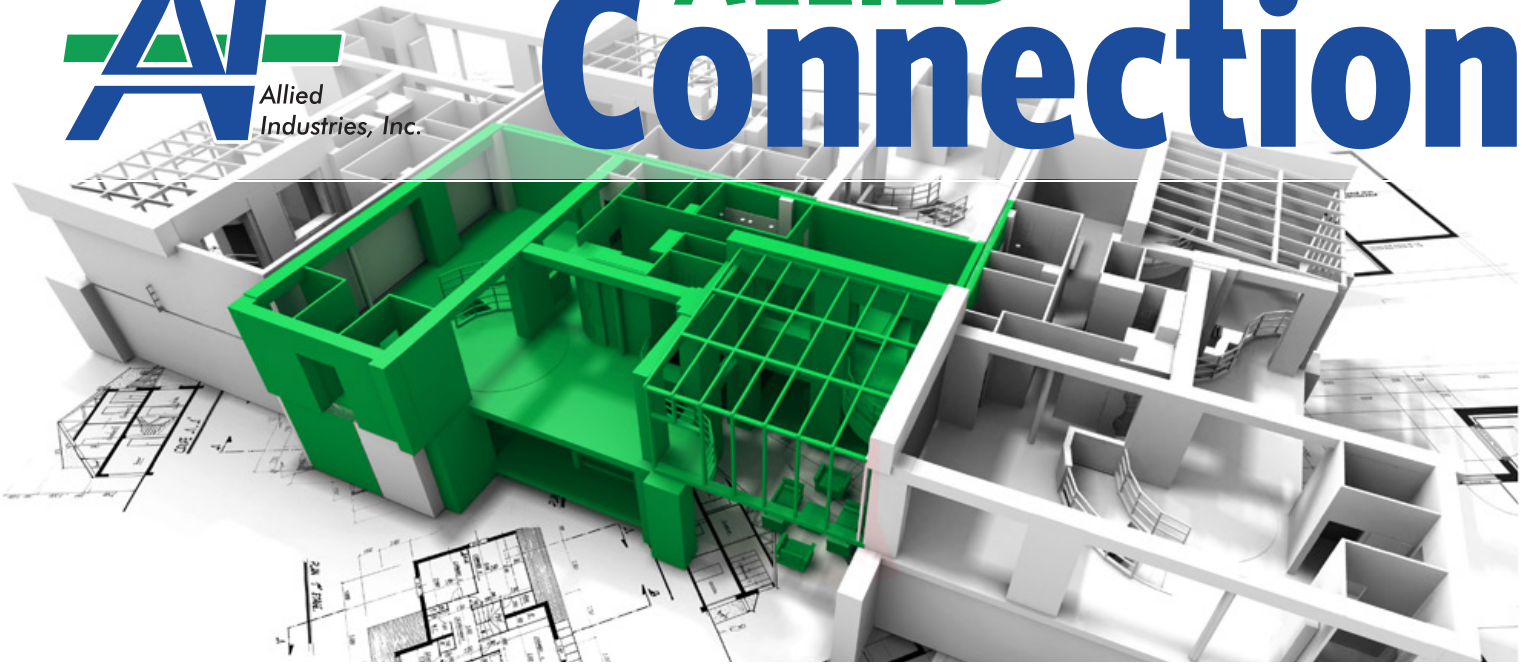




# ALLIED Connection



## New Services

Allied is now a proud member of NADCA.



Allied is proud to announce that we now offer ThermaPureHeat



### How do we clean the HVAC system?

We place the system under negative pressure, through the use of a specialized, powerful vacuum. While the vacuum draws air through the system, devices are inserted into the ducts to dislodge any debris that might be stuck to interior surfaces. The debris can then travel down the ducts to the vacuum, which removes it from the system and the building.”

## Presidents Letter

— BY ERNESTO GUTIERREZ - PRESIDENT/CEO



DURING THE FIRST two quarters, Allied Industries, Inc. (ALLIED), has continued to build on its success realized in 2009 by a continued emphasis on business development and strategic alignment with key business partners. Our focus to emphasize our vision, mission and value system has provided a framework for managing our growth strategies and initiatives, and risk while maintaining our market share. As most businesses, ALLIED has been met with challenges that have provided our organization with an opportunity to discern the ALLIED brand, its business processes and expand its business model to horizontal and business lines. Our management and leadership team have always and continue to focus on

developing personnel and professional developmental programs for our employees. It is for that reason that ALLIED has been able to successfully achieve a 97% employee retention rate during its growth. In these economic times ALLIED is dedicated to focusing on cost, schedule, quality, health and safety, and value added activities for our diverse client base. ALLIED’s risk management team has been comprised and functions to mitigate its client’s risk while meeting their requirements. As we venture into what we expect an unprecedented second half of our fiscal year, our team is committed to developing its client relationship team and bolstering its infrastructure to meet its geographic and business unit growth initiatives. Our team will be critical in supporting our strategic and tactical goals.

### INSIDE THIS ISSUE:



**URS AND ALLIED MENTOR PROTÉGÉ**  
Small Business Administration's Mentor Protégé Program



**EMPLOYEE OF THE MONTH & NEW FACES**  
Steve Rawlings  
Cameron Reeder



**PROJECT HIGHLIGHTS**  
El Centro  
Naval Base Ventura  
Parkwide Historic



**LEAD POISONING**  
Helping to prevent lead exposure

## ALLIED key partner on CH2M HILL's MMEC Win

ALLIED WAS SELECTED AS A TEAMING PARTNER with CH2M Hill on a Navy Atlantic Division (LANTDIV) \$75 Million Navy Multi Media Environmental Contract (MMEC) which was won by the team and anticipated for award in June 2010. The contract will be administered out of Norfolk, VA under LANTDIV and covers the continental USA. Under the contract, Allied was retained by CH2M Hill as both an SBA 8(a) and HUBZone subcontractor and retains first right of refusal for all asbestos, lead, radon, and pesticides/PCB contract task orders that are solicited under the contract and under those designations. In addition, the contract itself and associated capacity can also be used as a vehicle for Allied to both bring and manage other Navy-related contract work, effectively increasing both ALLIED's marketing capacity and contract vehicles. ALLIED's San Diego office is already targeting the contract to fund a combined turn-key demo/abatement/construction/environmental services package for service station demolition and underground storage tank removal for the Navy.



## URS and ALLIED Mentor Protégé

ALLIED INDUSTRIES, INC., AND THE URS Corporation recently forged a long-term partnership through the Small Business Administration's (SBA) Mentor Protégé Program. Both firms are excited of the opportunity to continue its existing relationship including its expected collaboration on federal design-build construction contracts throughout the continental United States (CONUS) and outside the continental United States (OCONUS). ALLIED and URS

have been collaborating on a multi-year environmental engineering and compliance contract with Naval Facilities Engineering Command (NAVFAC) Southwest Division since 2006 and have been teaming up on design-build construction contracts with the Department of Defense (DOD) since 2008. We look forward leveraging each firm's resources and experience as well as dedicating itself to exceeding clients expectations in its execution of complex performance work statements.

## Employee of the Month & New Faces

Congratulations to the following Allied employees. Thank you for your dedication and hard work.

- **January: Kaci Conselyea**
- **February: Andrea Porras**
- **March: Lindsey Viersen**

"Great things are not done by impulse, but by a series of small things brought together." VINCENT VAN GOGH



**STEVE RAWLINGS**

As project manager for our N. Hollywood office Steve serves the Los Angeles, Ventura, Santa Barbara and San Luis Obispo Counties. Steve brings 18 years of large loss insurance adjusting and environmental project management. He holds certifications in asbestos, lead and microbial remediation.



**CAMERON REEDER**

As project manager for our Inland empire office, Cameron specializes in environmental remediation projects. Cameron previously worked in the financial sector for Morgan Stanley Smith Barney. In his free time he plays golf & hockey, mountain bikes, and loves spending time with friends and family.



### Helpful Links

**America's Claims Event:**  
<http://www.americasclaimsevent.com>

**United States Environmental Protection Agency:**  
<http://www.epa.gov>

**San Diego Insurance Adjusters Association:**  
<http://www.sdiaa.org>



### Upcoming events

**June 22-24** - 14<sup>TH</sup> Annual ACE America's Claims Event | Las Vegas, NV

**July 10-13** - ESRI Surveys and Engineering GIS | San Diego, CA

**July 28** - Washington Insurance Network | Vancouver, WA

**August 8-11** - 2010 GSA Opening Doors for Small Businesses Conference | Los Angeles, CA



# PROJECT HIGHLIGHTS

## Allied Helps with Earthquake damage in El Centro

ALLIED RECENTLY RESPONDED TO THE Imperial Valley courthouse and the El Centro airport for damage caused by the Baja California earthquake. Allied responded with 10-12 man working crews to decontaminate affected areas and perform HVAC and duct cleaning to get them back in order. The airport was shut down until the clean up effort was complete. Allied was able to get them up and running in less than a week.

— BY CHRIS CERVANTES | ALLIED LEAD

## Naval Base Ventura

ON MARCH 30TH ALLIED WAS AWARDED a contract in the amount of \$2.75 million for the renovation of nine buildings at Naval Base Ventura County. The project consists of abatement of lead based paint in all buildings, demolition of all existing electrical distribution systems and crane systems. The renovation will include new roofing, paint, roll up doors, complete electrical system upgrade and structural concrete upgrades.

— BY JOHN HALBACH | ALLIED LEAD

## Parkwide Historic House & Building

ALLIED HAS BEEN AWARDED TWO contracts by the National Park Service (NPS) for the houses and historical

buildings at the Yosemite National park in California. One 8(a) project was secured for \$83,000, the other HUBZone project was secured at \$85,0000

### Parkwide Historic House Painting

THIS PROJECT INVOLVES PREPARING AND painting exterior surfaces of historic houses throughout Yosemite National Park. Surfaces to be coated include exterior doors & windows, exterior trim & molding, exterior siding, masonry work, decking, railings, and stairs. The inclusion to preserve key features of the historical buildings was paramount in Allied's proposal to ensure that the NPS was assured that the Government would make the right choice for delivery of the required product.

### Parkwide Historic Building Painting

THIS PROJECT INVOLVES PREPARING AND painting exterior surfaces of historic houses. The major difference between the two projects as this one involves more coordination with tenants that currently reside in the houses. All houses and buildings are occupied by NPS personnel. All building are historic in nature and require the same level of detail with respect to maintaining the required Historical Features currently present. Kuest has painted half of these houses in the past on a former contract, and is extremely knowledgeable with what the NPS is expecting for in a finished product.

— BY SCOTT GABLE | ALLIED LEAD

## Most Common Sources of Lead Poisoning:

- Deteriorating lead-based paint
- Lead contaminated dust
- Lead contaminated residential soil
- Information for Contractors

AS A CONTRACTOR, YOU PLAY AN IMPORTANT role in helping to prevent lead exposure. Ordinary renovation and maintenance activities can create dust that contains lead. By following the lead-safe work practices, you can prevent lead hazards.

Contractors who perform renovation, repairs, and painting jobs in pre-1978 housing and child-occupied facilities must, before beginning work, provide owners, tenants, and child-care facilities with a copy of EPA's lead hazard information pamphlet Renovate Right: Important Lead Hazard Information for Families, Child Care Providers, and Schools (PDF)

 <http://www.epa.gov/lead/pubs/renovaterightbrochure.pdf>

En español (PDF)

 <http://www.epa.gov/lead/pubs/renovaterightbrochuresp.pdf>

Contractors must document compliance with this requirement?EPA's pre-renovation disclosure form (PDF)

 <http://www.epa.gov/lead/pubs/pre-renovationform.pdf>

Understand that after April 22, 2010, federal law will requires you to be certified and to use lead-safe work practices. To become certified, renovation contractors must submit an application and fee payment to EPA.



## Allied looking ahead

ALLIED OBTAINED LICENSING IN TEXAS, Nevada, Florida, Utah and Louisiana providing the foundation for planned geographic expansion. ALLIED launched its Houston and Tampa Bay Office geared at servicing the federal government in its various O&M services, remediation and design-build construction efforts. ALLIED is currently divisionalizing its business lines including rebranding various divisions. ALLIED continues to develop competitive advantages, value added activities, and business processes in an effort to exceed client expectations. ALLIED is committed to developing strategic long-term partnerships with small and large businesses. ALLIED expects 2010 to be a successful year.

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ENVIRONMENTAL ENGINEERING, CONSTRUCTION & REMEDIATION SERVICES

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