

PRESS RELEASE



FOR IMMEDIATE RELEASE:

Bureau of Land Management Announces \$416,700 Contract Award to Airdale Express



Bill Westell, Owner of Airdale Express

Attributes Business Turnaround To Advanced Contracts Training

Natchez, MS – December 2011 – Last month, the Bureau of Land Management (BLM) announced the award of a \$416,700 contract to parts supplier turned contractor, Airdale Express in Corsicana, Texas. In acknowledging receipt of the contract, owner Bill Westell said, “Until we received this federal contract, our business was dying. Thanks to the team at Government Construction Experts, I was able to get the right training, learn how to get highly profitable government contracts and turn my company around.”

On Friday, \$395,865.00, representing 95 percent completion of the contract, was sent by electronic wire transfer from the BLM directly to the Airdale Express bank account in accordance with the Prompt Payment Act (PPA). Under the PPA, all federal agencies are required to make payments on construction projects within 14 days of approved invoice.

A disabled veteran with a history of service to our country, Bill Westell started Airdale Express 10 years ago to deliver unique parts and hoists under government contracts. But when the economy took a huge downturn, many of Airdale’s suppliers started bypassing Bill’s company and selling direct to the government. That caused a sharp decline in revenues and profits.

“When I heard about the special training that industry guru Doug Reitmeyer was providing, I had to take a chance,” said Bill. “Our company was dying and it wasn’t for lack of desire or energy.” When asked about his results Bill responded, “Training is what made the difference. The Advanced Federal Construction Workshop in Austin, Texas is a game-changer for contractors that want to do business with Uncle Sam.”

Created by industry guru Doug Reitmeyer, a 35 year career veteran contractor who had completed more than 1,000 federal projects worth over \$1 billion, this unique Workshop has become the foundation for a new group of companies both entering the government market and experienced contractors that are taking their business to a whole new level.

Accepting an invitation from Doug to attend the training for a second time, Bill bolstered his knowledge and confidence and learned new techniques of taking an authoritative role in negotiations with federal procurement officials. Not being from a construction background this gave Bill the mental capacity and resources to thrive in what had been a market he wasn't conversant in. The result has led to far greater success than his company has ever had.

Recently a contractor from Arizona reaffirmed Bill's findings with Reitmeyer's training. "After you've been through Doug's training, he becomes your mentor and a valuable associate of your company. It's made a world of difference to our company, M.S. Square Construction, to know that we have an expert on our team," says Chris Smith, owner, and another advocate who has seen remarkable success after attending the Advanced Federal Construction Training Workshop.

Contact Bill Westell and learn more about Airdale Express at www.airdalex.com.

Contact Chris Smith and learn more about his company at www.mssquareconstruction.com.

Contact Doug Reitmeyer directly at (512) 750-2677. Discover the success other contractors have achieved after attending the "Advanced Federal Construction Training Workshop" at www.GCExperts.com/testimonials.

###



FOR IMMEDIATE RELEASE:

**Peterson Air Force Base Announces
Four Year Contract Award to a
Texas Company: Airdale Express**



Bill Westell, Owner of Airdale Express

Success Attributed to new federal contracts endeavor

Colorado Springs, Colorado – April 16, 2012 – United States Air Force Space Command at Peterson Air Force Base announced the award of a four year base maintenance contract to Airdale Express of Corsicana, Texas. Bill Westell, owner and founder of Airdale confirmed, “We are proud to serve our country and provide the Space Command Center with the services they will need to maintain their traffic control systems over the coming years.”

Although Bill is a disabled veteran, this particular solicitation was not a set-aside contract; it was open for anyone to bid. So to have received it strictly based on “best value” to our government is confirmation of the competitiveness that Airdale has achieved since Bill began changing the business from a parts supplier to a construction services contractor.

“I needed special training to make the switchover and found it with the team at Government Construction Experts. After 10 years in the supply business, we had a great company, but we had no idea how to go after construction projects.” Bill went on to say, “Doug Reitmeyer and his team gave us the training, tools, templates and technologies that have enabled us to go after projects from as far away as Hawaii and we feel comfortable in doing so.”

Last year, Airdale teamed up with a large Hawaiian general contractor to go after a \$95 million MATOC contract. With an emotional voice Bill added, “It was hard to grasp that I could take my small company in Texas and become a national federal contractor. However, once we got through Reitmeyer’s ‘Advanced Federal Contracts Training’ and we were able to team up with Doug and his group of experts, everything just fell into place for us.”

When Bill first came to Doug seeking help with business problems caused by the massive world-wide downturn in economies, Doug suggested that Bill try out his now famous “Workshop” for construction contractors. “What would anyone do?” Doug asked. “Bill was a service disabled veteran with a distinguished career of service to our country. He wasn’t the cause of the world’s economic problems, but he was certainly being affected by it.”

Telling Bill that he did not know if it would work, but suggesting that they both give it a try, Bill took the plunge and made the steep investment. “Doug said what he always says. ‘My tickets come with a no questions asked, money-back guarantee.’ He said if I didn’t feel it would work, then all I had to do was just ask for my money back.” Bill laughs when he adds, “The best part of dealing with Doug is that he gets laser-focused on giving his clients hundreds of times their money’s worth. For me, that was over \$120,000 in profit on my first federal construction contract.”

Doug Reitmeyer is considered the federal contracts “industry guru”. He’s a 35 year career veteran who had completed more than 1,000 government contracts worth over \$1 billion. He invested his own money to create what has become incredibly valuable to the few dozen contractors that have attended his “by invitation only” training. Two of them have already hit the “Inc. 500” list of fastest growing companies in America.

“If a contractor is serious about becoming a valuable resource to our government and they have the infrastructure and capacity to fulfill the work that they are awarded, they are probably a good candidate to ask for a ticket to get in.” said Doug. “The reason we don’t sell tickets on the Internet is because we want the option of deciding who to do business with. And it is confirmation of our recognition that our government is selective in who they do business with as well.”

Accepting an invitation from Doug to attend his Workshop training is a ticket to growing your business to the next level and learning how to take an active role in building relationships with federal procurement officials.

Bill’s parting words, “With Doug, I was able to take Airdale from a problematic situation, through our first contract of paving a highway in Mississippi, to being part of a \$95 million MATOC in Hawaii, then to getting this four year contract award in Colorado. What’s really incredible is that we did this all in less than a year. The ride has been incredible.”

Contact Bill Westell and learn more about Airdale Express at www.airdalex.com.

Contact Doug Reitmeyer directly at (512) 750-2677. Discover the success other contractors are enjoying by attending the “Advanced Federal Contracts Workshop” at <http://GCExperts.com/test> Workshop videos are posted at <http://GCExperts.com/training>

###