

ENGINEERED ARRESTING SYSTEMS CORPORATION

AEROSAFETY & TECHNOLOGY
Emergency Arresting Systems



April 19, 2012

Dear Supplier,

Engineered Arresting Systems Corporation greatly appreciates all the efforts you make that enable us to maintain a successful and healthy business. We need a few minutes of your time to support one of our ongoing initiatives.

We are currently energizing efforts to diversify our supply chain. A new Supplier Diversity Policy has been developed and enacted in our organization (see below). This enhances our ability to sell our equipment to DOD and other government agencies. As well as providing your company an opportunity to establish a mutually beneficial relationship with us. Accurate reporting is critical for us to remain a qualified supplier and therefore we need you to provide us with some information to update our records.

Please help us by filling out the survey below.

Company Name: _____

Address: _____

Authorized Representative: _____

Your Title: _____

Signature: _____

Business Category (Check one only)

Large Business

Small Business

If you checked Small Business, please check the appropriate category (check all that apply)

Women Owned

Veteran Owned

Service-Disable Veteran Owned

Disadvantaged Business

HUB Zone

If you check Hub Zone, you must also submit your certification document. Failure to furnish the certifications may be cause for rejection of your bid(s) or proposal(s) as nonresponsive or preclude your company from receiving future orders. In the event that any previously submitted representations or certifications change, you will promptly notify Engineered Arresting Systems' purchasing department of the change.

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2550 Market Street, Aston, PA 19014-3426 – USA. Tel: +610 494 8000 – Fax: +610 494 8989 – www.zodiacaerospace.com

Under 15 U.S.C. 645(d), any person who misrepresents a firm's status as a small, HUBZone small, small disadvantaged, or women-owned small business concern in order to obtain a contract to be awarded under the preference programs established pursuant to section 8(a), 8(d), 9, or 15 of the Small Business Act or any other provision of Federal law that specifically references section 8(d) for a definition of program eligibility, shall

1. Be punished by imposition of fine, imprisonment, or both
2. Be subject to administrative remedies, including suspension and debarment; and
3. Be ineligible for participation in programs conducted under the authority of the Act.

Please fax your completed form back to 610-494-8760 or email it to me at Bill.Newell@zodiac aerospace.com. Please call me on X-225 if you have any questions or concerns. Thanks in advance for your prompt response.

William Newell
Small Business Liaison Officer

ESCO-ZA's Supplier Diversity Policy

Engineered Arresting Systems (ESCO-ZA) recognizes that small and diverse businesses help drive innovation within the supply chain. It is our policy that small businesses should be given the maximum practicable opportunity to provide products and services for which they are technically and financially qualified.

Small business concerns include those owned and controlled by socially and economically disadvantaged individuals (certified small disadvantaged businesses), owned and controlled by women, certified as a historically underutilized business zone (HUBZone), and owned and controlled by veterans, including service-disabled veterans