



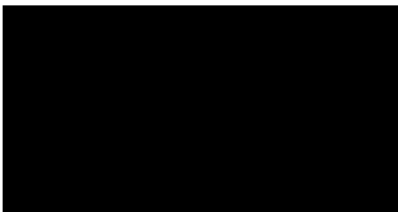
mwe.com

Stephen M. Ryan
Attorney at Law
sryan@mwe.com
+1 202 756 8333

September 25, 2020

VIA EMAIL

The Honorable James E. Clyburn
Select Subcommittee on the Coronavirus Crisis
2157 Rayburn HOB
Washington, DC 20515



Dear Chairman Clyburn, Ranking Member Scalise, and Members of the Select Subcommittee:

We are writing on behalf of AirBoss Defense Group (“ADG”) in response to the Subcommittee’s letter dated July 14, 2020, and the Subcommittee staff’s subsequent request for additional information on September 17, 2020.

Pursuant to that request, ADG is providing (1) its communications with General Jack Keane regarding the FEMA Contract and (2) a description of General Keane’s role with ADG. ADG’s production is Bates-stamped ADG_9382.

With respect to the second request, General Keane is a retired U.S. Army four-star general, former Vice Chief of Staff of the United States Army, and Presidential Medal of Freedom recipient. Following his retirement from active service, General Keane served as an informal advisor to U.S. senior officials, including serving an advisory role in the management of the U.S. occupation of Iraq, and as a member of the prestigious Defense Policy Board Advisory Committee.

Today, General Keane is involved in a variety of businesses, think tanks, and charitable activities. General Keane has served as a strategic consultant for Critical Solutions International (“CSI”) since 2011 and has continued in this capacity for ADG following its merger with CSI, which was entered into in May 2019 and closed on January 1, 2020.

CSI, and now ADG, has relied on General Keane's expertise to help guide the company on U.S. government issues. General Keane provides insight for ADG's strategic planning and business development initiatives for U.S. and international defense acquisition programs. His duties are the same—to act in an advisory role to ADG on its development of relationships, government practices, and budgets. General Keane promotes ADG products and helps ADG build its positive, effective relationships with key decision-makers. General Keane's services have helped CSI and ADG identify new opportunities, improve operations, assist with regard to the direction of ADG products and technologies, and plan and implement strategies to secure sustained success. General Keane has provided event, trade mission, and industry day support as a strategic consultant to CSI and ADG.

Defense and aerospace are rapidly evolving industries, experiencing demand from emerging markets, ongoing fleet and technology updates, and continual decreases, reorganizations, and reprioritization of military and reserve forces. Compounding that, global economic challenges and shifts in government purchasing have changed the budget environment as well. As a major defense contractor, ADG relies on General Keane as a key strategic advisor.

Please let us know if you have questions or want to discuss ADG's production.

Sincerely,



Stephen M. Ryan

cc: Patrick Callahan, Chief Executive Officer, AirBoss Defense Group
Chris Bitsakakis, President, AirBoss of America Corp.
Sam C. Neel, Esq.

Message

From: Jo-Anne Labonte [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=98F3DD58C3C949168768F7F0C7B4E458-JO-ANNE LAB]
Sent: 3/31/2020 3:17:39 PM
To: Coakley, Kimberly [REDACTED]; Michael McCormack [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=ca6d8bb86c4148e7bea42ca21f35969b-Michael McC]
CC: McClain, Michael [REDACTED]; Ossei-Boateng, Linda [REDACTED]
Subject: RE: ADG Proposal for PAPRs for Corona Response

Hi Kim,

Thank you. We will submit the voucher for the down payment today.

M. McClain – I will give you a call very soon to go over the process for delivery and acceptance, I will use the phone number I have in the contract, is that the correct one ([REDACTED]) ?

Thanks,

Jo-Anne



PROGRAM MANAGER

Jo-Anne Labonte

[REDACTED] (mobile)

adg.com

airbossdefense.com

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De : Coakley, Kimberly [mailto:[REDACTED]]

Envoyé : 31 mars 2020 13:38

À : Michael McCormack [REDACTED] Jo-Anne Labonte [REDACTED] >

Cc : McClain, Michael <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>

Objet : RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Thanks Mike, Hi Jo-Anne,

Michael McClain is your Contracting Officer's Representative. Please coordinate delivery and acceptance through Mike. All invoices should be submitted with in terms of the contract to [REDACTED] with Mike, Linda and me copied on the email.

Please let us know if you have any questions.

Thank you

Kimberly Coakley
Contracting Officer
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS
[REDACTED]



From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 1:32 PM
To: Coakley, Kimberly <[REDACTED]>; Jo-Anne Labonte <[REDACTED]>
Subject: FW: ADG Proposal for PAPRs for Corona Response

Kim, let me introduce you to Jo-Anne. She is our PM and will be handling the cost, schedule and performance aspects of the contract.

Jo-Anne meet Kim. Kim meet Jo-Anne.

v/r
Mike

From: Coakley, Kimberly <[REDACTED]>
Sent: Tuesday, March 31, 2020 1:19 PM
To: Michael McCormack <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Mike,

Attached is a copy with the correct POP starting today.

Thank you,

Kimberly Coakley
Contracting Officer
Incident Support Section



From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 12:32 PM
To: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Thank you. I will introduce our Program Manager for this program to you over the next day or so to coordinate.

v/r
Mike

From: Coakley, Kimberly <[REDACTED]>
Sent: Tuesday, March 31, 2020 12:22 PM
To: Michael McCormack <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Mike,

Thank you, Fully executed contract is attached. Please submit your [REDACTED] advanced payment invoice to FEMA fiancé email (listed in the contract) and copy us.

Thank you

Kimberly Coakley
Contracting Officer
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS
[REDACTED]



From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 11:48 AM
To: Ossei-Boateng, Linda <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Good morning Linda and TEAM FEMA. Thank you so much for your faith and confidence in AirBoss Defense Group.

Enclosed you will find the signed contract from our side. Please forward me the fully executed copy when you guys are complete.

We have not changed a word just signed.

Thanks
v/r
Michael

Michael McCormack
Chief Strategy Officer
[REDACTED]



From: Ossei-Boateng, Linda <[REDACTED]>
Sent: Tuesday, March 31, 2020 10:36 AM
To: Michael McCormack <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Good Morning Mike,

Please see the award for signature. Thank You

Linda Ossei-Boateng
Contract Specialist
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS
[REDACTED]
[REDACTED]

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 10:00 AM
To: Ansani, Sam <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

That's great news. Every hour increases our ability to deliver and we appreciate everything you, Kim & Linda are doing.

M

From: Ansani, Sam <[REDACTED]>
Sent: Tuesday, March 31, 2020 9:53 AM
To: Michael McCormack <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Almost done

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 9:52 AM
To: Ossei-Boateng, Linda <[REDACTED]>; Ansani, Sam <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Great, any updates as of now (~10am)?

From: Ossei-Boateng, Linda <[REDACTED]>
Sent: Tuesday, March 31, 2020 8:32 AM
To: Michael McCormack <[REDACTED]>; Ansani, Sam <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Good Morning,

Thanks for your patience, we're working on getting this out to you.

Linda Ossei-Boateng
Contract Specialist
Incident Support Section

Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS

[REDACTED]
[REDACTED]

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 6:26 AM
To: Ansani, Sam <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Good Morning all. Let's set of goal of getting this on contract by 9am.

Mike

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 6:23 PM
To: Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>;
Michael McCormack <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Jeff- is there anyway you can complete your reviews tonight?

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:20 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>;
Webb, Jeffrey <[REDACTED]>
Subject: Re: ADG Proposal for PAPRs for Corona Response

Thank you also Kim & Linda.

We here at AirBoss are trying our hard too to save lives. Working 3 shifts 24hours/day with only a verbal from the WH and millions in commitments and growing.

V/R
Michael

On Mar 30, 2020, at 6:13 PM, Ansani, Sam <[REDACTED]> wrote:

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Most of the hard work was done by my 2 very hard working partners Kim and Linda.

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:11 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Subject: Re: ADG Proposal for PAPRs for Corona Response

Thanks & we truly appreciate everything.

On Mar 30, 2020, at 6:10 PM, Ansani, Sam <[REDACTED]> wrote:

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

I am working as hard as I can to make this happen, trust me

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:08 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Subject: Re: ADG Proposal for PAPRs for Corona Response

Ok but that's even more reason to finish tonight. We need to pay vendors to realize the ramp to save folks. Is there anything else we can do?

On Mar 30, 2020, at 6:06 PM, Ansani, Sam <[REDACTED]> wrote:

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Mike, to level set expectations, it will take anywhere from 48-72hours to see the funds in your company's account after FEMA initiate the transfer.

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:04 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

That's not ideal but understandable. We were counting on the money tomorrow. It was part of why we agreed upon coming down from [REDACTED]s because we need the money tomorrow. What else can we do?

M

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 6:00 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Michael, we are in a good place now, lets call it a day & continue tomorrow since my finance folks are unavailable.

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 5:58 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Any News?

From: Michael McCormack
Sent: Monday, March 30, 2020 5:32 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

You are the man.

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 5:32 PM
To: Michael McCormack <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Yes. working with finance now

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 5:30 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Are we good you and I?

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 5:09 PM
To: Michael McCormack <[REDACTED]>
Subject: FW: ADG Proposal for PAPRs for Corona Response
Importance: High

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

FYSA

Sam,

As we discussed, here is the plan of action.

1) **Negotiate contract for full amount of proposal.** 100K PAPRs; 1250 pallets of HE filters; and 1000 sustainment kits. Mr. Costello has confirmed the proposal is technically acceptable and the price is fair and reasonable to the government. We are agreeing to an advance payment of [REDACTED], which will need to be documented in accordance with FAR 32.202. This order does not include items already delivered.

2) **Ratify for items already delivered.** As for the items already delivered, they will require ratification. It is my understanding from reviewing emails from Mr. McCormack that he understood that his company was operating at risk, and that the agreement was in draft form up until this point. That being said, FEMA did benefit from the delivery, and we can reimburse ADG for the items delivered at the prices quoted (since we have determined they are reasonable). The number of items provided are quite small relative to the entire order: 50 PAPRs and 1 pallet of filters.

Please explain to Mr. McCormack that we have to treat these as two separate actions, and that we will be working to reimburse him for the items already delivered. If he has any concerns, please have his counsel call me directly at [REDACTED].

I understand that there will be additional orders that originated from the WH. I recommend that we track all of these and work up 1 group ratification, so we don't duplicate effort.

I'm standing by for review of the award package.

Respectfully,

Jeff

Jeffrey D. Webb

FEMA/DHS
Office of Chief Counsel – Procurement and Fiscal Law Division
500 C Street, SW, 3rd Floor
Washington, DC 20472

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From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 12:39 PM
To: Ingol, Lester <[REDACTED]>; McCreary, Bryan <[REDACTED]>; Villamizar, Frank <[REDACTED]>; Lara Jr, Rafael <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>

Subject: FW: ADG Proposal for PAPRs for Corona Response
Importance: High

Folks, we need to respond to this guy one way or the other... ASAP

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 12:35 PM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response
Importance: High

Anything you can share? People are going crazy on my side? A timeline today? I tried to call but left you a voice mail.

If there is someone I can call or do anything?

v/r
Mike

From: Michael McCormack
Sent: Monday, March 30, 2020 10:42 AM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Sam, here are some photos of the filter line coming up to speed and training the 3rd shift folks. Any ETA on the award with our inputs?

Thanks

M

From: Michael McCormack
Sent: Monday, March 30, 2020 9:05 AM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Great here is the ACH transfer data too, for the advance payment.

I'm standing by if there are any questions.

M

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 7:29 AM
To: Michael McCormack <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Working on it this AM

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:20 AM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Clocked back in Sam and ready whenever you guys are.

M

From: Michael McCormack
Sent: Sunday, March 29, 2020 6:50 PM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Thanks & understood, but obviously the sooner the better for us because our company is significantly exposed as we have leaned forward to help save lives. First thing in the morning would be OK too.

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 6:47 PM
To: Michael McCormack <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

It wont be today but I'm very hopeful... maybe tomorrow

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 6:45 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

I did not loop in the TF because I don't think we need them anymore, but I'm glad too if you think it would help us get this done today.

I defer to you.

Standing by.

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 6:43 PM
To: Michael McCormack <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Thank you Sir!

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 6:41 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response
Importance: High

OK Sam here is the Chronology

On Sunday, March 22nd the CEO of ADG received a phone call directly from the White House Task Force for Corona. Dr. Hatfield and Mr. Navarro asked ADG how many PAPRs did we have on the shelf? And how fast could we deliver 100K?

Sunday night, ADG returned the call to the WHO TF and presented the data of how fast we could execute. We were directed to write up a proposal with all of the assumptions and Terms & Conditions to be successful

On Monday March 23rd, I submitted on behalf of ADG the Enhance White Paper (EWP) to Christopher Abbott of the WH Task Force.

On Tuesday March 24th, I answered several questions from the Task Force with respect to the asks for assistance and other questions from OMB (Brian McCormack).

On Wednesday March 25th, I updated the EWP and resubmitted it to Christopher Abbott at the Task Force. At 1131hrs on Wednesday, I received a phone call from Mr. Navarro and Dr. Hatfield telling me that "your government appreciates what you can do, and now we need you to trust your government and begin to execute." "We will get you on contract as quick as we can. Everything you have requested is ok". After the call, ADG met internally and started implementing the plan as presented in the EWP.

On Thursday March 26th, ADG made its first delivery under this effort. Later in the day, I started working with Robert Costello of FEMA to coordinate support to this contract.

On Friday March 27th, I began to work with you (Sam Ansani) to complete the contract. I also began to work details with Linda Ossei-Boateng.

On Saturday March 28th, I was working with Linda on the details of the contract.

On Sunday March 29th, I began to work with you again and later in the afternoon received a draft of the order for our review. The significant items of concern were shared with FEMA:

- Advance Payment of [REDACTED] contract value is not cited, nor the NET 7 days terms
- I&A at Origin via Certificate of Conformance by ADG. FOB Origin
- Proposed schedule 13 weeks not 3 or 4 weeks

- Berry & NIOSH Waivers

M

From: Michael McCormack

Sent: Sunday, March 29, 2020 5:30 PM

To: 'Ansani, Sam' <[REDACTED]>

Cc: 'Coakley, Kimberly' <[REDACTED]>; 'Ossei-Boateng, Linda' <[REDACTED]>

Subject: RE: ADG Proposal for PAPRs for Corona Response

Importance: High

Hi Sam, I just met with the entire team and we have a few issues with the draft that we would like to address before we go final

- As I mentioned and referred in our proposal, we will need a sizeable payment up front [REDACTED] to keep all the small businesses going due to the size of this order and we request NET 7 payment terms by electronic means of billing and payment
- All Shipments are Inspection & Acceptance at Origin via ADG CoC, and FOB Origin (NOTE: we have 2 facilities working this one in Landover, MD and Charleston, SC)
- Period of Performance mirrors proposal schedule

<image001.png>

- Section D – Insert reference quote: FlexAir Powered Air-Purifying Respirator (PAPR) w/ High Efficiency (HE) Filters and Loose Fitting Hood Quote Date Rev 1 March 25th submitted by AirBoss (attached again)
- CLIN 0002 should be a Pallet(PAL) for 480 Instead of Unit of Measure is Each
- Work performed at the Contractor Site revised to - Contractor and Sub Contractor Sites
- Billing – FEMA - Electronic Transferable preferable.
- B.8 Change invoice Monthly – To Change invoice Upon Presentation for (I&A Origin) Shipment
- Remove. B.11 - No -Meeting – No Kick-off meeting
- Waivers – not included - Would like to have the removals of the Berry Amendment and NIOSH requirement included on the PO
- C.6 FOB Origin Only
- Removal. C-9 Section 508 Compliance

Please let me know if this can be done today and I will call you shortly to discuss.

Thanks

M

From: Michael McCormack

Sent: Sunday, March 29, 2020 1:28 PM

To: Ansani, Sam <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]> Ossei-Boateng, Linda <[REDACTED]>

Subject: RE: ADG Proposal for PAPRs for Corona Response

I can get a list of the countless small businesses we have working on this effort that have requested the money up front too due to the impacts of Corona on the banking world and the time constraints. This was all factored in to our request as the prime.

M

From: Michael McCormack
Sent: Sunday, March 29, 2020 1:22 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

No we are not a small business.

Thanks. When we briefed the folks in the White House we told them this what we would need in order to fund a rapid program of this magnitude.

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 1:21 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: FW: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Thx. Ill send to my legal dept. for guidance.
Are you a Small Business?

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 1:18 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

See Section 2.3 page 7 for the payment terms we based our effort on.

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 1:15 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

I wasn't aware of [REDACTED] payment at time of award. Do you have anything in writing?

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 1:00 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

I acknowledge this is a draft, and thank you. Upon first pass, I do not see any mention of the advance payment portion of our quote. Is that something we have to outline under B?

We requested [REDACTED] upon award and NET 7 for all deliveries.

Please advise

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 12:50 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response
Importance: High

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hello Mike- This is the "DRAFT" Purchase order as you requested.

For your awareness, This is not a contract until its fully executed by both parties, please acknowledge. Thx

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 12:24 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Hi Sam. It was great speaking with you again today and thank you for taking care of the American people.

Please send the draft or final today.

v/r
Mike

From: Michael McCormack
Sent: Friday, March 27, 2020 1:46 PM
To: Ansani, Sam <[REDACTED]>
Subject: ADG Proposal for PAPRs for Corona Response

Hi Sam. Like I shared with you for the past couple of weeks we have been in conversations with the White House Task Force for the Corona Virus. We were asked at very senior levels how much and how fast we could go to provide PPE. We prepared a response and provide that to the WH Task Force. On Wednesday of this week, we were notified by the Task Force that the intent of the USG was to execute.

We began to execute, in fact we delivered some equipment Thursday. We have issued 100s of Purchase Orders and are going to 3 shifts 24x7 starting on Monday to meet this demand and help save lives. We were asked "to trust your government and execute". We have and will continue to do so.

It has now been a couple of days and we are moving mountains but still no contract. We are just getting nervous now to the significant expenditures we have made in good faith.

Please advise if you need to know more.

v/r
Michael

Michael McCormack
Chief Strategy Officer

<image002.png>

From: Ansani, Sam <[REDACTED]>
Sent: Friday, March 27, 2020 1:33 PM
To: Michael McCormack <[REDACTED]>
Subject: RE: Test Email with ADG

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Michael...yes see my contact info below

Sam Ansani
Branch Chief,
Incident Support & Field Operations
United States Department of Homeland Security
DHS FEMA/MS/OCPO/AOD
Fax: [REDACTED] | Office: [REDACTED] | Cell: [REDACTED]
Email: [REDACTED]

From: Michael McCormack <[REDACTED]>
Sent: Friday, March 27, 2020 1:30 PM
To: Ansani, Sam <[REDACTED]>
Subject: Test Email with ADG

Hi Sam, we just spoke just making sure I copied your email correctly before sending everything.

Thanks
Mike

Michael McCormack
Chief Strategy Officer
O [REDACTED]
M [REDACTED]

<image003.png>

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Message

Sent: 3/31/2020 1:41:05 PM
To: Michael McCormack [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=ca6d8bb86c4148e7bea42ca21f35969b-Michael McC]; Coakley, Kimberly [REDACTED]
Subject: RE: ADG Proposal for PAPRs for Corona Response

Hi Kim,

Nice to meet you.



PROGRAM MANAGER

Jo-Anne Labonte

adg.com

airbossdefense.com

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De : Michael McCormack

Envoyé : 31 mars 2020 13:32

À : Coakley, Kimberly [REDACTED]; Jo-Anne Labonte [REDACTED]

Objet : FW: ADG Proposal for PAPRs for Corona Response

Kim, let me introduce you to Jo-Anne. She is our PM and will be handling the cost, schedule and performance aspects of the contract.

Jo-Anne meet Kim. Kim meet Jo-Anne.

v/r

Mike

From: Coakley, Kimberly [REDACTED]

Sent: Tuesday, March 31, 2020 1:19 PM

To: Michael McCormack [REDACTED]; Ossei-Boateng, Linda [REDACTED]

Cc: Ansani, Sam [REDACTED]

Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Mike,

Attached is a copy with the correct POP starting today.

Thank you,

Kimberly Coakley
Contracting Officer
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS
[REDACTED]



From: Michael McCormack [REDACTED]
Sent: Tuesday, March 31, 2020 12:32 PM
To: Coakley, Kimberly [REDACTED]; Ossei-Boateng, Linda [REDACTED]
Cc: Ansani, Sam [REDACTED]
Subject: RE: ADG Proposal for PAPRs for Corona Response

Thank you. I will introduce our Program Manager for this program to you over the next day or so to coordinate.

v/r
Mike

From: Coakley, Kimberly [REDACTED]
Sent: Tuesday, March 31, 2020 12:22 PM
To: Michael McCormack [REDACTED]; Ossei-Boateng, Linda [REDACTED]
Cc: Ansani, Sam [REDACTED]
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Mike,

Thank you, Fully executed contract is attached. Please submit your [REDACTED] advanced payment invoice to FEMA fiancé email (listed in the contract) and copy us.

Thank you

Kimberly Coakley
Contracting Officer
Incident Support Section



From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 11:48 AM
To: Ossei-Boateng, Linda <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Good morning Linda and TEAM FEMA. Thank you so much for your faith and confidence in AirBoss Defense Group.

Enclosed you will find the signed contract from our side. Please forward me the fully executed copy when you guys are complete.

We have not changed a word just signed.

Thanks
v/r
Michael

Michael McCormack
Chief Strategy Officer



From: Ossei-Boateng, Linda <[REDACTED]>
Sent: Tuesday, March 31, 2020 10:36 AM
To: Michael McCormack <[REDACTED]>
Cc: Ansani, Sam <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Good Morning Mike,

Please see the award for signature. Thank You

Linda Ossei-Boateng

Contract Specialist
Incident Support Section
Department of Homeland Security/FEMA
DHS/FEMA/MS/OCPO/AOD/ISS

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 10:00 AM
To: Ansani, Sam <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

That's great news. Every hour increases our ability to deliver and we appreciate everything you, Kim & Linda are doing.

M

From: Ansani, Sam <[REDACTED]>
Sent: Tuesday, March 31, 2020 9:53 AM
To: Michael McCormack <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Almost done

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 9:52 AM
To: Ossei-Boateng, Linda <[REDACTED]>; Ansani, Sam <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Great, any updates as of now (~10am)?

From: Ossei-Boateng, Linda <[REDACTED]>
Sent: Tuesday, March 31, 2020 8:32 AM
To: Michael McCormack <[REDACTED]>; Ansani, Sam <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Good Morning,

Thanks for your patience, we're working on getting this out to you.

Linda Ossei-Boateng

Contract Specialist

Incident Support Section

Department of Homeland Security/FEMA

DHS/FEMA/MS/OCPO/AOD/ISS

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 31, 2020 6:26 AM
To: Ansani, Sam <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Good Morning all. Let's set of goal of getting this on contract by 9am.

Mike

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 6:23 PM
To: Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Michael McCormack <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Jeff- is there anyway you can complete your reviews tonight?

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:20 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Subject: Re: ADG Proposal for PAPRs for Corona Response

Thank you also Kim & Linda.

We here at AirBoss are trying our hard too to save lives. Working 3 shifts 24hours/day with only a verbal from the WH and millions in commitments and growing.

V/R
Michael

On Mar 30, 2020, at 6:13 PM, Ansani, Sam <[REDACTED]> wrote:

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Most of the hard work was done by my 2 very hard working partners Kim and Linda.

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:11 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Subject: Re: ADG Proposal for PAPRs for Corona Response

Thanks & we truly appreciate everything.

On Mar 30, 2020, at 6:10 PM, Ansani, Sam <[REDACTED]> wrote:

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

I am working as hard as I can to make this happen, trust me

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:08 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Subject: Re: ADG Proposal for PAPRs for Corona Response

Ok but that's even more reason to finish tonight. We need to pay vendors to realize the ramp to save folks. Is there anything else we can do?

On Mar 30, 2020, at 6:06 PM, Ansani, Sam <[REDACTED]> wrote:

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Mike, to level set expectations, it will take anywhere from 48-72hours to see the funds in your company's account after FEMA initiate the transfer.

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:04 PM
To: Ansani, Sam <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

That's not ideal but understandable. We were counting on the money tomorrow. It was part of why we agreed upon coming down [REDACTED]s because we need the money tomorrow. What else can we do?

M

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 6:00 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Michael, we are in a good place now, lets call it a day & continue tomorrow since my finance folks are unavailable.

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 5:58 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Any News?

From: Michael McCormack
Sent: Monday, March 30, 2020 5:32 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

You are the man.

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 5:32 PM
To: Michael McCormack <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Yes. working with finance now

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 5:30 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Are we good you and I?

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 5:09 PM
To: Michael McCormack <[REDACTED]>
Subject: FW: ADG Proposal for PAPRs for Corona Response
Importance: High

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

FYSA

Sam,

As we discussed, here is the plan of action.

- 1) **Negotiate contract for full amount of proposal.** 100K PAPRs; 1250 pallets of HE filters; and 1000 sustainment kits. Mr. Costello has confirmed the proposal is technically acceptable and the price is fair and reasonable to the government. We are agreeing to an [REDACTED] which will need to be documented in accordance with FAR 32.202. This order does not include items already delivered.
- 2) **Ratify for items already delivered.** As for the items already delivered, they will require ratification. It is my understanding from reviewing emails from Mr. McCormack that he understood that his company was operating at risk, and that the agreement was in draft form up until this point. That being said, FEMA did benefit from the delivery, and we can reimburse ADG for the items delivered at the prices quoted (since we have determined they are reasonable). The number of items provided are quite small relative to the entire order: 50 PAPRs and 1 pallet of filters.

Please explain to Mr. McCormack that we have to treat these as two separate actions, and that we will be working to reimburse him for the items already delivered. If he has any concerns, please have his counsel call me directly at [REDACTED].

I understand that there will be additional orders that originated from the WH. I recommend that we track all of these and work up 1 group ratification, so we don't duplicate effort.

I'm standing by for review of the award package.

Respectfully,

Jeff

Jeffrey D. Webb
FEMA/DHS
Office of Chief Counsel – Procurement and Fiscal Law Division
500 C Street, SW, 3rd Floor
Washington, DC 20472
[REDACTED]

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intended recipient, you are hereby notified that any dissemination, distribution, use or copying of this message is strictly prohibited. If you have received this in error, please reply immediately to the sender and delete this message.

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 12:39 PM
To: Ingol, Lester <[REDACTED]>; McCreary, Bryan <[REDACTED]>; Villamizar, Frank <[REDACTED]>; Lara Jr, Rafael <[REDACTED]>; Webb, Jeffrey <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: FW: ADG Proposal for PAPRs for Corona Response
Importance: High

Folks, we need to respond to this guy one way or the other... ASAP

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 12:35 PM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response
Importance: High

Anything you can share? People are going crazy on my side? A timeline today? I tried to call but left you a voice mail.

If there is someone I can call or do anything?

v/r
Mike

From: Michael McCormack
Sent: Monday, March 30, 2020 10:42 AM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Sam, here are some photos of the filter line coming up to speed and training the 3rd shift folks. Any ETA on the award with our inputs?

Thanks

M

From: Michael McCormack
Sent: Monday, March 30, 2020 9:05 AM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Great here is the ACH transfer data too, for the advance payment.

I'm standing by if there are any questions.

M

From: Ansani, Sam <[REDACTED]>
Sent: Monday, March 30, 2020 7:29 AM
To: Michael McCormack <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Working on it this AM

From: Michael McCormack <[REDACTED]>
Sent: Monday, March 30, 2020 6:20 AM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Clocked back in Sam and ready whenever you guys are.

M

From: Michael McCormack
Sent: Sunday, March 29, 2020 6:50 PM
To: Ansani, Sam <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Thanks & understood, but obviously the sooner the better for us because our company is significantly exposed as we have leaned forward to help save lives. First thing in the morning would be OK too.

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 6:47 PM
To: Michael McCormack <[REDACTED]>
Cc: Ossei-Boateng, Linda <[REDACTED]>; Coakley, Kimberly <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

It wont be today but I'm very hopeful... maybe tomorrow

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 6:45 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

I did not loop in the TF because I don't think we need them anymore, but I'm glad too if you think it would help us get this done today.

I defer to you.

Standing by.

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 6:43 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Thank you Sir!

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 6:41 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response
Importance: High

OK Sam here is the Chronology

On Sunday, March 22nd the CEO of ADG received a phone call directly from the White House Task Force for Corona. Dr. Hatfield and Mr. Navarro asked ADG how many PAPRs did we have on the shelf? And how fast could we deliver 100K?

Sunday night, ADG returned the call to the WHO TF and presented the data of how fast we could execute. We were directed to write up a proposal with all of the assumptions and Terms & Conditions to be successful

On Monday March 23rd, I submitted on behalf of ADG the Enhance White Paper (EWP) to Christopher Abbott of the WH Task Force.

On Tuesday March 24th, I answered several questions from the Task Force with respect to the asks for assistance and other questions from OMB (Brian McCormack).

On Wednesday March 25th, I updated the EWP and resubmitted it to Christopher Abbott at the Task Force. At 1131hrs on Wednesday, I received a phone call from Mr. Navarro and Dr. Hatfield telling me that "your government appreciates what you can do, and now we need you to trust your government and begin to execute." "We will get you on contract as quick as we can. Everything you have requested is ok". After the call, ADG met internally and started implementing the plan as presented in the EWP.

On Thursday March 26th, ADG made its first delivery under this effort. Later in the day, I started working with Robert Costello of FEMA to coordinate support to this contract.

On Friday March 27th, I began to work with you (Sam Ansani) to complete the contract. I also began to work details with Linda Ossei-Boateng.

On Saturday March 28th, I was working with Linda on the details of the contract.

On Sunday March 29th, I began to work with you again and later in the afternoon received a draft of the order for our review. The significant items of concern were shared with FEMA:

- Advance Payment of [REDACTED] is not cited, nor the NET 7 days terms
- I&A at Origin via Certificate of Conformance by ADG. FOB Origin
- Proposed schedule 13 weeks not 3 or 4 weeks
- Berry & NIOSH Waivers

M

From: Michael McCormack

Sent: Sunday, March 29, 2020 5:30 PM

To: 'Ansani, Sam' <[REDACTED]>

Cc: 'Coakley, Kimberly' <[REDACTED]>; 'Ossei-Boateng, Linda' <[REDACTED]>

Subject: RE: ADG Proposal for PAPRs for Corona Response

Importance: High

Hi Sam, I just met with the entire team and we have a few issues with the draft that we would like to address before we go final

- As I mentioned and referred in our proposal, we will need a sizeable payment [REDACTED] to keep all the small businesses going due to the size of this order and we request NET 7 payment terms by electronic means of billing and payment
- All Shipments are Inspection & Acceptance at Origin via ADG CoC, and FOB Origin (NOTE: we have 2 facilities working this one in Landover, MD and Charleston, SC)
- Period of Performance mirrors proposal schedule

<image001.png>

- Section D – Insert reference quote: FlexAir Powered Air-Purifying Respirator (PAPR) w/ High Efficiency (HE) Filters and Loose Fitting Hood Quote Date Rev 1 March 25th submitted by AirBoss (attached again)
- CLIN 0002 should be a Pallet(PAL) for 480 Instead of Unit of Measure is Each
- Work performed at the Contractor Site revised to - Contractor and Sub Contractor Sites
- Billing – FEMA - Electronic Transferable preferable.
- B.8 Change invoice Monthly – To Change invoice Upon Presentation for (I&A Origin) Shipment
- Remove. B.11 - No -Meeting – No Kick-off meeting
- Waivers – not included - Would like to have the removals of the Berry Amendment and NIOSH requirement included on the PO
- C.6 FOB Origin Only
- Removal. C-9 Section 508 Compliance

Please let me know if this can be done today and I will call you shortly to discuss.

Thanks

M

From: Michael McCormack

Sent: Sunday, March 29, 2020 1:28 PM

To: Ansani, Sam <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>

Subject: RE: ADG Proposal for PAPRs for Corona Response

I can get a list of the countless small businesses we have working on this effort that have requested the money up front too due to the impacts of Corona on the banking world and the time constraints. This was all factored in to our request as the prime.

M

From: Michael McCormack

Sent: Sunday, March 29, 2020 1:22 PM

To: Ansani, Sam <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>

Subject: RE: ADG Proposal for PAPRs for Corona Response

No we are not a small business.

Thanks. When we briefed the folks in the White House we told them this what we would need in order to fund a rapid program of this magnitude.

M

From: Ansani, Sam <[REDACTED]>

Sent: Sunday, March 29, 2020 1:21 PM

To: Michael McCormack <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>

Subject: FW: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Thx. Ill send to my legal dept. for guidance.

Are you a Small Business?

From: Michael McCormack <[REDACTED]>

Sent: Sunday, March 29, 2020 1:18 PM

To: Ansani, Sam <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>

Subject: RE: ADG Proposal for PAPRs for Corona Response

See Section 2.3 page 7 for the payment terms we based our effort on.

From: Ansani, Sam <[REDACTED]>

Sent: Sunday, March 29, 2020 1:15 PM

To: Michael McCormack <[REDACTED]>

Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

I wasn't aware of [REDACTED] at time of award. Do you have anything in writing?

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 1:00 PM
To: Ansani, Sam <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

I acknowledge this is a draft, and thank you. Upon first pass, I do not see any mention of the advance payment portion of our quote. Is that something we have to outline under B?

We requested [REDACTED] upon award and NET 7 for all deliveries.

Please advise

M

From: Ansani, Sam <[REDACTED]>
Sent: Sunday, March 29, 2020 12:50 PM
To: Michael McCormack <[REDACTED]>
Cc: Coakley, Kimberly <[REDACTED]>; Ossei-Boateng, Linda <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response
Importance: High

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hello Mike- This is the "DRAFT" Purchase order as you requested.

For your awareness, This is not a contract until its fully executed by both parties, please acknowledge. Thx

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 29, 2020 12:24 PM
To: Ansani, Sam <[REDACTED]>
Subject: RE: ADG Proposal for PAPRs for Corona Response

Hi Sam. It was great speaking with you again today and thank you for taking care of the American people.

Please send the draft or final today.

v/r
Mike

From: Michael McCormack
Sent: Friday, March 27, 2020 1:46 PM
To: Ansani, Sam <[REDACTED]>
Subject: ADG Proposal for PAPRs for Corona Response

Hi Sam. Like I shared with you for the past couple of weeks we have been in conversations with the White House Task Force for the Corona Virus. We were asked at very senior levels how much and how fast we could go to provide PPE. We prepared a response and provide that to the WH Task Force. On Wednesday of this week, we were notified by the Task Force that the intent of the USG was to execute.

We began to execute, in fact we delivered some equipment Thursday. We have issued 100s of Purchase Orders and are going to 3 shifts 24x7 starting on Monday to meet this demand and help save lives. We were asked "to trust your government and execute". We have and will continue to do so.

It has now been a couple of days and we are moving mountains but still no contract. We are just getting nervous now to the significant expenditures we have made in good faith.

Please advise if you need to know more.

v/r
Michael

Michael McCormack
Chief Strategy Officer



<image002.png>

From: Ansani, Sam <[REDACTED]>
Sent: Friday, March 27, 2020 1:33 PM
To: Michael McCormack <[REDACTED]>
Subject: RE: Test Email with ADG

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Hi Michael...yes see my contact info below

Sam Ansani
Branch Chief,
Incident Support & Field Operations
United States Department of Homeland Security
DHS FEMA/MS/OCPO/AOD
Fax: [REDACTED] Office: [REDACTED] | Cell: [REDACTED]
Email: [REDACTED]

From: Michael McCormack <[REDACTED]>

Sent: Friday, March 27, 2020 1:30 PM

To: Ansani, Sam <[REDACTED]>

Subject: Test Email with ADG

Hi Sam, we just spoke just making sure I copied your email correctly before sending everything.

Thanks

Mike

Michael McCormack
Chief Strategy Officer
[REDACTED]

<image003.png>

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Message

From: Patrick Callahan [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=A4CE01A76A67443BB15F8C5B91C1535B-PATRICK_CAL]
Sent: 3/26/2020 11:29:24 AM
To: Miller, Joanna R. EOP/WHO [REDACTED]
Subject: Re: AIRBOSS DEFENSE GROUP: NO CONTACT STILL

From: Miller, Joanna R. EOP/WHO [REDACTED]
Sent: Thursday, March 26, 2020 11:28 AM
To: Patrick Callahan [REDACTED]
Subject: FW: AIRBOSS DEFENSE GROUP: NO CONTACT STILL

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

From: Costello, Robert L-FEMA [REDACTED]
Sent: Thursday, March 26, 2020 11:25 AM
To: Miller, Joanna R. EOP/WHO [REDACTED]
Cc: FEMA-NRCC-rssd [REDACTED]; FEMA-NRCC-rssc [REDACTED]
Subject: FW: AIRBOSS DEFENSE GROUP: NO CONTACT STILL

Ma'am,

I have talked to Mr. McCormack and waiting on some additional information from him.

*Robert L. Costello, Division Director
Incident Management Support Division
Logistics Management Directorate
Office of Response and Recovery
FEMA Headquarters
500 C St., SW, Room 6SE-2502
Washington, DC 20472-3122*

[REDACTED] (O)

[REDACTED] (Cell)

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From: Miller, Joanna R. EOP/WHO
Sent: Thursday, March 26, 2020 9:40:50 AM (UTC-05:00) Eastern Time (US & Canada)
To: FEMA-NRCC-rssc
Cc: Behnke, Matthew; McCane, Bobby; Ingol, Lester; Dasher, David (HHS/ASFR); james.simpson [REDACTED]; Ziegler, Garrett M. EOP/WHO; Roy, William; Baitel, Rachael (USAID); Kadlec, Robert; Abbott, Christopher J. EOP/WHO; McCormack, Brian V. EOP/OMB; Navarro, Peter K. EOP/WHO; McCormack, Brian V. EOP/OMB
Subject: AIRBOSS DEFENSE GROUP: NO CONTACT STILL

All,

This is an email chain I was forwarded from AirBoss Defense Group (ADG), and I was called about 4 times yesterday by the CEO and senior executives (after reaching out to the team at FEMA/NRCC three times yesterday). Nobody has made contact or even let these folks know what's going on. Any updates?

Best,
Joanna

From: Michael McCormack [REDACTED]
Sent: Thursday, March 26, 2020 8:36 AM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: [EXTERNAL] RE: Initial Shipment from AirBoss Defense Group

At a minimum can we schedule some type of conference call to discuss the draft?

M

From: Michael McCormack
Sent: Thursday, March 26, 2020 6:39 AM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

Back on duty

From: Michael McCormack
Sent: Wednesday, March 25, 2020 9:20 PM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

Joanna, I'm signing off for the night. No one from FEMA contracting has reached out to us. The only FEMA personnel we have heard from are the logistics folks who came and picked up our first shipment this morning (They were awesome by the way), based on your coordination.

We can pick this up in the morning. I have approved 100s of Purchase Orders and turned over 200 vendors & suppliers on for the full amount that Mr. Navarro shared with me on the phone yesterday. We are moving mountains right now and want to save lives with you. Our parent company, AirBoss of America, is being extremely supportive too and helping us prepare by allowing us to place millions of dollars in purchase orders and guaranteeing them.

Everyone that we have spoken to from the Government has been great, but we respectfully request that we make this great partnership, a great partnership in writing tomorrow.

Thanks

v/r
Mike

From: Michael McCormack
Sent: Wednesday, March 25, 2020 6:40 PM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

I'm awake to about 9pm then I have to devote some time to marriage maintenance. I'm an early riser and normally working by 6am too.

Standing by and I heard you chatted with Pat today too.

Thanks

M

From: Miller, Joanna R. EOP/WHO <[REDACTED]>
Sent: Wednesday, March 25, 2020 4:15 PM
To: Michael McCormack <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

On it, sir. I'll touch base with FEMA right now.

From: Michael McCormack <[REDACTED]>
Sent: Wednesday, March 25, 2020 4:14 PM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: [EXTERNAL] RE: Initial Shipment from AirBoss Defense Group

Hello Joanna, I'm just checking back in to see if you think we may see a draft today?

M

From: Michael McCormack
Sent: Wednesday, March 25, 2020 12:02 PM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

Awesome I have 100s of vendors going and capital equipment being reconfigured and ... finance, contracts and execs pressing me around the clock.

Same as you just different.

Thanks a million for the chance to make a difference with you guys.

M

From: Miller, Joanna R. EOP/WHO <[REDACTED]>
Sent: Wednesday, March 25, 2020 11:39 AM
To: Michael McCormack <[REDACTED]>; Abbott, Christopher J. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Excellent. Turning this draft contract with FEMA as we speak.

From: Michael McCormack <[REDACTED]>
Sent: Wednesday, March 25, 2020 8:50 AM
To: Abbott, Christopher J. EOP/WHO <[REDACTED]>
Cc: Miller, Joanna R. EOP/WHO <[REDACTED]>
Subject: [EXTERNAL] RE: Initial Shipment from AirBoss Defense Group
Importance: High

First shipment is gone.

We created some new part numbers to support the effort that are reflected in V1 of the proposal attached. I wanted to share this and ask who would I be working with to review the draft of the contract and when?

We are turning every source of supply on based upon the verbal commitment and just need to follow up and get the actual order to keep the train moving.

Thanks in advance

v/r
Michael

From: Michael McCormack
Sent: Tuesday, March 24, 2020 5:58 PM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Cc: Abbott, Christopher J. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

Update Pallet #1 of Filters: 48x40x35 250 lb.

Pallet #2 of Kits and Replacement visors: 40x48x55 290 lb.



We are ready for 8am.

M

From: Miller, Joanna R. EOP/WHO <[REDACTED]>
Sent: Tuesday, March 24, 2020 4:31 PM
To: Michael McCormack <[REDACTED]>
Cc: Abbott, Christopher J. EOP/WHO <[REDACTED]>
Subject: RE: Initial Shipment from AirBoss Defense Group

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

EXCELLENT. Forwarding to FEMA. Will organize and circle back asap.

From: Michael McCormack <[REDACTED]>
Sent: Tuesday, March 24, 2020 4:31 PM
To: Miller, Joanna R. EOP/WHO <[REDACTED]>
Cc: Abbott, Christopher J. EOP/WHO <[REDACTED]>
Subject: [EXTERNAL] Initial Shipment from AirBoss Defense Group
Importance: High

Hello Joanna. I was asked to share with you the current status of our efforts to produce 100K PAPRs and 600K Filters plus sustainment accessories.

We have the first pallet of the Filters "on the dock" for pick up.



The dimensions of the Filter Pallet are 48x40x35 250lbs. 568 Filters (130 of S-70013-001 & S-70039-001-438).

We will have 2 more pallets of similar dimensions completed by 6pm. These other pallets will have 50 Flex Air PAPR kits, with replacement/sustainment components.

Please let me know if you require anything more additional. Our factory is located at 3341 75th Ave, Suite GG, Landover, MD 20785

Thanks for the confidence in AirBoss Defense Group.

v/r
Mike

Michael McCormack
Chief Strategy Officer



Message

From: Navarro, Peter K. EOP/WHO [REDACTED]
Sent: 3/24/2020 11:49:08 AM
To: Patrick Callahan [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=a4ce01a76a67443bb15f8c5b91c1535b-patrick_cal]
CC: McCormack, Brian V. EOP/OMB [REDACTED]; Kadlec, Robert (OS/ASPR/IO)
Subject: Confirm USG will purchase

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Mr. Callahan,

We are in receipt of your invoice/proposal for 100,000 FlexAir PAPR kits with HE Filters and Sustainment kits. This will be sent forthwith for swift approval up the chain and consider it done.

Separately, we need all of your inventory on a FEMA truck today to NYC and Joanna Miller will coordinate as soon as you have an inventory count and are ready to go. Send a separate invoice for that.

You are saving lives and we appreciate it.

Navarro

Peter Navarro, Assistant to the President for Trade & Manufacturing Policy [REDACTED]

The President's two simple rules: "Buy American, Hire American."

Message

From: Michael McCormack [/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=CA6D8BB86C4148E7BEA42CA21F35969B-MICHAEL MCC]
Sent: 3/23/2020 7:32:24 PM
To: Abbott, Christopher J. EOP/WHO [REDACTED]
CC: Patrick Callahan [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=a4ce01a76a67443bb15f8c5b91c1535b-patrick_cal]; Chris Bitsakakis [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=af973a385e2a4a94b158aec1993548da-ChrisBitsak]
Subject: RE: AirBoss Defense Group
Attachments: ADG Supplier List for Federal Exemption of State and Local Rules.pdf; FlexAir WH Proposal 03232020.pdf

Hi Chris. Thank you and the President for your faith and confidence in the employees of AirBoss Defense Group to assist during these difficult times. We have the complete support of our executive leaders and investors to support this endeavor and deliver these lifesaving products.

Enclosed you will find ADG's proposal to deliver 100,000 FlexAir PAPRs and 600,000 filters in 90 days. This is an aggressive approach that we think we can improve upon with a little help and coordination from the White House. We have outlined the 3 "asks" in the proposal and welcome any and/or all assistance to move the schedule left.

In addition, we enclosed a list of 200 firms associated with AirBoss Defense Group that will require some federal assistance to continue operations uninterrupted by various state and local municipality rules.

Our CEO, Patrick Callahan, and I are available at any time to discuss this proposal.

Thank you again for your confidence in us.

v/r
Michael

From: Abbott, Christopher J. EOP/WHO [REDACTED]
Sent: Monday, March 23, 2020 11:20 AM
To: Michael McCormack [REDACTED]
Cc: Patrick Callahan [REDACTED]; Chris Bitsakakis [REDACTED]
Subject: RE: AirBoss Defense Group

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

That sounds wonderful. Looking forward to seeing the proposal.

Thanks,
Chris

Christopher Abbott
Associate Director
Office of Trade & Manufacturing Policy
The White House
[REDACTED]

From: Michael McCormack <[REDACTED]>
Sent: Sunday, March 22, 2020 7:19 PM
To: Abbott, Christopher J. EOP/WHO <[REDACTED]>
Cc: Patrick Callahan <[REDACTED]>; Chris Bitsakakis <[REDACTED]>
Subject: [EXTERNAL] AirBoss Defense Group

Hello Chris. My name is Michael McCormack and I work with Patrick Callahan whom you spoke with earlier today about an urgent significant delivery of ADG's FlexAir PAPR system.

I just wanted to establish electronic communications with you so that we have a way to transmit ADG's proposal to the White House for decision & action. We are currently working on our supply chain response and plan to submit a proposal NLT 8pm tomorrow.

Please advise if there is anything else we need to be aware of? We will utilize best industry practice to present a succinct proposal and await your decision(s).

v/r
Mike

Michael McCormack
Chief Strategy Officer
[REDACTED]



Name	City	State/Prov
A E Fleming Company	Warren	MI
Aaladin Industries Inc	ELK POINT	SD
ABC Industries, Inc.	Warsaw	IN
Absolute Generators	Des Moines	Iowa
Advent Electric, Inc.	Bridgeport	PA
ADVENTURE LIGHTS INC.	Beaconsfield	Quebec
Aero Rubber	Tinley Park	IL
AirBoss Defense Group	Acton Vale	QC
AirBoss Defense Group	Landover	MD
AirBoss Flexible Products	Auburn Hills	MI
AirBoss Rubber Solutions	Kitchener	Ontario
Akrochem	Akron, OH	OH
Akromold	Goderich	
ALBEST METAL STAMPING CORP.	Brooklyn	NY
Allied Electronics	Fort Worth	TX
Allied Wire & Cable	Collegeville	PA
All-Spec Industries, Hisco, Inc.	Charlotte	NC
AMERICAN CORD & WEBBING CO., INC.	Woonsocket	RI
APM Hexseal	Englewood	NJ
Arlanxeo	Sarnia, ON	ON
Arrow Fasteners Inc.	Saddle Brook	NJ
A-Z Packaging	Romeo	MI
Berg Premier Camp Solutions	Spokane	WA
BGR Packaging Supply	West Chester Township	OH
BioThane Coated Webbing	RIDGEVILLE	OH
Breiten Lumber	Sandusky	MI
Brenntag/IMCD	Brampton, ON	ON
Cabot	Sarnia, ON	ON
Calgon Carbon Corporation	Pittsburgh	PA
Camelbak Products LLC	Los Angeles	CA
Cell-Con, Inc.	Exton	PA
CENTRAL CITY MFG., INC.	MARION	IA
Century Spring Corp.	Commerce	CA
Crushproof Tubing Company	McComb	OH
Digi-Key Corporation	Thief River Falls	MN
dihBOWLES, Inc.	Canton	OH
Dosatron International, Inc.	Dallas	TX
Dow Silicones Corporation	Midland	MI
Dudek and Bock	Chicago	IL
Dura Metal Products Corporation	Irwin	PA
EAGLE COMPONENTS, INC.	Gaithersburg	MD
Eagle Electronics	Schaumburg	IL

Name	City	State/Prov
Easton Technical Products	Des Moines	IA
EDM, LLC	Easton	MD
Electronic Design and Manufacturing	Lynchburg	VA
Electroswitch	Raleigh	NC
Elma Electronics	Fremont	CA
Enerco Group, Inc.	Chicago	IL
Enercon Industries Corporation	Menomonee Falls	WI
Excel Sewing Supply	Passaic	NJ
Fastenal	Winona	MN
Fedco Batteries	Fond du Lac	WI
Ferguson Enterprises	Boston	MA
Fire Hose Direct	Mooreville	NC
First Response Custom Sewing, Inc.	Frederick	MD
FirstSpear, LLC	Fenton	MO
Fischer Connectors North America	Alpharetta	GA
Fisher Textiles Inc.	Indian trail	NC
Flexaust Industrial	Warsaw	IN
FLEXFIRM PRODUCTS, INC.	S. EL MONTE	CA
flexpvc.com	Pahrump	NV
GALAXY WIRE AND CABLE, INC.	Horsham	PA
Ganterie BCL (USD)	St-Pacome	
GE POLYMERSHAPES	Chicago	IL
General Pump	Minneapolis	MN
Global Industrial	Chicago	IL
Global Plastics	Indianapolis	IN
Global Protection	West Berlin	NJ
Goldco Manufacturing Corp.	Encino	CA
Grainger	PALATINE	IL
Graphcom, Inc.	Gettysburg	PA
Graybar	Atlanta	GA
Hagemeyer North America	Atlanta	GA
Harco Metal Products, Inc.	Tempe	AZ
Heilind Electronics	Boston	MA
Heytex USA Inc.	CHICAGO	IL
Hi-Tech Fasteners, Inc.	Baltimore	MD
Hook and Loop.com	Jacksonville	FL
Hosecraft USA	Chicago	IL
House of Batteries	Fountain Valley	CA
Hutchinson Seal /Stillman Seal Div.	Houston	TX
I.F. ASSOCIATES, INC.	Allenwood	NJ
Ideal Fastener Corporation	Oxford	NC
IMCD	DORVAL	

Name	City	State/Prov
IMPRIMERIE SERCOST	Acton Vale	
Industrial Battery & Charger, Inc.	Charlotte	NC
Industrial Webbing Corp	Boynton Beach	FL
Isolation Systems Inc.	Tonawanda	NY
James Glove	Flint	MI
JAMESON L.L.C.	CLOVER	SC
Key Fire Hose Industries, Inc.	Dothan	AL
Keyence Corporation of America	Palatine	IL
KEYSTONE SEWING MACHINE CO.	Philadelphia	PA
KORD KING COMPANY	Lancaster	PA
Kroll International	Cleveland	OH
Lancer Textiles, INC.	Elkins Park	PA
Leader Pump Shop	Atlanta	GA
LEX PRODUCTS	Shelton	CT
Little Giant Pump	Hackensack	NJ
Lowry Solutions	Brighton	MI
LWB Machinery N.A. LP	Pittsburgh	PA
Lydall Filtration/Separation, Inc.	BOSTON	MA
Maine Thread & Machine Company	Lewiston	ME
Marwood Metal	Tillsonburg	ON
Masterman's	Auburn	MA
Masternet LTD	Mississauga	ON
MATECH PLASTICS	Cambridge	MD
Matexion	Brantford, ON	ON
Maxon Precision Motors	Los Angeles	CA
McMaster-Carr	Chicago	IL
MetalWorks, Etc.	Harrisburg	PA
MicroMo Electronic, Inc.	Clearwater	FL
Midwest Equipment	Cincinnati	OH
MilSpecCoating.com	Los Angeles	CA
Mocap	Park Hills	MO
Molecular Products, Inc.	Louisville	CO
Monterey Bay Corporation	RENO	NV
Moules Industriels MI Integration	Sherbrooke	QB
Mouser Electronics	Fort Worth	TX
MSC Industrial Supply	St. Louis	MO
MULTIQUIP INC.	CHICAGO	IL
MULTI-SERVICES GSTJ INC.	MAGOG	
Nadco Tapes & Labels, Inc	Sarasota	FL
Naizil Inc.	Bolton, Ontario	
National Conveyor & Machine Co.	Beverly	MA
NATIONAL WEBBING PRODUCTS COMPANY	Plainview	NY

Name	City	State/Prov
New Process Fibre Co.	Philadelphia	PA
Newark Element14	Chicago	IL
Nitto Denko America, Inc.	Palatine	IL
Nordson EFD LLC	Chicago	IL
North Coast Outfitters, LTD.	Riverhead	NY
Northeastern Supply Inc.	Baltimore	MD
Northern Safety	Utica	NY
Northern Tool & Equipment	Burnsville	MN
NOVA TECH International, LLC	Graham	NC
NRL & Associates Inc.	Stevensville	MD
Old Federal Tool Company, Inc.	Forest Hill	MD
OLYMPIQUE SOLUTIONS INFORMATIQUES	QUEBEC city	
Online Labels, Inc.	Sanford	FL
Orafol Americas Inc.	Chicago	IL
Ottawa Mould Craft LTD	Ottawa	ON
P&B Textiles	Duluth	GA
P&G Manufacturing	CHARLOTTE	NC
P&H METAL PRODUCTS CORPORATION	Valencia	CA
Packaging Services Industries	Baltimore	MD
Paiho North America	Chino	CA
PAM NARROW FABRICS	Freeport	NY
PAPIERS ET EMBALLAGES ARTEAU INC.	MONTREAL	
PELSUE COMPANY	Englewood	CO
Phoenix Proto Technologies	Centreville	MI
Phoenix Rope and Cordage Co., Inc.	Joliet	IL
Piedmont Plastics	Atlanta	GA
Pioneer Metal Finishing	Warren	MI
Pioneer Metal Finishing	Warren	MI
Pioneer Metal Finishing	Warren	MI
Plastech Inc	Sherbrooke	QC
PMTC, INC.	Beltsville	MD
Polar Wire Products Inc.	Anchorage	AK
Polo Custom Products a division of M-C Industries	Topeka	KS
Polo Plastics	Topeka	KS
POOLS PLUS INC.	Grand Rapids	MI
Potomac Rubber Company Inc.	Capital Heights	MD
Power Dak Power Products LLC	Rapid City	SD
Power Temp Systems Inc.	Houston	TX
PRECISION PLASTICS INC.	Beltsville	MD
Proto Labs, Inc.	Maple Plain	MN
Proto Labs, Inc.	Maple Plain	MN
Pump & Power Equipment Corp.	Treose	PA

Name	City	State/Prov
Quest Industries	Lapeer	MI
R.E. Carroll	Kent, OH	OH
RBL Industries	Arbutus	MD
Reilly Foam	Eagleville	PA
REMCON PLASTICS, INC.	Reading	PA
Royal Adhesives & Sealants	CINCINNATI	OH
Royal Case Co., Inc.	Sherman	TX
Rubbercraft Corp.	City of Industry	CA
SABIC POLYMERSHAPES	Chicago	IL
Saft America, Inc.	Dallas	TX
SCOTT PLASTICS LTD.	SIDNEY	BC
Sea Box	Cinnaminson	NJ
SEAMAN CORPORATION	CLEVELAND	OH
Selig Sealing Products, Inc.	Chicago	IL
Sipromac II	Drummondville	QC
Snyder Manufacturing	Dover	Ohio
Specialty Products & Polymer	Niles	MI
Stamp Xpress	Brookfield	WI
STRUCTURAL PLASTICS CORP.	Holly	MI
Struktol	Stow, OH	OH
Superior Felt & Filtration	Ingleside	IL
SUREBET PRIZE INDEMNITY CORP.	TAMPA	FL
Surgical Appliance Industries	Cincinnati	OH
Surveillance-Video Corp	New York	NY
SVC Asset Management Inc.	Milpitas	CA
SWIFT COURIER SERVICES INC.	BOWIE	MD
TACTICAL DEFENSE MEDIA	SILVER SPRING	MD
Tessy Plastics	Lynchburg	VA
Tex Shield	Bethesda	MD
Texel	Saint-Elzear	QC
The Arrow Manufacturing Co., Inc.	Bristol	CT
The Harbor Sales Company	Sudlersville	MD
The Strouse Corporation	Westminster	MD
The Thread Exchange, Inc.	Weaverville	NC
The Traffic Safety Store	West Chester	PA
Tipco Technologies	Owings Mills	MD
Top Value Fabrics	Carmel	IN
Tractor Supply Co.	Lothian	MD
Traffic Safety Store	West Chester	PA
TRIEM INDUSTRIES, LLC	Terryville	CT
Tri-State Plastics, Inc.	Moon Township	PA
ULINE	Kenosha	WI

Name	City	State/Prov
Uline Shipping Supplies	Chicago	IL
US PLASTICS	Lima	OH
VANGUARD MFG.	Grand Rapids	MI
W. W. GRAINGER, INC.	Palatine	IL
W.B. MASON CO., INC.	BOSTON	MA
W.B.C. INDUSTRIES, INC.	Westfield	NJ
W.H. Cooke & Co., Inc.	Hanover	PA
W.L. Gore & Associates, Inc.	Charlotte	NC
Western Technical Sales, LLC	Mead	CO
Westhost, Inc.	Providence	UT
WGS Equipmnet & Controls	Garnet Vallet	PA
WHITEFORD, TAYLOR & PRESTON, LLP	Baltimore	MD
Whitney Supply	South Windsor	CT
Wholesalemarine.com	Cincinnati	OH
WidgetCo	Houston	TX
Wilks Precision Instrument Co.	Union Bridge	MD
William Carr	Crownsville	MD
WILLIS OF MARYLAND INC	NEWARK	NJ
WILLIS OF NEW YORK, INC.	NEW YORK	NY
Willrich Precision Instrument Company, Inc	Cresskill	NJ
Wilson Road Machine Shop	Rising Sun	MD
WILSON TRUCKING COMPANY	Fishersville	VA
Wingfield Scale Company, Inc.	Chattanooga	TN
Winpak Inc	Winnipeg	MB
WINPAK LTD./LTEE	WINNIPEG	
WIRE AND CABLE YOUR WAY	HIGHLAND PARK	IL
Wire Care	Lafayette	NJ
Wiring Depot	Reno	NV
WLS Companies	HIGHLAND HTS	OH
WM of Greater Washington	PHILADELPHIA	PA
WOMBLE CARLYLE SANDRIDGE & RICE	CHARLOTTE	NC
Workforcetactix Inc.	Sparks	MD
World Class Ink	Woodbury	NJ
World Class Packaging	Baltimore	MD
WORLD CLASS PACKAGING	Baltimore	MD
YKK (U.S.A.) Incorporated	ATLANTA	GA
zipperstop.com	New York	NY
Zoro Tools, Inc.	Janesville	WI

FlexAir Powered Air-Purifying Respirator (PAPR) w/ High Efficiency (HE) Filters and Loose Fitting Hood



Initial Firm Fixed Pricing Proposal

Prepared for:

Christopher Abbott
Associate Director, Office of Trade & Manufacturing Policy
The White House

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Rev	Description	Date	Author	Approved by
Initial Issue	Initial Pricing Proposal	23 March 2020	Anthony Koski	Patrick Callahan

To Whom It May Concern,

This proposal details AirBoss Defense Group's (ADG) offer to provide FlexAir Powered Air-Purifying Respirator (PAPR) system with Loose Fitting Hood and High Efficiency (HE) Filters.

INTRODUCTION

Formed in January 2020 AirBoss Defense Group (ADG) is the product of a merger between AirBoss Defense, a global leader in Chemical, Biological, Radiological, and Nuclear (CBRN) Personal Protection Equipment (PPE) and Critical Solutions International, a leader in route clearance. ADG is an umbrella survivability group that provides military, tactical and medical customers around the world with a growing and diverse portfolio of products that span the survivability spectrum. From threat prevention to incident response, ADG's combined product offering is an optimized mix of mission-critical consumables, durable major equipment, and deployed sustainment and service support.

AirBoss Defense, an ADG brand, is a recognized world leader in rapid deployment negative pressure isolation shelters, medical protection equipment, and personal respiratory protective products. AirBoss' s emergency response and protective equipment is utilized by the U.S. Department of State, Office of Strategic Medical Preparedness, FEMA and CDC infectious disease treatment centers. In addition, AirBoss provides protection equipment to emergency medical response teams and hospitals in over 1500 U.S. cities, as well as over 30 countries worldwide. AirBoss responded during the MERS and Ebola outbreaks to provide critical protection equipment to Government and civilian medical communities. AirBoss again is responding with personal protection equipment and patient isolation systems in response to COVID-19.

SCOPE FOR CONSIDERATION

Our offer is for the supply of the following equipment and deliverables.

FlexAir PAPR w/HE Filter and Loose-Fitting Hood

LINE NO.	DESCRIPTION
001	FlexAir PAPR w/Loose Fitting Hood
002	High Efficiency (HE) Filters
003	Sustainment Kit

1. FlexAir PAPR w/ Loose Fitting Hood

1.1 CLIN 001 – FlexAir Powered Air-Purifying Respirator (PAPR) w/ Loose Fitting Hood

The FlexAir PAPR system is a compact, lightweight Powered Air Purifying Respirator (PAPR) system with an onboard lithium-ion battery installed in the waist-mounted blower unit. The design permits the use of 2 HE (High Efficiency) particulate filters at a time providing protection against particulates, aerosols and biohazards for a 99.7% protection level against viruses like COVID-19. Workers are protected by having contaminated air purified by filtration media mounted on the PAPR blower unit and delivered via a lightweight breathing hose to the user's head cover. FlexAir blower unit specifications are listed in table 1 below.



Table 1: FlexAir Blower Specifications	
Flow Rate	Greater than 170 LPM
Battery Life on Single Charge	8 hours
Operating Temperature	-20°C to 49°C (-4°F to 120°F)
Dimensions	w/o Cartridge Width: 94mm (3.7") Height: 134mm (5.27") Length: 106mm (4.15")
Weight	786gr (1.74 lbs.) blower w/2 HE Filters

Designed with a standard 40mm filter thread, the FlexAir PAPR with HE filters provides protection levels exceeding CDC respiratory protection guidelines for particulates and exceeds NIOSH airflow requirements at > 170 Liters Per Minutes (LPM). The FlexAir is equipped with independent low-flow and low battery alarms to permit safe and timely exit from contaminated areas. A universal head-cover with face splash guard and hose are provided with the kit for a complete personal protection respirator capability. The FlexAir PAPR system provides superior protection when compared to a N95 filtering mask piece as shown in table 2 below.

Table 2: N95 VS FlexAir PAPR		
Characteristic	N95 Filtering Facepiece	FlexAir PAPR
Gas/Vapor Protection	X NO	√ YES
Air Borne Particulate Protection w/Oil Particles	X NO	√ YES
Filter Efficiency	95%	99.7%
Positive Pressure	X NO	√ YES
Eye Protection	X NO	√ YES

The proposed FlexAir Kit includes the following components:

- 1 FlexAir Blower, white
- 1 Charger w/Barrel Plug – Li-Ion Battery
- 1 Belt Assembly – 60" L x2" W
- 1 Airflow Indicator
- 1 Breathing Tube Assembly – Loose Fitting Head Cover, white
- 1 Loose Fitting Hood w/Cape – Tychem QC, white
- 1 User Instruction – Blower
- 1 User Instruction – Loose Fitting Hood w/cape

1.2 CLIN 002 – High Efficiency (HE) Filters

The FlexAir PAPR kit is operated with two (2) HE Filters at a time providing particulate and bio-hazard protection exceeding CDC respiratory protection guidelines. In accordance with infectious disease management guidelines, it is recommended that HE filters are changed once every 24 hours to ensure 99.7% protection levels are maintained. ADG is proposing an initial package of 600,000 HE Filters for each user to be fielded with a FlexAir PAPR kit and 6 HE filters allowing for 72 hours of continuous use. HE Filter specifications are listed in table 4 below.

Table 4: High Efficiency (HE) Filter Specifications	
Shelf Life	10 years (polybag)
Diameter	107mm (4.23 inches)
Height	56mm (2.2 inches)
Weight	88g (3 ounces)
Connection	EN 148-1 (40mm) NATO Thread
Body Material	ABS
Pressure Drop	15mm H2O (nominal) measured at NIOSH airflow rate of 85 lpm
Protections	Particulate and Bio-Hazards

1.3 CLIN 003 – Sustainment Kit

The Sustainment Kit provides 500 Loose Fitting Hoods w/Cape per kit. The additional hoods are for users to swap out after contaminated exposure in accordance with CDC guidelines for infectious disease patient management. In accordance with these guidelines, ADG recommends the hood be replaced once every 24 hours to coincide with recommended filter swap outs. ADG is proposing 600 Sustainment Kits for a total of 300,000 additional hoods for each user to be fielded with a FlexAir PAPR Kit, 6 HE Filters, and 3 additional hoods allowing for 72 hours of continues use at 99.7% protection.

2. PRICING & AVAILABILITY

2.1 Pricing

Pricing is valid for 30 days from the date of this proposal

Unit Pricing by Volume						
CLIN	Part Number	Description	U/I	Quantity per U/I	Quantity	Unit Price
001	N-60244-WHT	FlexAir PAPR Kit	Each	1	1-5,000	\$ 731.56
					5,001-49,999	\$ 710.68
					50,000-99,999	\$ 699.15
					100,000+	\$ 680.57
002	S-70013-480	HE Filters	Each	1	1-150,000	\$ 21.99
					150,001-300,000	\$ 20.00
					300-001-599,999	\$ 19.87
					600,000+	\$ 19.50
003	S-40084-W01	Sustainment Kit	Kit	300	1-300	\$ 18,531.00
					301-499	\$ 18,067.72
					500-999	\$ 17,164.34
					1000+	\$ 16,677.00

Proposed Pricing							
CLIN	Part Number	Description	U/I	Quantity per U/I	Quantity	Unit Price	Extended Price
001	N-60244-WHT	FlexAir PAPR Kit	Each	1	100,000	\$ 680.57	\$ 68,057,000.00
002	S-70013-480	HE Filters	Pallet	480	1250	\$ 9,360.00	\$ 11,700,000.00
003	S-40084-W01	Sustainment Kit	kit	300	1000	\$ 16,677.00	\$ 16,677,000.00
						Total	\$ 96,434,000.00

2.2 Availability

ADG proposes the following nominal schedule and is working daily to improve and pull deliveries up.

Weeks After Receipt of Order (ARO)	FlexAir	Filter	Sustainment Kit
1	0	0	0
2	500	30000	5
3	1000	40000	10
4	2000	45000	20
5	4000	45000	40
6	7500	45000	75
7	11000	45000	110
8	11000	45000	110
9	11000	50000	110
10	13000	60000	130
11	13000	65000	130
12	13000	65000	130
13	13000	65000	130
Total	100000	600000	1000

ADG's analysis of the Supply Chain support for this program resulted in the identification of 3 priority efforts that direct assistance or coordination with other companies in the United States will enable us to move the delivery schedule up (left).

The first item is help sourcing the Lithium Ion Battery and/or battery cells used in the FlexAir PAPR system. We have chosen the rechargeable Lithium Ion battery due to its packaging and chemistry allows for a sufficient charge to allow a hospital worker or first responder to avoid recharging during a normal 8-hour shift. Our supplier [REDACTED] has about 60,000 cells currently on hand; however, they cautioned us that the same cells we utilize are currently being used in other urgent hospital equipment. We could use assistance with prioritization or identification of another source that we are unaware of.

The second item that we may need government assistance with is the sourcing of the Blower Motor. We currently source the motor with [REDACTED] and they manufacture in Hungary. They have indicated that their production rate is insufficient to our anticipated needs (1,000/month). We have engaged with [REDACTED] out of Germany. They have a full ATE approach to production and an off the shelf motor that meets nearly 90% of the requirements. We are working with them hourly on a solution and within 3 weeks for

immediate support and think they can be providing over 50,000 motors in the first 60 days. We also have [REDACTED] out of Mexico that can produce 40,000/month after 6-8 weeks. We are monitoring this all but could always use more options to accelerate deliveries.

The last item that we may need assistance on is the Controller Board. When we went to place the order the current vendor, EDM, informed us that one of the components on the product has gone end of life and that we would need to address. We will continue to monitor, but this is the lowest risk of the three at this time.

2.3 Payment Terms

Advanced payment of 33% of the total contract value, NET 7 payment terms shall apply to the balance.

3. GENERAL TERMS AND CONDITIONS

3.1 Company Confidential

Except for the purposes of evaluation, this information shall not be disclosed outside of the U.S. Government, and shall not be duplicated, used or disclosed in whole or part for any purpose other than to evaluate the proposal; provided that if a contract is awarded to the responder as a result of or in connection with the submission of this proposal, the Government shall have the right to duplicate, use, or disclose the information to the extent provided in the contract. This restriction does not limit the Government's right to use the information contained in the proposal if it was obtained from another source without restriction, is available in the public domain, or has been, or is in the future, disclosed by the responder without restriction. All content included in this document is subject to this restriction.

3.2 Contract Rating

Defense Production Act (DPA) provides DPAS DX rated equivalency order (supersedes everything) without penalties.

3.3 Testing and Certification Waiver

Approval to produce at multiple sites, NIOSH & Berry Amendment Waiver

3.4 Shipping

Inspection and Acceptance: FOB Origin via Certificate of Conformance (CoC)

3.4 Point of Contact

Should you have any questions, please contact Mr. Michael McCormack.
Contact are:

Telephone
Email address



We trust the information contained within this proposal is sufficient to satisfy your enquiry.
If there is any additional information required, please do not hesitate to contact me.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Michael McCormack".

Michael McCormack
Chief Strategy Officer
AirBoss Defense Group

Immediate Response Technologies, LLC
d/b/a AirBoss Defense
3341 75th Avenue, Suite GG
Landover MD 20785
USA

Phone: [REDACTED]
Fax: [REDACTED]

Pack Slip: 12973

Packing Slip

Page: 1 of 2

Ship To:
EXEC OFFICE OF THE PRESIDENT, U.S.A.
CUSTOMER PICK UP
USA

Phone:
Fax:

Sold To:
EXEC OFFICE OF THE PRESIDENT, U.S.A
1600 PENNSYLVANIA AVE
WASHINGTON DC 20005
USA

Phone: [REDACTED]
Fax:

Ship Date: 3/25/2020 F.O.B.ORIGIN Track:

Ship Via: See Comments

1) S-70013-480 - Backorder of 180 pcs

2) S-40103-W01 - Backorder of 200 pcs

PO	Line	Part Number/Description	Rev	Planned Qty	Shipped Qty	Remaining
----	------	-------------------------	-----	-------------	-------------	-----------

Sales Order:60391

Your PO: VERBAL ORDER

Salesperson:Virginia Griffith

VERBAL ORDER OF PETER NAVARRO, ASST TO PRESIDENT FOR TRADE & MANUFACTURING POLICY

POC: ANTHONY KOSKI

(mobile)

TERMS: ADVANCED PAYMENT OF [REDACTED] OF TOTAL CONTRACT VALUE, NET 7 PAYMENT TERMS SHALL APPLY TO THE BALANCE

SHIPPING - Inspection and Acceptance: FOB Origin via Certificate of Conformance (CoC)

Defense Production Act (DPA) provides DPAS DX rated equivalency order (supersedes everything) without penalties. Approval to produce at multiple sites, NIOSH & Berry Amendment Waiver.

ORDER CANCELLATION:

Twenty-four (24) hours after the order acknowledgement is issued it becomes non-cancelable / non-refundable.

Line 1 Rel 1

N-60267-WHT/Kit, FlexAir, Biological, Positive Pressure System, Loose Fitting Hood w/Cape

[REDACTED] EA [REDACTED]

LINE 1, RELEASE 1; WE HAVE SUBSTITUTED LOOSE FITTING VISORS FOR THE LOOSE FIT HOODS w-CAPES FOR THIS IMMEDIATE SHIPMENT

Line 2 Rel 1

S-70013-480/HE2 Filter - Pallet of 480

[REDACTED] PL48 [REDACTED]

LINE 2; RELEASE 1; SHIPPING QTY 300 OF 480 **NOTE** 180 FILTERS ON BACKORDER FOR THIS RELEASE

EC

The identified articles are subject to export controls by the Department of Commerce, Bureau of Industry and Security (BIS). Export Administration Regulations are applicable for export and re-export.

Immediate Response Technologies, LLC
d/b/a AirBoss Defense
3341 75th Avenue, Suite GG
Landover MD 20785
USA

Phone: [REDACTED]
Fax: [REDACTED]

Pack Slip: 12973

Packing Slip

Page: 2 of 2

Ship To:
EXEC OFFICE OF THE PRESIDENT, U.S.A.
CUSTOMER PICK UP
USA

Phone:
Fax:

Sold To:
EXEC OFFICE OF THE PRESIDENT, U.S.A.
1600 PENNSYLVANIA AVE
WASHINGTON DC 20005
USA

Phone: [REDACTED]
Fax: [REDACTED]

Ship Date: 3/25/2020 F.O.B.ORIGIN Track:

Ship Via: See Comments

- 1) S-70013-480 - Backorder of 180 pcs
- 2) S-40103-W01 - Backorder of 200 pcs

PO	Line	Part Number/Description	Rev	Planned Qty	Shipped Qty	Remaining
		Sales Order:60391	Your PO: VERBAL ORDER			Salesperson:Virginia Griffith

VERBAL ORDER OF PETER NAVARRO, ASST TO PRESIDENT FOR TRADE & MANUFACTURING POLICY

POC: ANTHONY KOSKI
[REDACTED]
[REDACTED] (mobile)

TERMS: ADVANCED PAYMENT OF [REDACTED] OF TOTAL CONTRACT VALUE, NET 7 PAYMENT TERMS SHALL APPLY TO THE BALANCE

SHIPPING - Inspection and Acceptance: FOB Origin via Certificate of Conformance (CoC)

Defense Production Act (DPA) provides DPAS DX rated equivalency order (supersedes everything) without penalties. Approval to produce at multiple sites, NIOSH & Berry Amendment Waiver.

ORDER CANCELLATION:

Twenty-four (24) hours after the order acknowledgement is issued it becomes non-cancelable / non-refundable.

Line 3	Rel 1	S-40103-W01/KIT, SUSTAINMENT, LIGHTWEIGHT HOOD W/ CAPE - WHITE 300 PIECES PER KIT	[REDACTED]	EA	[REDACTED]
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LINE 3; RELEASE 1; SHIPPING QTY 100 OF 300 **NOTE** 200 HOODS w-CAPE ON BACKORDER FOR THIS RELEASE

SIDE NOTE REGARDING THIS 100 PIECE SHIPMENT, THESE ARE LOOSE FITTING VISORS IN PLACE OF THE HOOD w-CAPE

EC The identified articles are subject to export controls by the Department of Commerce, Bureau of Industry and Security (BIS). Export Administration Regulations are applicable for export and re-export.

FlexAir Powered Air-Purifying Respirator (PAPR) w/ High Efficiency (HE) Filters and Loose Fitting Hood



Initial Firm Fixed Pricing Proposal

Prepared for:

Christopher Abbott
Associate Director, Office of Trade & Manufacturing Policy
The White House

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Rev	Description	Date	Author	Approved by
Rev. 1	Part Numbers	25 March 2020	Anthony Koski	Patrick Callahan

To Whom It May Concern,

This proposal details AirBoss Defense Group's (ADG) offer to provide FlexAir Powered Air-Purifying Respirator (PAPR) system with Loose Fitting Hood and High Efficiency (HE) Filters.

INTRODUCTION

Formed in January 2020 AirBoss Defense Group (ADG) is the product of a merger between AirBoss Defense, a global leader in Chemical, Biological, Radiological, and Nuclear (CBRN) Personal Protection Equipment (PPE) and Critical Solutions International, a leader in route clearance. ADG is an umbrella survivability group that provides military, tactical and medical customers around the world with a growing and diverse portfolio of products that span the survivability spectrum. From threat prevention to incident response, ADG's combined product offering is an optimized mix of mission-critical consumables, durable major equipment, and deployed sustainment and service support.

AirBoss Defense, an ADG brand, is a recognized world leader in rapid deployment negative pressure isolation shelters, medical protection equipment, and personal respiratory protective products. AirBoss' s emergency response and protective equipment is utilized by the U.S. Department of State, Office of Strategic Medical Preparedness, FEMA and CDC infectious disease treatment centers. In addition, AirBoss provides protection equipment to emergency medical response teams and hospitals in over 1500 U.S. cities, as well as over 30 countries worldwide. AirBoss responded during the MERS and Ebola outbreaks to provide critical protection equipment to Government and civilian medical communities. AirBoss again is responding with personal protection equipment and patient isolation systems in response to COVID-19.

SCOPE FOR CONSIDERATION

Our offer is for the supply of the following equipment and deliverables.

FlexAir PAPR w/HE Filter and Loose-Fitting Hood

<u>LINE NO.</u>	<u>DESCRIPTION</u>
001	FlexAir PAPR w/Loose Fitting Hood
002	High Efficiency (HE) Filters
003	Sustainment Kit

1. FlexAir PAPR w/ Loose Fitting Hood

1.1 CLIN 001 – FlexAir Powered Air-Purifying Respirator (PAPR) w/ Loose Fitting Hood

The FlexAir PAPR system is a compact, lightweight Powered Air Purifying Respirator (PAPR) system with an onboard lithium-ion battery installed in the waist-mounted blower unit. The design permits the use of 2 HE (High Efficiency) particulate filters at a time providing protection against particulates, aerosols and biohazards for a 99.7% protection level against viruses like COVID-19. Workers are protected by having contaminated air purified by filtration media mounted on the PAPR blower unit and delivered via a lightweight breathing hose to the user’s head cover. FlexAir blower unit specifications are listed in table 1 below.



Flow Rate	Greater than 170 LPM
Battery Life on Single Charge	8 hours
Operating Temperature	-20°C to 49°C (-4°F to 120°F)
Dimensions	w/o Cartridge Width: 94mm (3.7") Height: 134mm (5.27") Length: 106mm (4.15")
Weight	786gr (1.74 lbs.) blower w/2 HE Filters

Designed with a standard 40mm filter thread, the FlexAir PAPR with HE filters provides protection levels exceeding CDC respiratory protection guidelines for particulates and exceeds NIOSH airflow requirements at > 170 Liters Per Minutes (LPM). The FlexAir is equipped with independent low-flow and low battery alarms to permit safe and timely exit from contaminated areas. A universal head-cover with face splash guard and hose are provided with the kit for a complete personal protection respirator capability. The FlexAir PAPR system provides superior protection when compared to a N95 filtering mask piece as shown in table 2 below.

Characteristic	N95 Filtering Facepiece	FlexAir PAPR
Gas/Vapor Protection	X NO	✓ YES
Air Borne Particulate Protection w/Oil Particles	X NO	✓ YES
Filter Efficiency	95%	99.7%
Positive Pressure	X NO	✓ YES
Eye Protection	X NO	✓ YES

The proposed FlexAir Kit includes the following components:

- 1 FlexAir Blower, white
- 1 Charger w/Barrel Plug – Li-Ion Battery
- 1 Belt Assembly – 60” L x2” W
- 1 Airflow Indicator
- 1 Breathing Tube Assembly – Loose Fitting Head Cover, white
- 1 Loose Fitting Hood w/Cape – Tychem QC, white
- 1 User Instruction – Blower
- 1 User Instruction – Loose Fitting Hood w/cape

1.2 CLIN 002 – High Efficiency (HE) Filters

The FlexAir PAPR kit is operated with two (2) HE Filters at a time providing particulate and bio-hazard protection exceeding CDC respiratory protection guidelines. In accordance with infectious disease management guidelines, it is recommended that HE filters are changed once every 24 hours to ensure 99.7% protection levels are maintained. ADG is proposing an initial package of 600,000 HE Filters for each user to be fielded with a FlexAir PAPR kit and 6 HE filters allowing for 72 hours of continuous use. HE Filter specifications are listed in table 4 below.

Table 4: High Efficiency (HE) Filter Specifications	
Shelf Life	10 years (polybag)
Diameter	107mm (4.23 inches)
Height	56mm (2.2 inches)
Weight	88g (3 ounces)
Connection	EN 148-1 (40mm) NATO Thread
Body Material	ABS
Pressure Drop	15mm H2O (nominal) measured at NIOSH airflow rate of 85 lpm
Protections	Particulate and Bio-Hazards

1.3 CLIN 003 – Sustainment Kit

The Sustainment Kit provides 300 Loose Fitting Hoods w/Cape per kit. The additional hoods are for users to swap out after contaminated exposure in accordance with CDC guidelines for infectious disease patient management. In accordance with these guidelines, ADG recommends the hood be replaced once every 24 hours to coincide with recommended filter swap outs. ADG is proposing 1000 Sustainment Kits for a total of 300,000 additional hoods for each user to be fielded with a FlexAir PAPR Kit, 6 HE Filters, and 3 additional hoods allowing for 72 hours of continues use at 99.7% protection.

2. PRICING & AVAILABILITY

2.1 Pricing

Pricing is valid for 30 days from the date of this proposal

Unit Pricing by Volume						
CLIN	Part Number	Description	U/I	Quantity per U/I	Quantity	Unit Price
001	N-60267-WHT	FlexAir PAPR Kit	Each	1	1-5,000	\$ 731.56
					5,001-49,999	\$ 710.68
					50,000-99,999	\$ 699.15
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					300-001-599,999	\$ 19.87
					600,000+	\$ 19.50
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					301-499	\$ 18,067.72
					500-999	\$ 17,164.34
					1000+	\$ 16,677.00

Proposed Pricing							
CLIN	Part Number	Description	U/I	Quantity per U/I	Quantity	Unit Price	Extended Price
001	N-60267-WHT	FlexAir PAPR Kit	Each	1	100,000	\$ 680.57	\$ 68,057,000.00
002	S-70013-480	HE Filters	Pallet	480	1250	\$ 9,360.00	\$ 11,700,000.00
003	S-40103-W01	Sustainment Kit	kit	300	1000	\$ 16,677.00	\$ 16,677,000.00
						Total	\$ 96,434,000.00

2.2 Availability

ADG proposes the following nominal schedule and is working daily to improve and pull deliveries up.

Weeks After Receipt of Order (ARO)	FlexAir	Filter	Sustainment Kit
1	0	0	0
2	500	30000	5
3	1000	40000	10
4	2000	45000	20
5	4000	45000	40
6	7500	45000	75
7	11000	45000	110
8	11000	45000	110
9	11000	50000	110
10	13000	60000	130
11	13000	65000	130
12	13000	65000	130
13	13000	65000	130
Total	100000	600000	1000

ADG's analysis of the Supply Chain support for this program resulted in the identification of 3 priority efforts that direct assistance or coordination with other companies in the United States will enable us to move the delivery schedule up (left).

The first item is help sourcing the Lithium Ion Battery and/or battery cells used in the FlexAir PAPR system. We have chosen the rechargeable Lithium Ion battery due to its packaging and chemistry allows for a sufficient charge to allow a hospital worker or first responder to avoid recharging during a normal 8-hour shift. Our supplier [REDACTED] has about 60,000 cells currently on hand; however, they cautioned us that the same cells we utilize are currently being used in other urgent hospital equipment. We could use assistance with prioritization or identification of another source that we are unaware of.

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immediate support and think they can be providing over 50,000 motors in the first 60 days. We also have [REDACTED] out of Mexico that can produce 40,000/month after 6-8 weeks. We are monitoring this all but could always use more options to accelerate deliveries.

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2.3 Payment Terms

Advanced payment of 33% of the total contract value, NET 7 payment terms shall apply to the balance.

3. GENERAL TERMS AND CONDITIONS

3.1 Company Confidential

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3.2 Contract Rating

Defense Production Act (DPA) provides DPAS DX rated equivalency order (supersedes everything) without penalties.

3.3 Testing and Certification Waiver

Approval to produce at multiple sites, NIOSH & Berry Amendment Waiver

3.4 Shipping

Inspection and Acceptance: FOB Origin via Certificate of Conformance (CoC)

3.4 Point of Contact

Should you have any questions, please contact Mr. Michael McCormack.
Contact are:

Telephone
Email address



We trust the information contained within this proposal is sufficient to satisfy your enquiry.
If there is any additional information required, please do not hesitate to contact me.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Michael McCormack".

Michael McCormack
Chief Strategy Officer
AirBoss Defense Group

From: Jack Keane [REDACTED] >
Sent: Sunday, March 22, 2020 15:57
To: Patrick Callahan
Cc: Scott Fugel
Subject: Fwd: Follow up

[EXTERNAL EMAIL] ** This message was sent by someone outside of the organization **

Office: [REDACTED]
Mobile: [REDACTED]

Begin forwarded message:

From: "Navarro, Peter K. EOP/WHO" [REDACTED]
Date: March 22, 2020 at 3:34:38 PM EDT
To: Jack Keane [REDACTED]
Subject: RE: Follow up

On it.

-----Original Message-----

From: Jack Keane [REDACTED] >
Sent: Sunday, March 22, 2020 1:42 PM
To: Navarro, Peter K. EOP/WHO <[REDACTED]>
Subject: [EXTERNAL] Follow up

Peter
Sent you a catalog of items that ADG can provide, all needed for fight vs CV19. They can surge.

POC: CEO [REDACTED]
[REDACTED]

All the best, stay safe, jk

Office: [REDACTED]
Mobile: [REDACTED]

ADG_00009382