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### **Company Profile**

Air side Sheet Metal is a mechanical contracting company located in Andover, NJ

### **The Situation**

Robert Wood Johnson University Health Systems was building a new Emergency Room which required 2 Bag in Bag Out Units. We had quoted several contractors in the months prior, with numerous add-ons/ options. Airside Sheet Metal wound up winning the bid.

### **The Action**

They asked us to quote them our buy price. I emailed and called the contractor for two days trying to get him on the phone. Once I did, I asked him where we needed to be to win the job. He told me to just give our best price. I asked him if he was going to be purchasing all the items on the quote, and he told me yes. When I asked him if I could take off \$2k and get the job, he said “what the hell” send it over to me.

### **The Result**

We got a Purchase Order for \$62.8K and were able to supply them with all the necessary equipment.

### **The Proof**

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