

# Arnold J. Thomas and Sons, Inc.

*"We gave FedBid a try and we are extremely pleased with it. I was talking to one of my friends who was doing strictly FBO and told him to join. It's been a wonderful thing."*

— **Billy Jewell**  
**Senior Ops Specialist**  
**Arnold J. Thomas & Sons**

## **Seller Success Spotlight:** **Arnold J. Thomas & Sons, Inc.**

Arnold J. Thomas & Sons has been involved in federal procurement for over 20 years, but it wasn't until recently that they sought out another outlet to find business opportunities. When the company began to see an increasing amount of opportunities being posted to the FedBid online marketplace, they decided to try it. Although they joined for the opportunity access, there were other aspects of using FedBid—including FedBid's responsive customer service—that really impressed users like Billy Jewell, Senior Ops Specialist. On one occasion, when Billy called a FedBid representative for information regarding a contracting opportunity on the marketplace, the representative was unable to immediately find the information Billy needed. Although the FedBid representative told Billy they would call him back shortly with the information, Billy was skeptical that he would get a return call. Ten minutes later, however, Billy received a call from the representative, who gave him all the necessary information Billy had requested. Arnold J. Thomas & Sons works to establish a relationship of delivering "trust, honesty, and integrity" with its customers, and by using FedBid, they have received the same type of care that they work to provide every day.



### **Challenges:**

- With the economy still recovering from a recession, Arnold J. Thomas & Sons needed to find more business opportunities.
- They've been looking for Federal solicitations the same way for the past 20 years, and their old methods weren't able to sustain the business they needed.
- They began to see multiple listings being put on FedBid and felt those were solicitations they were missing out on.

### **Approach:**

- Right away, Arnold J. Thomas & Sons set up their opportunity filter to so they were able to see the categories that best fit their company.
- They have been taking advantage of the phone calls and emails from market specialists suggesting certain buys to bid on.
- For any questions or clarifications they had throughout the bidding process, they made use of FedBid's Client Services department.



# Arnold J. Thomas and Sons, Inc.

*"Many thanks to FedBid, I've been doing government and military contracting for 20+ years, and since I've come to Thomas & Sons I have doubled our sales, and FedBid is truly taking us to an all new level. I believe if we keep using FedBid, our sales will increase even more. Thank you for providing us with such wonderful services."*

— **Billy Jewell**  
**Senior Ops Specialist**  
**Arnold J. Thomas & Sons**

## Arnold J. Thomas & Sons Offers Products and Services Like:

- Trucks
- Trailers
- Aircraft
- Heavy Equipment
- Leasing
- Relocation Services
- Specialized Transport

## Results:

- Arnold J. Thomas & Sons received their first award within 3 weeks of registering and have won 7 additional awards since then.
- Now, they are beginning to establish relationships with Buyers from previous awards received on FedBid.
- Billy Jewell was so pleased with FedBid that he began recommending it to his friends as an easy way to find more business opportunities.

**Here's what Billy Jewell, Senior Ops Specialist, Arnold J. Thomas & Sons has to say about FedBid:**

*"The opportunity access FedBid provides is awesome; I stay on the site for hours a day"*

*"If we have an issue, we can always call CS, and they'll take of it. The customer service is absolutely wonderful; I can't say enough good things about it."*

## Additional Information:

Company Motto:

**A Spirited Team Delivering Trust, Honesty and Integrity Since 1956**

Arnold J. Thomas & Sons operates an extensive distributing company in the western United States. They have over 200 trucks and 1,000 trailers in their fleet including vans, refrigerated, flatbed, step deck with ramps and levelers. Recently, in 2014, Arnold J. Thomas & Sons became NATO Forces approved for various contracts, which is a great honor since only 1 out of 10,000 companies that apply are accepted. In 2014 they became NATO Forces approved for various contracts. What started out in 1956 as a beverage company, Arnold J. Thomas & Sons have been branching out and is now one of the premier distribution companies in the country. FedBid allows them to stay on top of the latest procurement opportunities with its easy-to-navigate online marketplace while being able to see which categories they are most competitive in.

