

QUALIFICATION STATEMENT FOR Eide Industries, Inc.

Welcome to Eide Industries, Inc.

Proudly manufacturing in the United States since 1938, Eide Industries continues to be a leading manufacturer of architecturally designed shade structures, tensioned fabric structures, tensile building facade systems, retractable textile roof systems, and commercial protective covers.

We specialize in design, manufacturing and installation of structurally complex and creatively challenging commercial, government and prototype design projects regardless of job size, scope of work or administrative demands. Eide welcomes all projects that include participation and compliance with FAR, DIR, OATELS / Apprenticeship Program, Prevailing Wage, Union Labor Agreement and any additional Project Specific requirements.

Eide Industries, Inc. is a licensed General Contractor in:

- California Contractor 211771 – B, C10, C61, D03
- Alabama Contractor S-51779 – Awning Installation, Awnings, Installation of Shade Structures
- Arizona Contractor 133892 – Class L-3 Commercial
- Arizona Contractor 133893 – Class C-3 Residential
- Hawaii Contractor C-33409 – C-44B Awnings & Patio Covers
- Nevada Contractor 68052 – B-5 Prefabricated Steel Structures (\$1,000,000 Limit)
- Nevada Contractor 68053 – C14H Awnings & Louvers (\$1,000,000 Limit)
- Washington Contractor EIDEIII893QW – Awnings, Canopies, Patio Covers, Exterior Screens
- Los Angeles City Approved Type 1 Fabricator 1716

The specifics of our qualifications will be highlighted in the following areas:

- I. Ample experience of over 79 years.
- II. Quantity of complicated projects manufactured far exceeds any requirement.
- III. Size of projects that are within our comfort zone range from \$50K to \$3M.
- IV. Professional Services includes Engineers, Drafters, Project Managers and Installation Supervisors.
- V. In-house Quality Manufacturing, made in the USA.
- VI. Team player mentality and customer satisfaction with glowing recommendations.
- VII. CSI Classifications

SECTION I – Experience

Eide Industries brings forth over 79 years of professional construction experience in Project Management, Design, Engineering, Metal and Textile Fabrication, and Installation Services of complex membrane structures throughout the United States and Internationally.

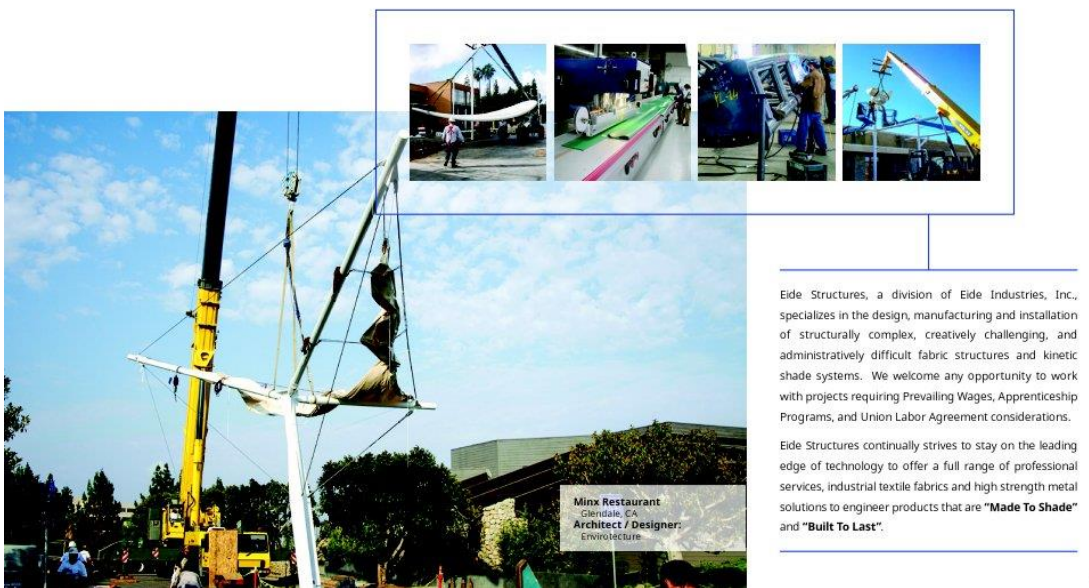
Management at Eide Industries has an accumulated experience of 157 years.

- Dan Neill - President, 15 years
- Bryan Presby - Divisional Manager, 15 years
- Joe Belli - Sales Manager, 37 years
- Jesse Borrego - VP Manufacturing, 45 years
- Don Araiza - Contract Review, 45 years

SECTION II – CSI Classifications

New CSI #	Previous CSI #	CSI Classification Title
05 12 00	05160	Structural Steel Framing
05 50 00	05500	Metal Fabrications
07 30 91	07300	Canvas Roofing
09 54 43	09545	Stretched Fabric Ceiling Systems
10 70 00	10700	Exterior Specialties
10 71 13	10705	Exterior Sun Control Devices
10 71 13.13	10710	Exterior Shutters
10 71 13.43	10530	Fixed Sun Screens
10 73 00	10530	Protective Covers
10 73 13	10530	Awnings
10 73 16	10530	Canopies
10 73 23	10530	Car Shelters
10 73 26	10530	Walkway Coverings
10 73 43	02875	Transportation Stop Shelters
11 68 00	02880	Play Field Equipment and Structures
13 11 46	13150	Swimming Pool Accessories
13 14 00	13165	Amusement Park Structures and Equipment
13 30 00	13120	Special Structures
13 31 00	13120	Fabric Structures
13 31 23	13120	Tensioned Fabric Structures
13 31 33	13120	Framed Fabric Structures
13 31 35	13120	Fixed Canopies & Shade Structures
13 34 00	13120	Fabricated Engineered Structures
13 34 13.19	13120	Swimming Pool Enclosures
13 34 23	13120	Fabricated Structures

YOU DESIGN. WE BUILD.



Minx Restaurant
Clermont, CA
Architect / Designer:
Envirostructure

Eide Structures, a division of Eide Industries, Inc., specializes in the design, manufacturing and installation of structurally complex, creatively challenging, and administratively difficult fabric structures and kinetic shade systems. We welcome any opportunity to work with projects requiring Prevailing Wages, Apprenticeship Programs, and Union Labor Agreement considerations.

Eide Structures continually strives to stay on the leading edge of technology to offer a full range of professional services, industrial textile fabrics and high strength metal solutions to engineer products that are "Made To Shade" and "Built To Last".

Our qualified in-house staff has the experience of building hundreds of complicated fabric structures...

Personnel	Services Performed	Employee Since	Experience and Training
Dan Neill President <i>dan@eideindustries.com</i>	Sales, Marketing, Project Management, Leadership	2003	• Bachelor of Science in Business Marketing, California State University, Long Beach
Bryan Presby Sales & Design <i>bryan@eideindustries.com</i>	Design, 3D Services, Client Relationships, Product Integration	2013	• Has over 15 years hands-on Retractable Textile Roof and Facade Structure Experience / IFAI / PAMA / WCPA
Matt Aulbach Project Manager <i>matt@eideindustries.com</i>	Project Management & Efficiencies	2012	• Bachelor of Science in Project Management, ITT Technical Institute • Associate of Science in Construction Technology, Community College of the Air Force • Associate of Science in Computer Aided Drafting and Design, ITT Technical Institute • Bachelor Degree in Business Management, University of Maryland
An Van Dam AutoCAD Drafter <i>an3d@eideindustries.com</i>	3D Modeling, Fabric Forming, Shop Drawings	1999	• AutoCAD / MPanel / Adobe Illustrator / Adobe Photoshop
Albert Soto Installation Supervisor <i>albert@eideindustries.com</i>	Supervise Installation	1997	• 360 Training OSHA Construction (10 and 30 Hour) / EHS Courses / First Aid & CPR / General Construction

Eide Industries, Inc. is an AIA accredited source for offering continuous education credits to architects towards fabric structures. Eide not only offers free lunch and learns to architects in attempts to help develop their knowledge of fabric structures, but also produces 3D renderings for their specific project needs during and after a visit to their firm.

SECTION III – Projects

Eide Industries has the capabilities of fabricating steel structures with virtually any high strength tensile fabric. Eide has manufactured and installed projects as large as \$2,000,000.00. We find that our services are best suited for projects that range between \$75K and \$1.5M. Many of our projects can be viewed at www.EideStructures.com. Here is a list of projects in terms of square foot area that we have built:

Projects by Square Footage:

• Springs Preserve – Las Vegas, NV (39,000 sq. ft.)
• St. Peter's University Hospital – New Brunswick, NJ (3,960 sq. ft.)
• Lake Forest Sports Park – Lake Forest, CA (combined total 10,078 sq. ft.)
• ASU Canopies – Tempe, AZ is (7,000 sq. ft.)
• Rasmussen BMW – Portland, OR (15,000 sq. ft.)
• Bobsled Run Covers – Salt Lake City, UT (14,000 sq. ft.)
• Qty. (97) Eco Tents – Bermuda (combined total 24,832 sq. ft.)

Recently Completed Projects

PROJECTS	LOCATION	VALUE
Atlas CR Sea Otter / Regent Properties CR Sea Otter, LLC	Carlsbad, CA	\$197,615
Helms Bakery, Parking Structure / Walter Marks, Inc.	Los Angeles, CA	\$371,716
USC Tennis Stadium / Morley Construction Company	Los Angeles, CA	\$704,055
Google Kirkland / SRM Development, LLC	Kirkland, WA	\$408,267
Three Broomsticks Restaurant, Harry Potter / Nassal Co.	Universal City, CA	\$148,943
Baltaire Restaurant / Michael T. Morris & Associates	Brentwood, CA	\$118,627
IPIC Theaters / IPIC Gold Glass Entertainment, LLC	Los Angeles, CA	\$229,000
Westfield Roseville Promenade / Stuart James Construction	Roseville, CA	\$181,350
Lake Forest Sports Park / Parkwest Landscapes	Lake Forest, CA	\$ 1,460,930
St. Peter's University Hospital	New Brunswick, NJ	\$ 468,964
University of California, Irvine	Irvine, CA	\$ 238,452
The Perch Restaurant / JMF Development, LLC	Los Angeles, CA	\$ 229,080
The Jada Group	Barbados, West Indies	\$ 145,874
Belmont Plaza / Earl Corporation	Long Beach, CA	\$ 200,274
Morongo Casino, Resort & Spa	Cabazon, CA	\$ 182,985
Government of Aruba	Oranjestad, Aruba	\$ 125,959
Washington Harbour Plaza / Clark Construction	Washington, DC	\$ 163,164
Newport Beach Civic Center / C.W. Driver	Newport Beach, CA	\$ 259,222
Palos Verdes Art Center / Del Amo Construction	Rancho Palos Verdes, CA	\$ 314,848
College of DuPage MAC Amphitheater	Glen Ellyn, IL	\$ 314,442
Hard Rock Hotel & Casino / Pacific Custom Pools	Las Vegas, NV	\$ 1,052,272
UCLA Kinross Building / PUB Construction	Los Angeles, CA	\$ 113,725
Claremont University Consortium	Claremont, CA	\$ 466,506
Wausau City Square / Miron Construction	Wausau, WI	\$ 216,497
City of Hope	Duarte, CA	\$ 125,092
Martin Luther King Transit Center / Mepco Services, Inc.	Los Angeles, CA	\$ 645,626
Universal Studios / ACS-NBC Universal	Universal City, CA	\$ 103,159
Riverdale Civic Center Amphitheater / New South	Riverdale, GA	\$ 204,965
Pavilion Lodge & Descanso Beach / R.D. Olson	Avalon, Catalina, CA	\$ 357,364
MGM City Center Project / Perini Building Company, Inc.	Las Vegas, NV	\$ 338,337
Fountainebleau Hotel & Resort / Site Technologies	Miami Beach, FL	\$ 923,513
Arizona State University, Memorial Union Plaza / SDB	Tempe, AZ	\$ 502,303
Palazzo Hotel & Casino / Mirage Builders	Las Vegas, NV	\$ 687,626
Las Vegas Valley Water District / SunPower Corporation	Las Vegas, NV	\$ 273,436
American Girl / DPR Construction	Los Angeles, CA	\$ 300,894
Coastal Grand Mall / Jones Sign	Myrtle Beach, SC	\$ 103,330
The MINX Restaurant / Envirotecure	Glendale, CA	\$ 284,775
El Monte Resort / Dharma Properties	Taos, NM	\$ 193,166
Tyson's Corner	Tyson's Corner, VA	\$ 271,707
Hampton Roads Convention Center / W.M. Jordan	Hampton, VA	\$ 204,794

THE EIDE ADVANTAGE

CORPORATE VALUES

1. Manufacturer since 1938
2. Same management team since 1973
3. Many employees at Eide for 15 to 20 years and more
4. Low employee turnover rate = experience
5. 41,000 square foot facility
6. Automated manufacturing equipment
7. Published warranty and limits of liability
8. Wholesale manufactures
9. Employ 100 professionals
10. In-house Quality Assurance Department
 - Los Angeles City Fabricator Type 1 Lic. #1716
 - Certified Welders
 - IFAI Certified Master Fabric Craftsmen
11. Largest awning manufacturer in California
12. Customer Service Department
13. Team problem solving – team approach
14. Proposals provide clarity and project definition
15. Computer price estimating provides consistency and accuracy
16. Leasing program
17. Product & Service value planning & engineering
18. Active members of professional organizations:
 - Industrial Fabrics Association Int'l. (IFAI)
 - Professional Awning Mfr. Assoc. (PAMA)
 - Lightweight Structures Association (LSA)
 - Western Canvas Products Association (WCPA)
 - American Institute of Architects, L.A. (AIA-LA)
 - American Welding Society (AWS)

PRODUCT INFORMATION

1. Product catalogs and printed literature
2. Web sites:
 - EideIndustries.com
 - EideStructures.com
 - TensionStructures.com
 - ResortCabanass.com
 - RaceCanopies.com
 - Awnings.com
3. Tour Eide Industries' manufacturing plant
4. Detailed proposals clearly state products and services
5. Design consulting:
 - Project design
 - Mechanical detail design
 - Renderings

- Blueprints
 - Engineering calculations
 - Specifications
6. Manufacturers of custom made products:
 - Architectural frame structures and components
 - Awnings
 - Canopies
 - Exhibit fabric panels and metal framing
 - Fabric structures
 - Graphics application
 - Industrial covers, industrial technical sewing
 - Race canopies
 - Tension structures
 - Tents

LEGAL

1. **California** Contractor License 211771 – B, C10, C61, D03
2. **Alabama** Contractor S-51779 – Awning Installation, Awnings, Installation of Shade Structures
3. **Arizona** Contractor License 133892 – Class L3 Commercial
4. **Arizona** Contractor License 133893 – Class C3 Residential
5. **Hawaii** Contractor License C33409 – C-44B Awnings & Patio Covers
6. **Nevada** Contractor License 68052 – B-5 Prefabricated Steel Structures (\$1,000,000 Limit)
7. **Nevada** Contractor License 68053 – C14H Awnings & Louvers (\$1,000,000 Limit)
8. **Washington** State Contractor License EIDEIII893QW – Awnings, Canopies, Patio Covers, Exterior Screens
9. **Los Angeles** City Fabricator Type 1 Lic. #1716
10. Performance Bonds
11. Workers' Compensation Insurance (\$1 Million)
12. Errors & Omissions Liability Insurance(\$1 Million)
13. General Liability Insurance coverage (\$1 Million)
14. Auto Insurance Coverage (\$1 Million)
15. Named Additional Insured Waiver of Subrogation
16. Visa and MasterCard accepted
17. Payment terms available
18. Progress payment terms

THE EIDE ADVANTAGE (Continued)

INSTALLATION

1. Worldwide installation service
2. Site surveys
3. Job supervision and project coordination
4. Turn – key manufacturing and installation service

ENGINEERING DEPARTMENT

1. California stamped engineering calculations
2. Tension structure engineering and fabric patterning
3. Construction documents
4. Shop drawings
5. Design and Build contracts
6. Project planning and scheduling
7. CAD drawings, details and blueprints
8. Permit pulling services
9. Value engineering
10. Renderings

METAL FABRICATION

1. Los Angeles City Fabricator Type 1 Lic. #1716
2. Steel, aluminum and stainless steel fabrication
3. Patented frame systems
4. High strength ASTM metal tubing
5. Cutting, bending and welding
6. Metal size: ½ " to 24" square, round, and larger
7. Finishes:
 - Galvanized
 - Power coat paint
 - Brass and chrome plating
 - Anodized
 - Architectural paint systems
8. Motorized and mechanical products
9. Truss systems
10. Architectural metal structures and weldments
11. Custom shapes

TECHNICAL FABRICS FABRICATION

1. Interior and exterior grade fabrics
2. PTFE Teflon® coated fiberglass
3. Military and ASTM specification compliance
4. Automated cutting
5. Flame retardant and non-combustible fabrics
6. Technical and industrial sewing
7. Hot air sealing
8. Radio frequency sealing
9. Sewing
10. Gluing and bonding
11. Stapling
12. Riveting

GRAPHICS APPLICATION

1. Digital Print
2. Computer Produced
3. Ink
4. Cut and R.F. seal
5. Fusion Graphics®
6. Eradication
7. Pressure sensitive
8. Heat transfer
9. Embroidery
10. Laser graphics and cutting

SECTION IV – Professional Staff

Eide's best and brightest will be utilized to make your project a success.

- **Matt Aulbach** as Project Manager
 - Complete project authority and responsibility
 - Responsive and keeps project on schedule
 - Coordinates efforts with other trades
 - 100% commitment to project
 - On site for all site meetings, surveys and installations
 - Four years of construction experience

- **Bryan Presby** as Architectural Design & Sales
 - The responsibility to ensure the design stays true to the original approved concept
 - In case of design alterations and modifications, 100% committed to help resolve issues quickly and responsibly
 - Utilization of 3D modeling software to relay design details to clients within minutes

- **An Van Dam** as CAD Operator
 - Shop drawing responsibility with direction from PM
 - Update 3D model to insure proper BIM integration
 - Use AutoCAD 2010 to provide the latest CAD technology available
 - Uses MPanel to determine patterning and fabric natural forms

- **Albert Soto** as Installation Supervisor
 - Responsible for a Safe and Timely installation
 - 360 Training OSHA Compliant (10 and 30 Hour)
 - Time commitment will be 100% during the installation process and site visits
 - Coordination with other trades on site during installation

SECTION V – Quality Manufacturing

Eide products, both frame and fabric membranes, are manufactured in-house. Our products are truly **Made in the USA**. Our 41,000 square foot facility is located in Cerritos, CA and is available for tours any weekday between 7AM and 3PM. We invite you all to visit our facility and meet our experienced staff.

Our location in the USA helps obtain LEED points by eliminating the pollution inducing need to ship products back and forth overseas. Also, our location helps qualify us for funding designated to help the recovery of America.

Eide has a 31 page quality control manual that available for the review of our clients at the time of project award, or sooner if requested.

Our family of companies:



SECTION VI – Recommendations

Eide understands that business is done between PEOPLE and not companies. We are team players and strive to ensure that all of our customers are satisfied. This in turn feeds our return business and allows us to fulfill our mission statement which is to “achieve ongoing profit and growth **by creating** lasting relationships with customers”. Below are just a few statements provided by our satisfied customers. Actual letters of recommendation are available upon request.

Project: American Girl Place – Los Angeles, CA

Contractor: DPR Construction

Project Manager: Rudy Olaguez

Comments about Eide:

- Problem solvers
- Finish on time
- Quality product
- Can do attitude

Project: UCSF Walkway Canopy

Contractor: DPR Construction

Comments about Eide:

- Communicated effectively
- Cooperated with our requests
- Remained responsive
- Followed through on promises
- Quickly integrated with the team

Project: ASU Memorial Union Plaza

Contractor: SDB Contracting Services

Comments about Eide:

- Exemplary performance and craftsmanship
- High degree of engineering and manufacturing expertise
- Professionalism and communication leading to success for the University

IN SUMMARY

Thank you for considering Eide Industries. For any further information, please feel free to contact me directly.

Best regards,



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