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### **Company Profile**

Buist is a mechanical contracting company located in Monmouth Junction, NJ

### **The Situation**

Endo Pharmaceuticals is renovating location in Cranbury, NJ. They needed a Bag in Bag out unit and 4 Terminal Air Filters.

### **The Action**

Buist won the bid and asked us to combine the quote for both the BIBO and the TAFs. After calling back and forth and asking what it would take to get the job. John told me that it wouldn't be fair to come right out and give me a number. So I told him that I could go as low as \$11,900 until I had to get other people involved to make concessions.

### **The Result**

Gen Aire won the job, and John told me that our competition had bid \$12k.

### **The Proof**

The BIBO is specified by Camfil and will be far superior to any other system provided by another company.