

EXHIBIT G
Aviation Service Supply Company, dba AIS Industrial & Construction Supply

Response to RFP-CM-14-003

Maintenance, Repairs and Operations (MRO) – Facility Supplies and Equipment

Section 3 – Statement of Work

3.1 Minimum Specification for Response

AIS Industrial and Construction Supply has been serving the industrial supply needs of Colorado businesses and government entities since 1945. Our original name was Aviation Industrial Supply and we were founded to serve the airlines at Stapleton Airfield. Through the years we have grown and changed with the local Colorado economy and are proud to be locally family owned and operated. Our broad range of products, factory authorized tool repair, 50,000 square feet of warehouse and over 3 million in local inventory makes us uniquely qualified to supply the State with its MRO needs.

Previous experience:

State of Colorado price agreements:

AIS has held price agreements with the State of Colorado for industrial supplies and equipment for 20 plus years, with the most recent being 44500YYY30P Industrial Supplies and Equipment, Tools, various manufacturers. We are familiar with servicing a price agreement and with providing value to the various entities authorized to buy under the agreement.

Largest price agreement users:

City of Aurora, Cherry Creek Schools – Bldg Maint & Grounds, CDOT R4 Storeroom – Greeley, Metro Wastewater, Adams 12 5 star schools, Metro Wastewater and RTD

Our price agreement users value us for our knowledgeable inside and outside sales team, our prompt delivery and our extensive inventory tailored to their buying history.

Suncor refinery industrial supplies contract:

AIS has held an industrial supplies contract with Suncor refinery in Commerce City for 15 plus years. Suncor relies on us to stock and supply contract items in a timely manner and to source hard to find industrial items as needs arise. Suncor averages \$750,000 per year spend on their industrial contract with AIS.

3.2 Subcontracting/Partnering:

AIS does not plan on utilizing subcontractors to service any awarded price agreement. If that changes we will notify the State.

3.3 Service regions:

[AIS will provide services to all 7 regions.](#) See Attachment 3 on the Vendor Response Worksheet.

3.4 Product Categories:

[AIS will provide services for Category Group 2 – Hand Tools, Power Tools, and Accessories\) and Group 8 – General.](#) See Vendor Response Worksheet.

All merchandise quoted will be brand new and will carry the full manufacturer's warranty. We are factory authorized warranty centers for many of the brands in the Power Tools category such as Milwaukee and Ridgid. We can replace tools immediately that are covered under warranty. Many of the hand tool lines such as Armstrong, Gearwrench, and Proto carry lifetime warranties and we will replace directly to the customer in the event of a tool failure.

3.5 Ordering and Delivery:

Ordering: AIS has two physical locations, our main location is in Denver located at 3900 Ulster Street. This location has a 4000 square foot showroom where customers can come in and order from our experienced counter sales staff. Customers may also call in and talk to one of our six inside sales staff. Our inside sales staff averages over 20 years' experience in industrial sales so they are able to help the customer make buying decisions

and choose the best items for their needs. We also accept orders by fax and email. We are currently working on online ordering capabilities and will work to accommodate those entities that wish to order online. The Denver location has 38 full time employees and 6 part time. Both AIS locations accept orders by purchase order, credit card, check or EFT.

AIS also has a location in Silt which is 16 miles past Glenwood Springs on the way to Grand Junction. Our Silt branch has a 6,000 sq foot warehouse with a 1500 sq foot showroom. Silt has four employees and over \$650,000 in inventory. Orders can be placed in person or by fax and email.

Pricing: Our computer system allows us to set discounts at a percentage from list price and at a set price by item by customer or customer group. We currently utilize this feature for facilitating our existing state price agreement. We run promotions and offer special deals frequently and we will pass those on to ordering entities.

Stock Products: For stock items there will be no additional cost for delivery, return, or any other related services.

Special Orders: Special order items may incur additional upfront costs which will all be disclosed at the time of ordering.

Returns: Stock items can be returned for no restocking charge within one year from the date of purchase. Special ordered non stock items can incur a restocking charge depending on the manufacturer. Items can be returned directly to our sales counters at both locations.

Delivery: AIS has a fleet of delivery vehicles and will work directly with the customer to determine the best and lowest cost method of delivery to their desired location.

3.6 Environmentally Preferable Purchasing:

We are familiar with the State's EPP policy and will identify any item that meets the "green" criteria with a designation in the item description and on required reports. AIS makes a special effort to re-use and recycle. We recycle all paper, plastic and aluminum cans in our office and facility. We re-use shipping boxes and packing materials and we donate all of our outdated computers and monitors to a computer recycling plant.

3.7 Points of Contact and Hours of Operation:

Point of Contact – Contract:

Dale E. Hahs II, CEO – 303-355-2394, dale@aisind.com

Point of Contact – Services:

Keith Bovee, Outside Sales – 720-353-9617, keith@aisind.com

Hours of Operation:

AIS locations are open Monday through Friday 7:30 to 4:30. Emergency contacts can be setup when required.

3.8 Transition plan:

AIS has been servicing the State of Colorado and other government entities for many years and has accounts already setup in our computer system for most buying locations. We are very familiar with setting up government accounts and are able to quickly get new accounts setup when needed.

3.9 Employee Purchase Program:

Employees of government entities that identify themselves as such at our sales counters and can provide proof of employment will be extended price agreement pricing.

3.10 Value Added or Optional Programs:

AIS has a tool repair division that repairs onsite most all of the tools we sell. We offer free tool evaluations and can let you know if your tool is covered under warranty or not and whether it would be cheaper to repair or replace it. AIS is factory trained and operates as a warranty service center for Bosch, Burndy, Milwaukee, Ridgid, Ridgid Seesnake Cameras, Ridgid Pro-Press, Greenlee, Hougen, Sioux and Sullair. AIS stocks onsite thousands of parts for most major brands and types of tools, which means fewer delays from back ordered parts.

We also have a torque calibration machine onsite for calibration of all brands of torque wrenches such as Armstrong, Proto and CDI. AIS offers a special flat hourly labor rate of \$50/hour to government entities on tool repairs. This is a saving of over 20% from our normal labor rate and a savings of over 30% on the labor rate for repairs of RIDGID Seesnake cameras and Pro-Press machines.

AIS holds an annual open house trade show every July where our top vendors show their latest in innovations in tool design. This is a great time for our customers to learn what is new in tools and gives them a chance to speak directly with representatives from the presenting manufacturers.

3.11 Administration of resulting Contract:

Reporting: AIS is familiar with the required quarterly reports from servicing our existing price agreement and has been very quick to create reports that met the State's requirements.

Administrative fee, Contract Term, Confidential and/or Sensitive Information and Point of Contact after Award.

We have reviewed the contents of these sections and will adhere to all requirements contained therein.

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