

GENERAL DYNAMICS

Douglas Gamache
Monique Phillips

Land Systems Small Business Liaison Officer
www.gdls.com

7 April 2006

Z22-1536B-1

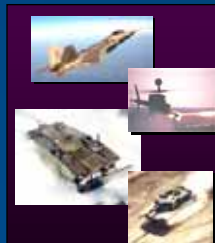
General Dynamics Corporation

www.generaldynamics.com

Nick Chabraja
Chairman & CEO

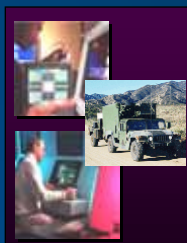
- Revenues: \$21.2 Billion
- Employees: 72,200

Charlie Hall
Executive VP
Combat Systems



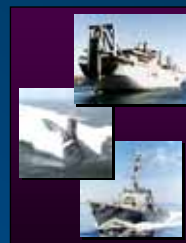
**Combat
Systems**

Jerry DeMuro
Executive VP
IS & T



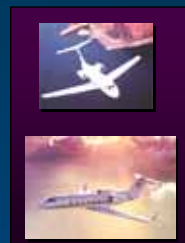
**Information
Systems & Technology**

Mike Toner
Executive VP
Marine



Marine

Bryan Moss
Executive VP
Aerospace



Gulfstream

Z22-1536B-2

GDLS Mission



General Dynamics Land Systems provides a full spectrum of land and amphibious combat systems, subsystems and components worldwide.

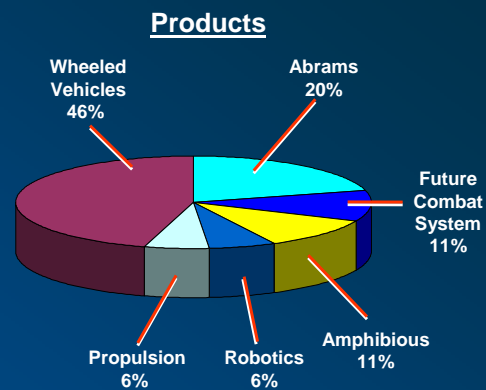
Our strengths are world-class design and systems integration, superior production and innovative life cycle support.

We will deploy these strengths to meet our customers' needs in a changing world.



Overview

- **Combat Vehicles and Subsystems**
- **Global Business Base**
- **\$2.2 Billion in Sales**
- **7,000 Employees**
- **ISO "9001-2000" Registered**
- **SEI Level V Certified**



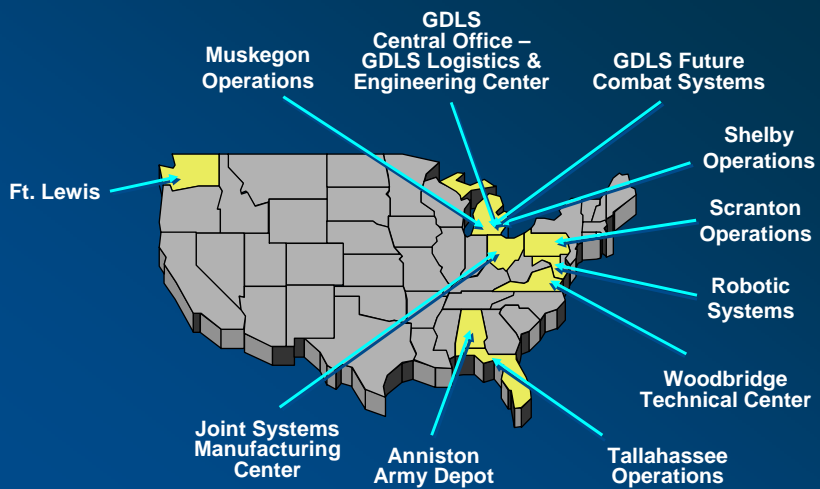
GDLS – Full Spectrum Product Offering



GENERAL DYNAMICS
Land Systems

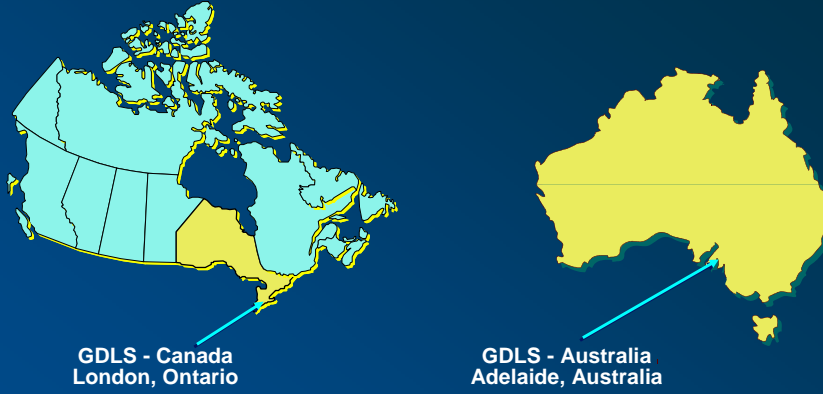
Z22-1536B-5

U.S. Locations



Z22-1536B-6

International Locations



International Programs



Small Business Strategy (Systems Level)

Vetronics

- Power Supplies
- Fire Control
- Single Board Computers
- Controllers
- Autotracker
- I/O Systems
- Lethality Sight Sensors
- Laser Warning System
- Displays / Components
- Flex Harnesses
- Simulators
- Emulators

Armament

- Gun Assy.
- Auto Loader
- Muzzle Reference Sensor
- Weapon Systems
- Gun Turret Drives
- MET Sensor

Propulsion

- Engine
- Generator / Inverters
- Air Induction
- Cooling System
- Batteries

Suspension

- Track
- Wheels
- Road Wheels
- Track Tensioner
- Support Rollers
- Height Control
- Pistons
- Cylinders
- Valves



Crew Stations

- Seat Assemblies
- Control Handles
- Control Devices

Services

- Engineering Design
- Software Development

Automotive

- Pneumatics
- Hydraulics
- Compressors
- Manifolds
- Final Drives
- Brakes

Structures

- Composites
- Aluminum
- Titanium
- Ballistic Armor
- Appliqué Armor

Auxiliary Systems

- Fire Suppression
- Environmental Controls
- Fans
- Water Generation / Storage
- NBC Systems
- Waste Management
- Counter Measure Actuators
- Fuel Systems
- Pumps

Small Business Strategy (Part Level)

- GEARS (Class 13 and up)
- RUBBER PRODUCTS
- ELECTRICAL COMPONENTS
- TUBE ASSEMBLIES
- BEARINGS
- HOSE ASSEMBLIES
- ELECTRICAL WIRING HARNESSSES
- CIRCUIT CARD ASSEMBLIES
- CASTINGS/FORGINGS
- HYDRAULICS
- MECHANICAL CABLE ASSEMBLIES
- FASTENERS
- ELECTRO-MECHANICAL PARTS
- MACHINED PARTS (Brackets, supports etc.)
- GASKETS
- OTHER

Submit Your Profile

- Your company profile should be submitted electronically on line through our web page. This information will include the size and status of your business ie.large or small (under 1000 employees) and if your business is disadvantaged
- WEB submittals provide the greatest exposure for suppliers.
- The web system will automatically forward your profile to all Purchasing agents assigned to your commodity
- Standard US mail and E-mail submittals are retained in one central office and do not provide the same benefit as the web
- WEB submittals are are utilized for all current and future programs
- Go to www.gdls.com and click on the Procurement button for instructions
- Our web site also includes our home page and program information

The screenshot shows a Microsoft Internet Explorer browser window displaying the General Dynamics Land Systems website. The address bar shows <http://www.gdls.com/>. The page header includes the company name "GENERAL DYNAMICS Land Systems" and navigation links for "Home | Search | Help | S". A left-hand navigation menu is visible, with "Procurement" selected and expanded to show a list of links: "Procurement Home Page", "Mechanics of Doing Business (Selling to GDLS)", "General Bidder's Instructions", "General Marketing Requirements, MIL-STD-130", "Transportation Routing Instructions", "Control of Government-Owned Property", "Quality Instructions", "Previous Versions (HISTORY PURPOSE ONLY)", and "Further Information". The main content area features a large heading "GENERAL DYNAMICS LAND SYSTEMS" followed by a paragraph describing the company as a subsidiary of General Dynamics Corporation (NYSE: GD) headquartered in Sterling Heights, Michigan, and its role in designing, manufacturing, and supporting land and amphibious combat systems for the U.S. Army, the U.S. Marine Corps, and allied forces. To the right of the text are four small images showing various military vehicles and equipment.

Carmin Industries Potential Supplier Profile - Lotus Notes

File Edit View Create Actions Text Help

Welcome Dougl... PPI... Paper... Paper... PPI. Re... Paperle... Paper... Workspace PPI [dm... Carmin... X

<p>Company Information</p> <p>Carolyn A. Minerich, President</p> <p>Carmin Industries 1350 Francis Street West P. O. Box 115 Jacksonville AL 36265</p> <p>Telephone: 888-436-8855 Fax: 888-436-8855</p> <p>Compose Email to: sales@waterjet.net</p> <p>Open Website: http://www.waterjet.net</p> <p>Supplier Profile Submitted by: Carolyn A. Minerich (10/23/2002)</p>	<p>2 Default Commodities Selected:</p> <p>Machining Raw Stock</p> <p>Other</p> <p>Desc: metal fabrication and waterjet cutting</p>
--	--

Additional Supplier provided Company Information:

NO information included with this profile

User entered:

Additional Assigned Commodity:

VCN:

Buyers Notified: **GDLS Small Business, Alex C Rivera, Aubrey M Moir, Cara M Arbenowske, Chuck Lemaire, Craig Hauter, Dale R Buszczak, David A Gosselin, Denise P Bane, Douglas E Gamache, Gary E Bracht, James Holman, Joel A Kozlowski, K Ambriz, Linda C Ross, Maria R Connor, Marilyn M Jones, Patrick C Ketchum, Rita Nieves, Ronald L Wambold, Sandra Forris, Sergio Santos, Stephen P Bossenberger, Suzanne R Gillespie, Timothy L Dykczynski, Vickie M Redington, William M Rapp, Benjamin T Dana**

Summary

- Customer Focused
- Involved Employees
- Leading Edge Technologies
- Quality Products
- Competitive Pricing

GENERAL DYNAMICS
Land Systems

Z22-1536B-15