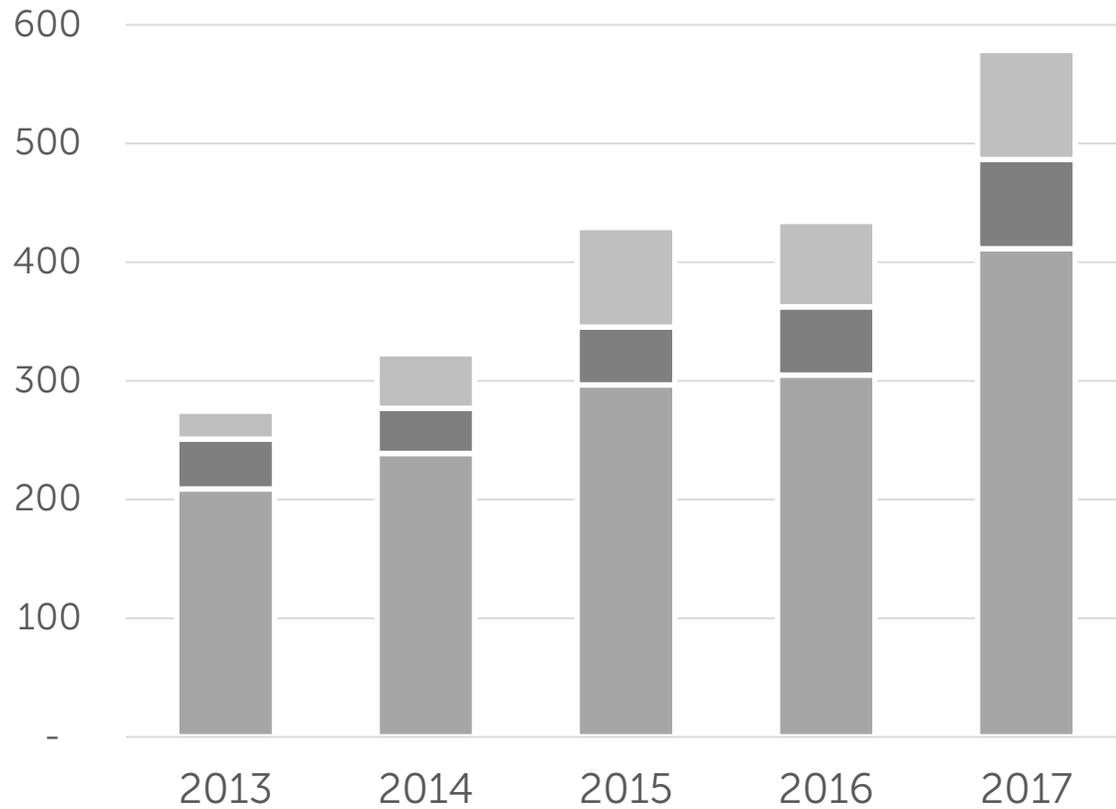
IN NATION  
ELECTRICAL

# #1

IN MICHIGAN  
ALL TRADES

# REVENUE STORY

IN MILLIONS US



REVENUES BY DIVISION





**Conti**

[www.conticorporation.com](http://www.conticorporation.com)