

# BUSINESS CLASSIFICATION PROFILE

The purpose of this form is to provide Lyon Shipyard, Inc. basic information about your business. It does not automatically put your Company on the approved vendors' list, but it will assist you in promoting your firm within Lyon Shipyard.

Please answer **all questions** or enter N/A (Non-applicable). Return to **Purchasing@lyonshipyard.com**

1. <b>Company Name</b> _____	5. <b>Remittance Address</b> (If different from that shown in block 3 – Address <b><i>MUST</i></b> match Invoices) _____
2. <b>Subsidiary</b> of <input type="checkbox"/> or <b>Affiliate</b> <input type="checkbox"/> , or N/A <input type="checkbox"/> Name: _____	_____
3. <b>Mailing Address</b> (For Correspondence) _____ _____	6. <b>Company Web Page</b> _____
_____	7. <b>Primary POC E-mail address</b> (*REQUIRED*) _____
4. <b>Facility Address</b> (No P.O. Box please) _____ _____	8. <b>Telephone</b> _____
_____	9. <b>Fax</b> _____
_____	10. <b>NAICS Code</b> _____

11. **Tax Payer Identification**  
11.a Tax Payer Identification Number \_\_\_\_\_  
*U.S. COMPANIES ONLY – Complete and return Internal Revenue Service Form W-9, Request for Taxpayer Identification Number and Certification. (Form located on the Lyon Shipyard website).*

12. **Standard Business Classification** Per FAR 52.219-1 - See SBA size standards and classifications at <https://www.sba.gov>  
**(Does not apply to foreign suppliers) Skip to Number 12a**  
 Small Business       Large Business

12a. **Small Business Classification** (If you are a small business, but not SDB, Vet, SDV, WO or HUBZone, check "None of the above")  
 Small Disadvantaged     Women-owned     HubZone (Provide copy of your certification with form)  
 Veteran-owned     Service Disabled Veteran     None of the above

12b. **If Small Disadvantaged Business (SDB)** (Check Appropriate Blocks)  
 8A Certified (Provide a copy of your 8A certification from SBA with this form)  
 Historically Black University-College/Minority Institution  
 Native American       Black American       Hispanic American  
 Asian-Pacific American     Subcontinent (Asian-Indian) American  
 Alaskan Native Corp (ANC) or Indian Tribe

13. **Quality Management System (QMS)**  
13a. Does your company have a QMS?  Yes     No  
13b. Is the QMS compliant and audited by MARMC, VSRA, ISO or SSPC?  Yes     No  
13c. If 13b is "NO", what is your QMS compliant to? \_\_\_\_\_

14. **Business Type:**  
 Manufacturing       Distributor       Services       Other

**15. Capabilities:**

Select products and/or services below:

**SERVICES**

- Boiler Services
- Bridge Electronics
- Blast & Painting Services
- Chemicals & Gasses
- Classification Society (ABS)
- Compressors, Pump, & Motors, and Fans
- Crane, Hydraulic, & Ramp Services
- Elevator Services
- Electrical Services - Shore Base
- Electrical Services - Marine
- Forklift & Handling Equipment Services
- Gage Calibration Services
- General Ship Repair
- Harbor Services
- Heating, Ventilation, & Air Conditioning
- Locksmith
- Naval Architect/Consultant
- Office Equipment & Services
- Pipes, Valves & Fittings
- Propulsion Services
- Safety Services
- Shipyards
- Welding Services-Structural
- Welding Services-Pipe
- Underwater Services

- Chandlers/Consumables
- Charts, Navigation, Logs
- Chemicals & Gasses
- Compressors, Pumps, Motors & Fans
- Cranes/Hydraulics
- Electrical Items
- Filters
- Fitness Equipment
- Galley & Laundry Equipment
- Gangways & Ladders
- Hoses, Gaskets, Couplings, & Bearings
- IT, Telecom, Electronics, Audio/Visual
- Lube Oil/Bunkers
- Measuring Equipment
- Medical Articles
- Navigation & Communication
- Office Supplies
- Paint
- Pipes, Valves, Fittings & Anodes
- Propulsion/Engine/Engine Parts
- Provisions/Food
- Raw Materials (e.g. Rubber, Minerals, Plastic)
- Safety Equipment/PPE
- Separators, Heat Exchangers & Distilling Units
- Sewage, Sanitation
- Transportation – Sea, Air, Road, Mail Services
- Wires/Ropes/Container Handling Equipment/Lashing

**PRODUCTS**

- Air Conditioning & Reefer Parts
- Boiler Parts

**16. References** – List three references for which you provided supplies or services during the preceding 12 months.

- 1. Company/Agency \_\_\_\_\_ POC \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_
- 2. Company/Agency \_\_\_\_\_ POC \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_
- 3. Company/Agency \_\_\_\_\_ POC \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

**17. Additional POC**

1. Estimating & Contracts Contact:

POC \_\_\_\_\_ Phone \_\_\_\_\_ Mobile \_\_\_\_\_ E-Mail \_\_\_\_\_

2. Accounts Receivables Contact:

POC \_\_\_\_\_ Phone \_\_\_\_\_ Mobile \_\_\_\_\_ E-Mail \_\_\_\_\_

**18a. Authorization Agreement for Electronic Payments**

Lyon Shipyard offers the option of receiving Automated Clearing House (ACH) payments to **select USD vendors**. Prior to initial payment, you will be contacted by our Accounts Payable Department with eSupplier web site information to view remittance data. Complete all of section 18 for ACH eligibility. Please also note that wire transfers are utilized for foreign currencies and Lyon Shipyard payment term is NET 30.

18b.  New Application       Change Information       Cancel ACH Payments

I (We) hereby authorize Lyon Shipyard, Inc, hereinafter called Company, to initiate credit entries to my (our): (select one)  
 Checking Account    Savings Account indicated below, at the depository Financial Institution named below, and to credit the same to such account. If funds to which I (we) am (are) not entitled are deposited in my (our) account, I (we) authorize the Company to direct the depository Financial Institution named below to return those funds. I (we) acknowledge that the authority will remain in effect until I have (or either of us) cancelled it in writing and that the origination of ACH transactions to my (our) account must comply with the provisions of U.S. law.

**Financial Institution Information (Automated Clearing House (ACH) or Wire Transfers):**

17c.  ACH Account       Wire Account (Foreign Vendors ONLY)

17d. Financial Institution: \_\_\_\_\_

17e. Financial Institution Address: \_\_\_\_\_

17f. City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

17g. Bank Country: \_\_\_\_\_ Currency: \_\_\_\_\_

17h. Bank Contact: \_\_\_\_\_ Contact Telephone Number: \_\_\_\_\_

17i. Nine Digit Bank ABA Number/ Routing Number: \_\_\_\_\_

17j. Swift Number: \_\_\_\_\_

17k. Depositor Account Name: \_\_\_\_\_

17l. Depositor Account Number: \_\_\_\_\_

This authorization is to remain in full force and effect until Company has received written notification from me (or either of us) of its termination in such time, and in such manner as to afford Company and Financial Institution a reasonable opportunity to act on it.

Under 15 U.S.C. 645(d), any person who misrepresents its size status shall (1) be punished by a fine, imprisonment, or both; (2) be subject to administrative remedies; and (3) be ineligible for participation in programs conducted under the authority of the Small Business Act.

\_\_\_\_\_  
Print Name & Title of Authorized Official

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**STANDARD BUSINESS CLASSIFICATION DEFINITIONS  
(PER FAR 52.219-1, 19.001)**

**SMALL BUSINESS CONCERN:**

A concern, including its affiliates, that is independently owned and operated, not dominant in the field of operation in which it is bidding on Government contracts and as further defined in FAR 19.102. *Manufacturing and distributing firms*: total employees do not exceed 500, 750, or 1,000 as defined in FAR 19.102 and 13 CFR 121. *Services*: based on averaged annual volume of sales for the past three years per FAR 19.102.

(NOTE: If firm total employment is between 500 and 1,000 contact Small Business Administration for assistance for determining proper SIC code size standard.) Information on classifications and size standards may also be viewed on the SBA web site, see <https://www.sba.gov>

**SMALL DISADVANTAGED BUSINESS CONCERN:**

As defined in FAR 19.102 and 13 CFR 124.1002 is a firm which meets the above criteria as a Small Business, and which is at least fifty-one percent unconditionally owned (as set forth in 13 CFR 124.105) by one or more socially or economically disadvantaged individuals; and whose management and daily business operations are controlled by one or more of such individuals.

Socially and economically disadvantaged individuals include:

- Black Americans, Hispanic American, Native American (American Indians, Eskimos, Aleuts, or Native Hawaiians), Asian-Pacific American (persons with origins from Burma, Thailand, Malaysia, Indonesia, Singapore, Brunei, Japan, China, Taiwan, Laos, Cambodia (Kampuchea), Vietnam, Korea, The Philippines, U.S. Trust Territory of the Pacific Islands (Republic of Palau), Republic of the Marshall Islands, Federated States of Micronesia, the Commonwealth of the Northern Mariana Islands, Guam, Samoa, Macao, Hong Kong, Fiji, Tonga, Kiribati, Tuvalu, or Nauru), Subcontinent Asian (Asian-Indian) American (persons with origins from India, Pakistan, Bangladesh, Sri Lanka, Bhutan, The Maldives Islands, or Nepal). Individual/concerns, other than one of the preceding. See 13 CFR 124.109, 124.110 and 124.111 for ANCs, MHOs, or CDCs.
- Historically Black Colleges-Universities and Minority Institutions (HBCU/MIs) are classified as Small Disadvantaged concerns.

**WOMEN-OWNED SMALL BUSINESS CONCERN:**

A firm which meets the above criteria as a Small Business and which is at least 51 percent owned by one or more women or, in the case of any publicly owned business, at least 51 percent of the stock of which is owned by one or more women; and whose management and daily business operations are controlled by one or more women.

**HUBZONE SMALL BUSINESS CONCERN:**

A small business concern that appears on the List of Qualified HUBZone Small Business Concerns maintained by the SBA.

**SMALL BUSINESS CONCERN OWNED AND CONTROLLED BY VETERANS:**

The term "small business concern owned and controlled by veterans" means a small business concern:

- not less than 51 percent of which is owned by one or more veterans or, in the case of any publicly owned business, not less than 51 percent of the stock of which is owned by one or more veterans; and
- the management and daily business operations of which are controlled by one or more veterans

VETERAN -- The term "veteran" has the meaning defined in [38 U.S.C. 101 \(2\)](#).

**SMALL BUSINESS CONCERN OWNED AND CONTROLLED BY SERVICE-DISABLED VETERANS:**

The term "small business concern owned and controlled by service-disabled-veterans" means a small business concern:

- not less than 51 percent of which is owned by one or more service-disabled veterans or, in the case any publicly owned business, not less than 51 percent of the stock of which is owned by one or more service-disabled veterans; and
- the management and daily business operations of which are controlled by one or more service-disabled veterans or, in the case of a veteran with permanent and severe disability, the spouse or permanent caregiver of such a veteran.

SERVICE-DISABLED VETERAN -The term "service-disabled veteran" means a veteran with a disability that is service connected (as defined in [section 101 \(2\) of title 38, United States Code](#)).

**Return to:**

Lyon Shipyard, Inc.  
Attention: Purchasing  
1818 Brown Avenue  
Norfolk, VA 23504

or you may email to: [Purchasing@lyonshipyard.com](mailto:Purchasing@lyonshipyard.com)