

**SECTION B**  
**PART B TECHNICAL PROPOSAL AND**  
**STATEMENTS AND CERTIFICATIONS REGARDING ELIGIBILITY**

**QUALIFICATIONS AND CERTIFICATIONS**

NOTE: The Authority reserves the right to audit compliance with respect to each of the required statements and certifications in the forms submitted by Offerors, including but not limited to the Domestic U.S. Content Certification, Domestic U.S. Content Worksheet, and Final Assembly of Production (Non-Pilot) Vehicles in Massachusetts.

**Questions Concerning Eligibility**

Provide short answers (and attach relevant documents) to the following questions and requests:

1. Attach relevant Certificate of Good Standing from the Secretary of State of the Commonwealth of Massachusetts.
2. Provide the names and telephone numbers of all business owners, shareholders if not a publicly held corporation, and/or members if a limited liability company.
3. Provide the names, title and telephone numbers of all officers.
4. Has the business or an owner or shareholder of the business ever had a prior contractual relationship with the MBTA? If yes, please describe relationship.
5. Has the business or an owner or shareholder of the business ever been in default of any obligations under a contract with the MBTA, any other Massachusetts state agency or any federal agency? If yes, please describe the circumstances. Please indicate whether it resulted in a termination for cause.
6. Have any of the business owners, shareholders, or officers every been convicted of felony violations of Federal, state or local laws? If yes, please describe the circumstances.
7. Are there any pending recent law suits against the business or any of its owners or shareholders? If yes, please describe the circumstances.
8. Provide the name, address, account number, contact person and telephone number of the insurance agent responsible for procuring insurance required by the Solicitation Documents.
9. Provide the name, address, contact person and telephone of three business credit references, including but not limited to your primary banking institution.
10. Has the business or any of the business's owners or shareholders ever filed for bankruptcy or invoked insolvency proceedings under state law?

11. Provide the last three (3) years of audited financial statements, or reasonable equivalent of the Offeror. If the Offeror is a joint venture or other combination of business entities, provide the last three (3) years audited financial statements for each entity.
12. Provide the business's current code of business ethics or equivalent.

Responses:

1. In the case Bombardier would be awarded this contract and in the case Freedman Seating would be elected preferred supplier for seat, then Freedman Seating would be willing to apply for this certificate.
2. Freedman Seating is a privately held company with 100% ownership held by the Freedman family. Craig Freedman is the contact regarding this. He can be reached at (773) 524-2440 ext. 255.
3. Gerald Freedman, CEO (773) 524-2440 ext 231  
Craig Freedman, President (773) 524-2440 ext. 255  
Dan Cohen, Executive Vice President (773) 524-2440 ext 227
4. Freedman Seating has supplied seats for heavy duty transit buses for MBTA through several bus builders.
5. No
6. No
7. The company is involved in several product liability lawsuits in which the company rigorously defends itself. any awards against the company will be covered by insurance.
8. Ralph Weiner & Associates, LLC  
Attn: Gary Weiner  
720 Astor Lane  
Wheeling, IL 60090  
(847) 465-1212  
Policy: IL20130107087
9. Wells Fargo Bank, NA 230 West Monroe Street, Chicago, IL 60606  
Wertheimer Box Corporation, Contact: Maryanne, 7950 W. Joliet Road, McCook, IL 60525, (312) 829-4545  
Central Steel & Wire, Contact: Thomas Bruebach, 3000 W. 51st St, Chicago, IL 60680, (773) 471-3800
10. No
11. Freedman Seating is a privately held corporation and the financial information provided here is to be held in strict confidence.
12. FSC Purpose: FSC provides not just seats but seating solutions to the transportation markets. We lead the market by providing support to our customers from sales through installation and beyond. We provide quality products on-time, every-time, with excellent customer service, better than our competitors.  
FSC Values: At Freedman we value employees who show accountability and drive themselves with integrity, while enjoying their work with excellent ethics and collaborating for the better of themselves and the organization. Additionally, FSC does comply with the Bombardier Code of Conduct for suppliers.



**FREEDMAN SEATING COMPANY**  
**SUMMARY BALANCE SHEET**  
**YTD AS OF DECEMBER 30, 2013**  
**(000's)**

CONFIDENTIAL

**Assets**

	2013	2012	Change
Cash	\$ 4,958.1	\$ 4,433.0	\$ 525.1
Accounts Receivable	8,837.4	5,786.9	3,050.5
Other Receivables	203.6	251.3	(47.7)
Inventory	8,195.7	8,309.4	(113.7)
Other Current Assets	2,594.2	1,049.9	1,544.3
<b>Total Current Assets</b>	<b>\$ 24,789.0</b>	<b>\$ 19,830.5</b>	<b>\$ 4,958.5</b>
Net Fixed Assets	7,782.6	8,132.0	(349.4)
Other Long-Term Assets	6,897.9	7,160.1	(262.2)
<b>Total Assets</b>	<b>\$ 39,469.5</b>	<b>\$ 35,122.6</b>	<b>\$ 4,346.9</b>

**Liabilities**

Accounts Payable	\$ 3,841.8	\$ 3,625.9	\$ 215.9
Short Term Bank Loan	-	-	-
Accrued Expenses	2,112.0	1,475.4	636.6
<b>Total Current Liabilities</b>	<b>\$ 5,953.8</b>	<b>\$ 5,101.3</b>	<b>\$ 852.5</b>
Long Term Liabilities	16,143.5	15,841.9	301.6
<b>Total Liabilities</b>	<b>\$ 22,097.3</b>	<b>\$ 20,943.2</b>	<b>\$ 1,154.1</b>

**Shareholders Equity**

Shareholders Equity	\$ 10,964.8	\$ 11,262.5	\$ (297.7)
Current Year Income	6,407.4	2,916.9	3,490.5
<b>Total Shareholders Equity</b>	<b>\$ 17,372.2</b>	<b>\$ 14,179.4</b>	<b>\$ 3,192.8</b>
<b>Total Liabilities &amp; Shareholders Equity</b>	<b>\$ 39,469.5</b>	<b>\$ 35,122.6</b>	<b>\$ 4,346.9</b>

**FREEDMAN SEATING COMPANY**  
**SUMMARY OF PROFIT & LOSS**  
**YTD AS OF DECEMBER 30th**  
**(000's)**

CONFIDENTIAL

	2013	%	2012	%	2011	%
Net Sales	\$ 86,508.5	100.00%	\$ 79,835.3	100.00%	\$ 74,664.4	100.00%
Material Cost	41,856.2	48.38%	38,400.8	48.10%	36,193.1	48.47%
Total Labor	15,064.5	17.41%	14,711.3	18.43%	13,549.5	18.15%
Factory Overhead	11,035.1	12.76%	11,119.2	13.93%	10,270.1	13.76%
Cost of Sales	\$ 67,955.8	78.55%	\$ 64,231.3	80.45%	\$ 60,012.7	80.38%
Gross Profit	\$ 18,552.7	21.45%	\$ 15,604.0	19.55%	\$ 14,651.7	19.62%
Operating Expense	12,145.3	14.04%	12,687.1	15.89%	11,632.2	15.58%
Income From Business Operations	<u>\$ 6,407.4</u>	<u>7.41%</u>	<u>\$ 2,916.9</u>	<u>3.65%</u>	<u>\$ 3,019.5</u>	<u>4.04%</u>
Interest Expense	309.2	0.36%	481.7	0.60%	462.6	0.62%
Depreciation & Amort Expense	617.5	0.71%	623.2	0.78%	941.5	1.26%
EBITDA	<u>\$ 7,334.1</u>	<u>8.48%</u>	<u>\$ 4,021.8</u>	<u>5.04%</u>	<u>\$ 4,423.6</u>	<u>5.92%</u>