

# STATEMENT OF QUALIFICATIONS

WINTER ENVIRONMENTAL 3350 Green Pointe Pkwy Suite 200 Norcross, Georgia 30092 404.588.3300 www.winter-environmental.com









Winter Environmental is a division of The Winter Construction Company.



# **About Winter Environmental**



WINTER ENVIRONMENTAL, a division of The Winter Construction Company, provides asbestos, lead, and mold abatement, property rehabilitation, hazardous waste remediation, industrial decontamination and dismantling, nuclear decontamination and decommissioning, emergency and disaster response and other cleanup and site control services. Our professionals are skilled, dedicated individuals who continually set higher standards of performance for the company and strive to stay abreast of industry construction, technological and regulatory trends. This excellence has been recognized time and again in *Engineering News Record (ENR)*, who identified Winter Environmental as one of the *Top 200 Environmental Firms* and one of the *Top 20 Asbestos Abatement Contractors* in the nation. Through its services, Winter Environmental has successfullyy completed more than 4,000 environmental projects for clients in a diverse spectrum of critical and complex industries demanding work that is second to none.

Since 1987, Winter Environmental has served thousands of clients, performing projects ranging in value from \$1,000 to \$20,000,000. Our clients represent virtually every environmentally regulated business sector, including:

- Utility Plants and Industrial Facilities
- Nuclear plants and facilities
- Banks and Institutional Lenders
- Chemical Producers
- K-12 and Higher Education
- Commercial Real Estate Owners and Developers
- Engineering Firms
- General Contractors
- Healthcare Facilities
- Law Firms
- Municipal, State and Federal Government
- Industry
- Non-profit organizatoins
- Petroleum Distributors and Retailers
- Transportation



*Winter Environmental* consistently named to *Engineering News Record (ENR)* annual rankings:

2015 Top 200 Environmental Firms in the nation

2015 Top 20 Asbestos Abatement Contractors in the nation

Winter Environmental is the largest Georgia-based asbestos abatement firm. We operate from a 26,000 square foot operations center in Norcross, Georgia, just north of Atlanta.



# WHY WINTER ENVIRONMENTAL



It's simple. Winter Environmental will get the job done by implementing more than three decades of proven, award-winning contracting capability, knowledge, experience, resources and service that is second to none in the industry. We don't just say we can do it, we show we can do it, and have done so through thousands of highly successful projects, resulting in hundreds of satisfied clients for more than 28 years. In addition, all of our projects are completed quickly, cost-effectively and safely, with a determined focus on client service. In fact, a large portion of our clients are repeat clients. And here is why...

#### Experience

Winter Environmental is managed by a highly knowledgeable, experienced and stable team of executives and senior project managers. Our top four executive officers alone have over 136 years of cumulative experience in the environmental services industry. The average length of industry experience among our project managers is 25 years, and their average length of service to Winter Environmental is over twelve years.

In just the past ten years, we have successfully completed more than 4,000 environmental projects. This includes the remediation of more than 230 contaminated properties; rapid response for cleanup after Hurricanes Katrina, Ivan and Isabel; and abatement of more than 3,400 tons of contaminated material.

#### Safety

No project can be called successful if safety is compromised. Safety is paramount both in our industry and in the philosophy, policies, and practices of Winter Environmental. Our policies and procedures are monitored and managed with a goal of continually improving worker safety and loss prevention. The proof is in the numbers. A well-entrenched culture of zero accidents at Winter Environmental has helped produce an industry-leading performance record with a current Experience Modification Rate (EMR) of 0.70 and an Incident Rate of 0.27. Further, Winter Environmental has recorded zero lost time injuries in the last five years.

Winter	2015	2014	2013	2012	2011
Total Hours Worked	741,447	657,796	538,604	490,756	491,099
E.M.R.	0.70	0.69	0.87	0.89	0.90
Incidence Rate (I.R.)	0.27	1.82	1.12	0.82	0.41
DAW Case Rate	0	0	0	0	0
Days Away From Work	0	0	0	0	0
Medical Cases Only	0	2	0	0	0
DAW Cases	0	0	0	0	0
Fatalities	0	0	0	0	0
Total Recordable Injuries	1	6	3	2	1
DART Rate	0.27	1.22	1.11	0.82	0.41
1 <sup>st</sup> Aid Cases	5	5	2	5	7

#### Winter Environmental Five-Year Safety History Summary

Winter Environmental's deeply entrenched "Safety Culture" is led and managed by the company's Vice President of Safety, Tim Thomas, and is implemented by a staff of full time superintendents, inspectors and trainers. The program encompasses extensive and ongoing training, inspections, incentives and swift, decisive corrective measures in all applicable areas of OSHA compliance. All superintendents, foremen and operators are required by company policy to be competent in every aspect of their work, including excavation, scaffolding, fall protection, hot work and confined space entry.

A well-entrenched culture of zero accidents at Winter Environmental has produced one of the best safety records in our industry, with an EMR of 0.70.



Winter Environmental has recorded zero lost time injuries in the last five years.

Winter Environmental's placing safey as paramount above all other aspects of the job has resulted in national recognition and accolades, including receiving the industry's coveted **STEP** (*Safety Training and Evaluation Process*) award. STEP is a merit-based safety recognition program designed to promote an organized approach for analyzing and developing safety and loss prevention programs nationwide. Established in 1989 by the ABC National Environment, Health & Safety (EH&S) Committee, the STEP program was developed and written by contractors, for contractors.

In addition to the STEP awards, Winter Environmental is recognized annually by other safety-minded esteemed organizations including the Georgia Department of Labor and the National Demolition Association (NDA), being recognized in 2014 and 2015 with the NDA's Environmental Excellence Award.

# Awards & Recognition - for performance and safety, including:



Associated Builders & Contractors of Georgia 2009 Platinum STEP Award



Associated Builders & Contractors of Georgia 2013 Gold STEP Award



Associated Builders & Contractors of Georgia 2013 Award of Safety Excellence



Georgia Department of Labor Award of Excellence for Exceptional Workplace Safety



ABC of Georgia 2014 Platinum STEP Award



National Demolition Association – 2014 Environmental Excellence Award



National Demolition Association – 2015 Environmental Excellence Award

If you are looking for the highest level of assurity that the partner you choose to complete your project is strong in foundation, reliable, and is backed by more-than-adequate financial resources that will greatly reduce risk and help give peace of mind, you won't find anyone that fits the bill more than Winter Environmental.

Winter Environmental delivers stability and security through the long steadfast financial resources off The Winter Construction Company, an **ENR Top 400 Contractor** that has been in business since 1978. This means peace of mind for our clients, as we can handle the highest of work loads with ease and we will be around long after the job is done.

Our overall insurance program includes **\$25,000,000 in general liability coverage** and **\$10,000,000 in pollution liability coverage**. **Our bonding capacity is in excess of \$200,000,000.** These metrics are as strong as can be found in the environmental industry, and serve as another reason you can trust putting your confidence in us.



For decades, Winter Envirionmental's bonding and insurance resources have offered peace of mind and confidence to its clients.

# Self-performance

Winter Environmental self-performs virtually all work on site. The services we typically subcontract include scaffolding, hauling, disposal, drilling, laboratory analysis, certain proprietary technologies and certain specialty trades or technical expertise if needed.

This high level of self-performance allows us to assure lower costs, a safer work site, higher quality control, faster completion times and better adaptability to unexpected circumstances.

#### Logistics

Rather than incur and convey the costs of satellite offices, Winter Environmental serves its clients from one operations center in Norcross, Georgia. Here, we can more efficiently coordinate resources and focus on efficiently delivering project teams and equipment to any place in our market.



Early on, we chose to invest our capital in achieving the most efficient logistical project support capabilities. Employing the latest in equipment tracking technologies (bar code, GPS, specialized inventory tracking software), and a full-time logistics management staff, Winter Environmental applies a programmatic approach to the management of equipment and materials purchasing, inventory, dispatch, receiving, maintenance and use. We know precisely where every piece of owned equipment is today and where it will be needed tomorrow. We track expendable supplies on each job site daily. Field personnel statuses are tracked according to skill set, status of certifications and training, grade, current assignment and term and hours worked or in transit. Projects are then staffed, equipped and supplied with the most appropriate and accessible personnel and equipment that can be committed full-term to the job. Every job site is connected, via the internet, to our systems operating platforms.

#### Sustainability

Cleaning up contaminated sites and structures is inherently a sustainable practice. However, Winter Environmental goes a step further. Wherever feasible, we look for opportunities on our projects to:

- Reuse/recycle deconstruction and demolition materials
- · Consider future site use and reuse existing infrastructure where possible
- · Use environmentally efficient processes, such as clean diesel equipment
- Reduce generation of GHG emissions by using clean fuels and recycled industrial materials

Our project managers and staff are committed to helping our clients show regulatory agencies and the public that they care about energy and resource conservation – even when cleaning up properties. In addition, our envirionmental remediation professionals are dedicated to staying current on any and all news on regulations and practices that might affect a project or jobsite. In fact, Winter Environmental's professionals have often been featured in and contributed to editorial content in the industry's most respected and relied upon publications.

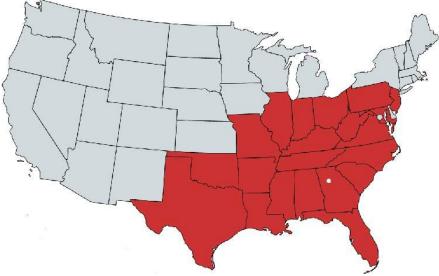


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# Geographic Coverage

Winter Environmental has delivered competitively-priced services across more than 21 states, with the predominant number off projects performed in the Southeast, Midwest, and Northeast regions of the United States. Licensed as an environmental contractor in 21 states, Winter Environmental has the capability and resources to handle projects in nearly all of the lower 48 states.



# **Ownership and Control**

Winter Construction is owned by six senior, full-time executives, two of whom, Brad Reid, and Jim Graham, are the managing principals of Winter Environmental. Thus, Winter Environmental's leadership has near autonomous control over its policies, practices and investments in quality, safety and client satisfaction. If Winter Environmental makes a commitment, our principals have the authority to do whatever it takes within the bounds of legality and reason to meet it.

# **Company Staffing and Key Personnel**

We employ on average more than 200 environmental professionals and craft laborers. Our project teams are comprised of licensed and certified engineers, scientists, superintendents and equipment operators and technicians who have extensive training and experience in health and safety protection, environmental regulations, waste handling, chemical testing, soil and groundwater treatment, abatement and decontamination procedures, remediation system operation and maintenance and general demolition, construction and earth moving operations.

# Key Personnel

James A. Graham, Principal Brad D. Reid, P.E., Principal Brent Reid, CEO, The Winter Construction Company (TWCC) Ralph Mumme, Vice President, CFO, TWCC Tom Nichols, TWCC Divisional President Gary Ellis, Winter Systems, Divisional President

#### Senior Staff and Project Managers



Tim Egan, VP, Principal Project Manager

Pat Chesowsky, Senior Project Manager Charles Barth, Senior Project Manager Ralph Leptrone, Project Manager Tom Gilmore, Director, Federal & Nuclear Services

# Senior Support Personnel

Roger Flores, General Superintendent Don Bohensky, Senior Estimator Tim Thomas, Safety Director Jeff Barber, Safety Officer Scott Livengood, Logistics Manager

The individuals listed above represent an average of 25 years of experience in their fields, and an average tenure at Winter Environmental of over twelve years.

# Culture

Client service, integrity and respect are part of our company's culture, not just a requirement in our company handbook. The core values of Winter Construction and Winter Environmental are:

Integrity:	We do the right thing every day.
Teamwork:	We work together to achieve outstanding results.
Clients:	We provide quality service to our clients.
People:	We value and respect the people with, and for whom, we work

Each new member of our staff is selected not only on the basis of his or her technical qualifications, but also on his or her aptitude for teamwork, interpersonal communication and professional leadership. For over 12 years, Winter Environmental has used intensive pre-employment screening methods, with the assistance of an outside occupational psychologist, to select individuals with these traits. As a result, we have become a team of professionals that possesses consistently strong communications skills, a heightened and flexible sensitivity to client needs and an obsession with delivering precisely the product our clients request.

At Winter Environmental, completing projects and creating partnerships with the highest level off client service is our mission and such a mission is only achieved when our clients are satisfied with all phases of their project - both at the moment of completion, and for as long as the site is operational.





# Select Project Experience







Winter Environmental performed asbestos abatement and selective dismantling of the Duke Energy– Lee Power Plant located in Goldsboro, North Carolina. This 382 MW power plant, maintained three coal fired boilers, associated turbine buildings and decks, precipitators, administration and contractor buildings, and other ancillary buildings on site that required abatement.

Winter Environmental's scope of work included asbestos abatement of boiler insulation, tanks and duct insulation, pipe insulation, asbestos cement panels, roofing materials, gaskets and vibration dampers, as well as the dismantling of the boilers and associated components. In addition to ACM abatement, Universal Waste removal was included in the abatement scope.

There were many project challenges involved in this project. The biggest challenge was establishing a containment on the outside boiler. This was accomplished by using a 12-mil reinforced polyethylene containment. The polyethylene was installed and heated to create a firm fit around the structure. Following the containment installation, the work space was placed under negative air using a bank of HEPA units. Weather was a consideration, as the shrink wrap containments had to withstand snow, freezing, storms and high wind conditions over the nine month project duration. Other conditions of the project included performing activities at heights of up to 165 feet in articulating booms and lifts.

Approximately 80,000 sf of boiler insulation, 20,000 lf of pipe insulation, 45,000 sf of tank and duct insulation, and 65,000 sf of cement asbestos panels were removed from the power plant prior to demolition.



# At a GLANCE

#### **Client Contact:**

Brian Cymerman Frontier Industrial Corporation 26 Mississippi St, Ste. 400 Buffalo, NY 14203 (716) 447-7587 bcymerman@fic-services.com

#### Services:

- Abatement of 80,000 sf of boiler insulation,
- Abatement of 20,000 lf of pipe insulation
- Abatement of 45,000 sf of tank/duct insulation
- Abatement of 65,000 sf of asbestoscontaining cement panels

Project Value: \$3,130,000

Performance Period: Sept 2013 to May 2014

Manhours: 44,000

Number of workers: 50

Self-performed: 100%

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Client Contact: Ed Hirshenson, P. G. ARCADIS, Inc. 1450 Greene Street, Suite 220 Augusta, Georgia 30901 (706) 828-4421 edward.hirshenson@arcadis-us.com

Mike Ebel Principal Scientist ARCADIS, Inc. One Centerview Drive Suite 208 Greensboro NC 27407 (336) 362-0315 michael.ebel@arcadis-us.com

# Services:

 Abatement of approximately 60,000 sf throughout 97 facilities

Project Value: \$426,000 to date

Performance Period: May, 2008 - present

Manhours: 30,000 to date

Number of workers: 6 per project

Self-performed: 100%

Winter Environmental has been providing Arcadis with on-call asbestos abatement and mold remediation services at numerous Bank of America locations in Florida, Georgia, North Carolina and Tennessee. Examples of the various project scopes are:

 Removal of mold-impacted drywall in banking offices and centers;

- Asbestos abatement of roofing materials in conjunction with the re-roofing of the branch;

- Asbestos abatement of regulated floor tile and mastic;

- Asbestos abatement of window caulk and drywall prior to planned renovation; and

- Emergency IAQ services.

To date, all projects have been performed after regular business hours or on non-operating days in order to provide the least disruption to operations. Most of the projects were scheduled with little notice, due to coordination issues between the bank and their general contractors, allowing Winter Environmental and Arcadis minimal time to plan and mobilize. Also, coordination with other trades was neccessary in order to provide replacement building components for impacted areas.







# Client Contact:

John England, P.E. Gilbane 3333 S. Wadsworth Blvd. Ste. 220 Lakewood, CO, 80227 (303) 517-2095 Jengland@gilbaneco.com

# Services:

- 110,000-sf cement asbestos panel
- 15,000-sf lead sheeting
- 22,000-sf drywall and plaster 26,000-sf thermal systems
- insulation

Project Value: \$2,200,000

Performance Period: 4.29.13 - 8.31.13

Number of workers: 30

Man hours: 21,231

Self-performed: 100%

As a subcontractor to Gilbane, Winter Environmental performed asbestos abatement and other regulated materials (ORMs) remediation for the U.S. Army at the historic Picatinny Arsenal in New Jersey.

This \$2.2MM abatement project consisted of the removal of asbestos containing materials (ACMs) and ORMs from 40 remotely located, abandoned weaponry structures encumbered with 20 to 30 years of organic overgrowth and deterioration. The structures ranged in size from one to four stories and from 100 sf to 6,000 sf. Winter Environmental provided abatement of the structures in concert with Gilbane's clearing of all unexploded ordinances (UXOs) and devices within and surrounding the structures.

Quantities of materials abated included: 21,000 sf of floor tile and mastic; 110,000 sf of cement asbestos panels; 26,000 sf of thermal systems insulation; 22,000 sf of drywall and plaster; and 15,000 sf of lead shielding.

Other ORMs removed included duct gaskets and flanges; ballasts; mercury switches; and fluorescent bulbs.

Project challenges included working in areas that previously contained UXO materials; working within remote, wooded locations and the exposure to natural biological hazards local to the area, including snakes, ticks, and poison ivy.





#### Client Contact:

Kent Erickson DAK Americas 3147 South 17th Street Wilmington, NC 28412 (910) 371-4456

# Services:

- Abatement of 576,360-sf asbestos containing materal
- Removal of critical systems' insulaton throughout the facility

Project Value to date: \$6,670,000

Performance Period to date : 6.2.14 - 6.2.15

Manhours Estimated: 108,000

Number of workers: 70

Self-performed: 100%

Winter Environmental completed work on this immense project for DAK Americas in Leland, North Carolina. The project demanded a large scope of work completed in a one-year schedule.

The project's scope included the removal of thermal system insulation, tank insulation, structural fireproofing, duct insulation, floor tile and mastic, Transite panels, Transite lab hoods, caulking/glazing, and sheetrock.

Approximately 70 workers through 108,000 work hours handled the task which provided the challenges of working in both hot and cold environments in summer and winter respectively. In total, the project included more than 60 individual containments utilizing shrink wrap structure, HEPA filtered air filtration devices, personnel and load out decontamination units.

Scaffold erection and containment on each of the two large dehydration columns 185 feet in height provided a challenge but was successfully completed. Over all, scaffolding was erected in 23 separate containments. More than 30,000-LF of pipe insulation was removed utilizing aerial lifts and the glove-bag method.

In total, the project included 19,700-LF pipe insulation, 25,360-SF structural fireproofing, 424,700-SF tank insulation, 68,320-SF Transite, 57,980-SF floor tile/mastic.





# Client Contact:

Mr. Phillip Altman CH2M Hill 1000 Abernathy Road Suite 1600 Atlanta, GA 30328 (770) 604-9182 paltman@ch2m.com

Services: Asbestos abatement and decontamination

Project Value: \$2,562,000

Performance Period: 9.22.08 - 11.10.08

Number of workers: 12

Man hours: 7,931

Self-performed - 100%



Winter Environmental provided abatement and industrial decontamination services at one of the largest chemical manufacturing facilities in the United States. This \$2.5 MM abatement and industrial decontamination project was performed for a confidential client at their 460 acre crop protection and agricultural chemical manufacturing site, located in West Virginia.

As part of an on-call/as needed contract, Winter Environmental's scope of work included aboveground storage tank (AST) and support vessel decontamination and cleaning; abatement of asbestos containing materials (ACMs); industrial process line breaking and flushing; pipe and vessel dismantling/demolition, production facility and manufacturing space decontamination. Cleaning processes and techniques included: institutional cleaning; low and high-pressure water and chemical cleaning; chemical cleaning; aggragate-medium blasting; cryogenic blasting and deconamination; and conventional cleaning.

Winter Environmental worked within strict RCRA, TSCA, DOT and OSHA regulations and guidelines while also working in various personal protective equipment levels ranging from Level D to B.





# **Client Contact:**

Mr. Robert Klotzbach, P.E. ERM 75 Valley Stream Parkway Malcern, PA 19335 (610) 524-3500 robert.klotzbach@erm.com

#### Services:

 Abatement and dismantlement of 45,000 sf of materials

Project Value: \$1,528,055

Performance Period: 9.04.12 - 11.30.12

Number of workers: 40

Man hours: 30,000

Self-performed: 100%



Winter Environmental performed asbestos abatement and select dismantling of the turbine hall, main boiler building and power buildings of the historic Bailey Power Plant, located in Winston-Salem, North Carolina, as a subcontractor to the prime contractor, ERM.

Included in Winter Environmental's scope of work was the abatement of asbestos containing materials (ACMs), including thermal systems insulation, boiler and tank insulation, asbestos coated panels, cement asbestos coated panels, gaskets and vibration dampers, as well as the dismantling of select boilers and associated components.

Project challenges included performing abatement activities at heights of up to 135 feet while working from within an articulating boom and crane baskets. Also challenging was accessing ACMs from the boilers. Boiler skin, turbine skin and associated ducts and components had to be torch-cut in order to access and remove the asbestos-containing insulation from each of these components. Lead-based paint and other regulated materials, including mercury switches, ballasts and flourescent light bulbs, were included in the abatement scope.

Approximately 45,000 sf of materials were abated and/or dismantled. All work was carefully performed while preserving the historic nature of the plant and surrounding structures.



# CONFIDENTIAL UTILITY CLIENT ABATEMENT, REMEDIATION AND DEMOLITION VARIOUS PROJECTS AND LOCATIONS





# At a GLANCE

# Client Contact: Eric Rolle

Project Manager (404) 717-0044

# Services:

- Asbestos and Lead-based Paint Abatement
- Soil Remediation
- Select Demolition
- Decontamination/Dismantle
- Soil Remediation
- Emergency Mobilization and Response

Project Value: \$6,597,709

Performance Period: March, 2003 to present

Manhours: Confidential

Number of workers: Confidential

Self-performed: 100%

Since 2003 Winter Environmental has been providing asbestos and lead-based paint abatement, mold remediation, soil remediation, select demolition and emergency response services for this high-profile utility company. Since 2003, Winter Environmental has been providing on-call services for this client and has successfully executed a total of 216 projects, on time and within budget.

Project scopes have varied and have included abatement and demolition work in and around major regional power generation plants; substation control houses and microwave tower structures; regional offices; operating headquarters and administration offices; residential structures; and underground utility distribution systems.

Remediation activites have included the stabilization and removal of contaminated soils and sediment and the removal of regulated wastes and recyclable materials. Emergency services have included 24-hour mobilization to hurricane damaged facilities and mission-critical operational facilities.

Challenges faced in performing these projects included working through natural overgrowth at remotely located and or vacant properties; working at elevated heights; and working in temperature and weather extremes.





#### **Client Contact:**

Don Watson Lockheed Martin Aeronautics LMCO 786 South Cobb Drive Marietta, GA 30063 (770) 494-2762 don.e.watson@Imco.com

#### Services:

- Abatement of 52,000 sf asbestos, mold, and lead containing materals to date
- Interior demolition and dismantlement of 500,000 sf materials, including 20,000 lf flight line stripping

Project Value to date: \$2,779,244

Performance Period to date : May, 2007 - Present

Manhours to date: 61,172

Number of workers: 12 per project

Self-performed: 100%



Winter Environmental is currently performing asbestos and hazardous materials abatement, decontamination, industrial cleaning, select demolition and dismantiling as part of an on-call contract with Lockheed Martin Aeronautics, Air Force Plant B, Marietta, Georgia. Winter Environmental has been performing these services under an exclusive on-call agreement since 2011.

To date, project scopes have included the abatement of 20,000 sf of asbestos-containing materials (ACMs); 12,000 sf mold-containing materials; and, 20,000 sf of lead-containing materials. Approximately 20,000 If of flight line striping has been performed, as well as 500,000 sf of materials removed via select interior demolition and dismantling.

Challenges involved with the execution of this project included working at elevated heights and ensuring that all work is performed without disruption to plant activities at the occupied facility. Detailed coordination with LMCO is essential to ensure that all safety and foreign object degree (FOD) standards are acheived in accordance with LMCO and Air Force policies. Certain task orders also require the execution of work on second and/or third shifts, and weekend and/or holidays to minimize impact on Lockheed's mission-critical production activities.

This ongoing project has been 100% self-performed with no recordable on-site incidents.



# NASA KENNEDY SPACE CENTER, VEHICLE ASSEMBLY, MAINTENANCE & OPERATIONS BUILDING - TITUSVILLE, FLORIDA





# At a GLANCE

Client Contact: Chris Stone ARS International

ARS International 2609 North River Road Port Allen, LA 70767 314 422-2296 cstone@amrad.com

#### Services:

- Asbestos abatement 14 flrs (Towers B & D)
- Asbestos abatement prior to demolition

Project Value: \$1,594,457.00

Performance Period: 13 months

Self-performed: 100%

Winter Environmental was contracted by NASA to provide asbestos abatement and demolition services at one of the most unique and expansive places in the United States - the John F. Kennedy Space Center in Florida. The project, which involved removing more than 411,000-sf of material, required detailed and consistent coordination with the owner and their other subcontractors to complete the project in a timely manner and per the specifications.

Asbestos abatement on each floor was provided under full containment by installing plastic sheeting on all walls and floors, erection of personnel and equipment decontamination chambers at the egress to all of our work areas, and the installation and operation of 2,000 CFM air filtration devices in order to provide a negative air containment.

All HEPA filtered, negative air was vented out of the building. Upon completion of the negative air containments on each level, the asbestos-containing materials were abated utilizing water. Appropriate personnel protective equipment, including full body suits, HEPA filtered - powered air purifying respirators, steel toed boots, hard hats, gloves and safety glasses were utilized for all tasks that were at risk of disturbing asbestos containing materials. The asbestos containing materials that were abated included the removal of pipe and duct insulation, and floor tile and mastic.

In total, materials removed included: sheetrock with joint compound 185,429-sf; built up roofing 41,975-sf, 6,831-sf Transite panels; 53,500-sf, floor tile & mastic; 56,368-sf of duct insulation; 63,290-sf of concrete expansion joints.







#### **Client Contact:**

Roger Nordlinger, P.G., Vice President APEX Companies, LLC 136 Fairview Rd, Ste. 125 Mooresville, NC 28117 (770) 425-1917 rnordlinger@apexcos.com

#### Services:

- Abatement of asbestos-containing pipeline materials
- On-call and emergency asbestos abatement services

Project Value: \$145,000

Performance Period: 2011 to 2013

Manhours: 1,800

Number of workers: 3 workers per project

Self-performed: 100%



Winter Environmental was selected to provide on-call asbestos abatement services for Dixie Pipeline Company. Abatement services were performed along sections of the natural gas pipeline where engineering and construction crews were conducting regulatory mandated integrity testing. The pipeline systems measured up to 60 ft in length and six to 18 inches in diameter at multiple locations throughout the network system.

Winter Environmental utilized a multi-phased abatement process to remove the asbestos containing materials (ACMs) from the pipe and related systems. Each section of pipe was excavated in compliance with OSHA Subpart P requirements. Workers donned fire-resistant personal protective suits and air purifying respirators prior to wrapping the exposed section of pipe with polypropylene wrap. Workers tapped on the securly wrapped pipe with non-sparking, alloy tools to break the regulated material and ACM felt paper loose from the pipe without incurring damage to the pipe.

Once the ACMs were safely removed using a glove bag system, exposed pipe was then wiped clean with tack cloths to remove residual asbestos fibers adhering to the pipe. Material quantities removed from each site ranged up to 35 If within excavated trenches.

Project challenges included performing work in trenches around live natural gas lines in very hot weather conditions. All work was performed under full containment within regulated areas, and air monitoring and quality assurance compliance was performed by APEX Environmental.







Client Contact: Bill Onderick RFM Consultants, Inc P.O. Box 271 Wadsworth, IL 60083 (847) 855-8357 rmfnet1@att.net

#### Services:

• Asbestos abatement

Project Value: \$4,856.00

Performance Period:Ongoings

Self-performed: 100%

Winter Environmental routinely provides asbestos abatement of pipeline coating non-asphaltic pipe wrap from multiple locations throughout the Southeast United States.

The project scope typically involves measures to keep the affected community aware and to ensure their safety during all aspects of the project. To do this, Winter establishes a regulated area by installing asbestos warning tape around the work zone and also by installing plastic sheeting on the ground beneath the pipe.

Winter Environmental's workers typically score the pipe wrap in areas of one linear foot or less. The team then wraps a plastic film around the cut section of pipe wrap. Using non-sparking tools, the team strikes the pipe to break the cut asphaltic wrap off of the pipe. The result is pieces of the pipe wrap are deposited in an asbestos disposal bag once the plastic film is cut.

Winter Environmental implements additional safety measures by using fire retardant disosable suits, fire retardant coveralls, safety boots, safety glasses, glovees, half-face APRs with P-100 cartridges.

The ambient air in the project's trench is also continually monitored with a 4-gas meter.





#### **Client Contact:**

Mr. Skip Kazmarek Kazmarek, Mowrey, Cloud, Laseter LLP 1230 Peachtree Street, NE Atlanta, Georgia 30309 404-812-0839 skazmarek@kmcllaw.com

#### Services:

- Abatement of 300,000 sf drywall, 120,000 sf of fireproofing and 100,000 sf of carpet
- Demolition of 25,000 sf of floor tile and 12,000 lf of HVAC duct demolition
- Cleaning of 9,600 sf duct
- 120,000 sf of re-fireproofing

Project Value: \$1,351,000

Performance Period: 250 Days

Manhours: 10,000

Number of workers: 25

Self-performed: 100%



Winter Environmental provided asbestos abatement and interior demolition services to six floors in this occupied, eight-story, Class A office building located in Atlanta, GA. This challenging project also involved working around the tenant-occupied first and fifth floors and abatement of the elevator shaft on weekends in order to maintain elevator access to the occupied floors during normal business hours.

The project scope involved the removal of asbestos-containing fireproofing from the structural steel and floor decking on each floor. This was accomplished under full containment, utilizing negative pressure, wet methods, polysheeting enclosures and personnel and equipment decontamination chambers. The HVAC units and all HVAC duct were dismantled, cleaned and tested by using micro-vacuum dust testing methods to ensure cleanliness.

The demolition scope included all ceilings, walls, flooring, lights, electrical conduit, HVAC flex duct and plumbing on each floor. A construction debris chute was erected from the eighth floor down to the first floor to facilitate debris removal from the building directly into 30 cy containers. Upon completion of the demolition, Cafco Blaze Shield<sup>®</sup> fireproofing was reapplied to the structure and the floor decking, in accordance with the local fire code. The sprinkler systems were re-configured and in some cases, replaced. Fire cabinets were demolished and the HVAC system was re-energized to provide HVAC to each floor.

Abatement and demolition totals included approximately 300,000 sf of drywall, 120,000 sf of fireproofing, 100,000 sf of carpet, 25,000 sf of floor tile, and 12,000 lf of HVAC duct demolition. In addition, 9,600 lf of duct was cleaned and 120,000 sf of refireproofing was performed. Detailed coordination with the owner and the existing tenants was required in order to complete the project in a timely manner and maintain a safe working environment for the building tenants.





# **Client Contact:**

Mr. Scott Condra President Jacoby Development, Inc. 770.399.9930 condra@jacobydevelopment.com

# Services:

- Abatement of 80,000 sf floor tile; 75,000 sf roofing; 65,000 lf duct and thermal systems insulation; 50,000 lf roofing flash material; and 15,000 lf window caulking
- Select demolition, decontamination, dismantlement and recycling of ACMs
- Remediation of 45,000 tons lead-impacted soil
- Disposal of 57,000 tons of contaminated soil and concrete Subtitle D materials

Project Value: \$6,100,000

Performance Period: 130

Number of workers: 71

Man hours: 29,221

Self-performed - 100%



The Hapeville Ford Assembly Plant operated from 1946 to 2006 and assembled over eight million automobiles. Jacoby Development, Inc. was chosen to redevelop the 122 acre site into an "aerotropolis." The new, \$6.5 MM mixed-use development would include 1.6 MM sf of retail space and 2.2 MM sf of hotel and conference space. Winter Environmental was selected to provide asbestos abatement, select demolition and soil remediation for the entire site.

Asbestos abatement included the removal of asbestoscontaining materials totaling over 80,000 sf of floor tile; 50,000 lf of roofing flash material; 15,000 lf of window caulking; 65,000 lf of duct and thermal systems insulation; and 75,000 sf of roofing in the 2.8 MM sf main assembly building, subsidiary buildings and facilities. PCB-containing light ballasts and mercury-containing bulbs and switches were removed and recycled. Select demolition included extensive dismantlement of all mechanical systems. Winter Environmental decontaminated, dismantled and recycled rooftop fan housing equipment; multiple steam boilers with associated tanks and piping; electrical switchgear; chilled water systems; extensive ductwork; and process piping.

The remediation scope included excavation and onsite treatment of contaminated soil, backfilling of excavation areas, free product recovery and contaminated waste disposal. After stockpiling contaminated soil in treatment cells, Winter Environmental treated over 45,000 tons of lead-impacted soil on site. Over 57,000 tons of contaminated soil and concrete were disposed of as Subtitle D material. Ancillary activities included dewatering of excavations, backfilling, erosion control, and removal of buried pipelines.







# **Client Contact:**

Mr. Burton Hackney The McCarty Corporation 13494 Pond Springs Road Austin, TX 78729 (512) 258-6611

# Owner:

U.S. Army Corp of Engineers 100 West Oglethorpe Ave. Savannah, GA 31401 (912) 652-5105

# Services:

- Abatement of 539,600 sf interior floor space
- Exterior demolition and removal of 169,200 sf brick
- Abatement of 338,000 sf asbestos-containing materials (ACMs)

Project Value: \$4,605,252

Performance Period: 390 Days

Number of workers: 26

Man hours: 13,520

Self-performed - 100%

services at Fort Benning's Building No. 4, Maneuver Center of Excellence. As part of the Army's Base Realignment and Closure (BRAC) plan, the project was designated as the U.S. Army Corps of Engineers (USACE) Savannah District's largest renovation project, outside of new MILCON construction projects, with a total value of \$168 MM.

Winter Environmental provided demolition and abatement

The abatement and demolition scope of the project included asbestos and lead paint abatement, as well as interior and exterior demolition. Approximately 539,600 sf of interior floor space and 169,200 sf of exterior brick was removed and demolished, and over 338,000 sf of asbestos containing materials were abated.

The project also required Winter Enviromental to dismantle and recycle all mechanical, electrical, and plumbing systems, six elevator systems and cars, and, all air handlers for the building. Included in the mechanical/ electrical/plumbing systems was a 5000 sf, multi-story mechanical room containing over 8,000 sf of mechanical duct work. Winter Environmental completely dismantled the mechancial room, including chilled water systems and boilers.

Recycling efforts exceeded the project goal of 75% and Winter Environmental was able to recycle a total of 85% of the demolition debris. Recycled debris included glass, brick, masonry, 542 tons of metals and 10,093 tons of concrete.

The facilty was dedicated on September 23, 2011, and named after Medal of Honor recipients Spc. Ross McGinnis and Cpl. Jerry Wickham.

Fort Benning Building No. 4 Manuever Center of Excellence meets LEED Gold Level Certification Standards.



# CONFIDENTIAL UTILITY CLIENT ABATEMENT, REMEDIATION AND DEMOLITION VARIOUS PROJECTS AND LOCATIONS





# At a GLANCE

Client Contact: Brett Mitchell Project Manager (404) 506-7719

#### Services:

- Asbestos and Lead-based Paint Abatement
- Soil Remediation
- Select Demolition
- Decontamination/Dismantle
- Soil Remediation
- Emergency Mobilization and Response

Project Value: \$6,597,709

Performance Period: 2003 to present

Manhours: Confidential

Number of workers: Confidential

Self-performed: 100%

Since 2000, Winter Environmental has been providing asbestos and lead-based paint abatement, mold remediation, soil remediation, select demolition and emergency response services for this high-profile utility company. Since 2003, Winter Environmental has been providing on-call services for this client and has successfully executed a total of 216 projects, on time and within budget.

Project scopes have varied and have included abatement and demolition work in and around major regional power plants; substation control houses and microwave tower structures; regional offices; operating headquarters and administration offices; residential structures; and underground utility systems. Remediation activites have included the stabilization and removal of contaminated soils and sediment and the removal of regulated wastes and recyclable materials. Emergency services have included 24-hour mobilization to hurricane damaged facilities and mission-critical power stations.

Challenges faced in performing these projects included working through natural overgrowth at remotely located and or vacant properties; working at elevated heights; and working in temperature and weather extremes.





#### **Client Contact:**

Jason Harshman Brandenburg Industrial Service Company 501 West Lake Street Elmhurst, IL 60126 (610) 691-1800 harjas@brandenburg.com

#### Services:

- 63,220 sf boiler insulation abatement
- 14,420 sf Transite<sup>®</sup> insulation abatement
- 7,227 sf thermal systems insulation abatement

Project Value: \$800,000

Performance Period: 60 Days

Number of workers: 28

Man hours: 16,000

Self-performed: 100%



As a subcontractor to Brandenburg Industrial Service Company, Winter Environmental provided asbestos abatement at the historically significant steam plant located at the Tennessee Valley Authority's (TVA) Watts Bar plant. Originally built in the early 1940s, the plant was the TVA's first coal-fired power plant. Constructed to provide flood control and electricity, the 600 MW plant went into commercial electric power generation in 1942 and was decommissioned in 1970.

Included in the scope of work was the abatement of 63,220 sf of boiler insulation materials, 7,227 sf of thermal systems insulation materials and 14,420 sf transite insulation materials. Winter Environmental's crew of 28 abatement laborers worked six, 24-hour days per week to comply with a compressed project schedule.

In addition to the plant's historical significance, the Tennessee River location is habitat for several species of federally and state listed endangered or threatened aquatic and land animals. Great care was needed in all aspects of project execution - from mobilization to demobilization - to ensure no adverse impact was created at the plant or in the surrounding area.

In total, approximantely 16,000 man hours were invested in the abatement activities with crews removing approximately 7,200 cy of boiler breaching, thermal system insulation and other identified regulated materials from five six-story boilers located in the plant. The project was completed four weeks ahead of schedule.



# ANTOINE GRAVES INTERIOR AND EXTERIOR COATING ABATEMENT AND BUILDING DEMOLITION ATLANTA, GEORGIA



# At a GLANCE

#### Client Contact:

Mr. Joseph Deraney IBG Construction Services LLC (404) 525-8746 jderaney@ibgcs.com

#### Owner:

Grady Redevelopment, LLC 60 Piedmont Ave Atlanta, GA 30303 (404) 525-8746

# Services:

- 300,000 sf of interior and exterior Tex-Cote<sup>®</sup> abatement
- Total building demolition

Contract Value: \$2,576,400

Performance Period: 203 Days

Number of workers: 45

Man hours: 39,162

Materials Recycling: Yes

Self performance: 100%



The Atlanta Housing Authority's Antoine Graves housing complex was originally constructed in the 1960s. The twobuilding, senior citizen housing complex was comprised of an 11-story structure and an eight-story structure.

The project scope included the removal of asbestos-containing exterior coating; floor tile associated mastic; gypsum wall board; and, spray applied textured ceiling material. The project presented challenges. Among them was the removal of an interior and exterior asbestos containing coating known as Tex-Cote<sup>®</sup>, a spray applied product designed to give rough concrete a smooth surface and protective coating. However, once bonded to the existing surface, Tex-Cote<sup>®</sup> becomes part of the substrate. Unseasonably cold temperatures made the use of conventional removal methods difficult, and scraping with hand-held scrapers proved costly and inefficient in removing the material.

To keep the project on schedule, Winter Environmental tested various coating strippers and removal methods before determining the best method to utilize for removal. Approximately 300,000 sf of coating was successfully removed. Had Winter Environmental not persisted in determining the most efficient and cost effective method of removal for this difficult coating in challenging weather, the project would have come to a complete halt until warmer weather prevailed.

The owner's consultant has recommend Winter Environmental's removal system for several other Atlanta projects where Tex-Cote<sup>®</sup> had been applied and later needed removal prior to demolition. This project had 39,162 safe man hours with zero recordable incidents.



# GEORGIA INSTITUTE OF TECHNOLOGY MONTAG, FREEMAN AND FITTEN RESIDENT HALLS ABATEMENT & DEMOLITION • ATLANTA, GEORGIA



# At a GLANCE

#### **Client Contact:**

Leon Russell Project Manager The Winter Construction Company 191 Peachtree Street NE Suite 2100 Atlanta, GA 30303 (404) 588-3300

# Services:

- Removal and disposal of 39,450 sf asbestoscontaining flooring, flooring mastics, carpet, rubber base, padding and drywall
- Abatement of 35,500 sf popcorn ceilings, 24,100 sf mastic on CMU walls, 5,500 sf thermal systems insulation, and 1,800 sf roof flashing
- Demolition of 39,000 sf construction materials

Project Value: \$503,963.00

Performance Period: 55 Days

Number of workers: 40

Man hours: 11,860

Self-performed - 100%



Winter Environmental provided asbestos abatement and select demolition services at the Georgia Institute of Technology's Montag, Freeman and Fitten Resident Halls, located on Georgia Tech's Atlanta, Georgia urban campus.

The asbestos project scope includes the removal and disposal of 5,500 sf. of thermal systems insulation; 39,450 sf of asbestos-containing flooring and flooring mastics, carpet, rubber base, padding, and drywall compound associated with wall system removal; 24,100 sf of mastic on CMU walls; 1,800 sf of roof flashing; and 35,500 sf of popcorn ceilings throughout the halls.

The 39,000 sf demolition project scope (combined area of Montag & Freeman Halls) included demolition of drywall ceilings, bulkheads and soffits; acoustical tile ceilings; wall and floor ceramic tile including grout bases; thick set mortar beds; sheetrock /gypsum wall assemblies; masonry walls; exterior railings; millwork; desks, vanities, furniture and various equipment; wood nailer boards; window treatments; interior stairs; and roll-up doors and bollards.

Universal Waste, including light bulbs and ballasts, were separated from fixtures and disposed of off site as a recycled materials. Winter Environmental provided necessary measures to meet and exceed USGBC LEED Requirements as identified in the project specifications for the specified demolition work.





# **Client Contact:**

The Winter Construction Company 191 Peachtree Street NE #2100 Atlanta, GA 30303 (404) 588-3300

#### Services:

 Demolition of 5,000 sf materials, including windows, roof savers, stairs, wall and ceiling tile

Project Value: \$127,989

Performance Period: 21 Days

Manhours: 673

Number of workers: 14

Self-performed: 40%



Winter Environmental provided select demolition services to the historic Hyatt Regency Hotel located in downtown Atlanta, Georgia. Constructed in 1967, the iconic Atlanta landmark featured a revolutionary 22-story atrium design by John C. Portman, Jr., that has influenced hotel design enormously in the years since. The hotel instantly became one of the most recognized buildings in Atlanta.

Renovation efforts were launched in August of 2010. The plan renovation plan required the closing of the hotel's main lobby and detoured lodgers out of only one of its twin towers. The plan also included the renovation and reopening of one of the hotel's signature attractions, the Polaris Restaurant, a blue, bubble like structure atop the hotel featuring 360 degree views of downtown Atlanta.

As part of the Winter Environmental and Winter Construction's project scope, workers disassembled an 18,000 pound iron structure that used to cover the hotel bar and separeted it into separate 700-pound sections for removal. A total of approximately 5,000 sf of materials were removed as part of the demolition project over a condensed construction schedule of 14 calendar days for this one phase of the work.



# MAYNARD H. JACKSON INTERNATIONAL TERMINAL LEAD ABATEMENT HARTSFIELD-JACKSON ATLANTA INTERNATIONAL AIRPORT • ATLANTA, GEORGIA



# At a GLANCE

#### **Client Contact:**

Alan Stevens Construction Manager Executive Hartsfield-Jackson Atlanta International Airport 1255 South Loop Road College Park, GA 30337 (404) 382-4682 alan.stevens@atlanta-airport.com

#### Services:

 Decontamination of 100,000 sf lead-containing dust and materials

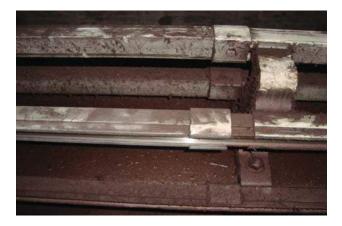
Project Value: \$320,790

Performance Period: 110 Days

Number of workers: 78 workers

Man hours: 6,771 hours

Self-performed: 100%



Winter Environmental provided lead abatement services within the Concourse F construction area at Hartsfield-Jackson Atlanta International Airport. Lead contamination was discovered in Concourse E where it connected to the new international terminal, and affected both the north and south turn-back areas of the terminal.

The project's construction scope included the construction and erection of a 20-ft high isolation perimeter and security fence across the north side guide way railing (top and bottom of the platform) to separate the deactivated section of rail from the operational section of rail while maintaining necessary airport security requirements. The north turn-back area abatement was completed in November 2010; the south area was completed in April 2011. In addition to the construction scope, approximately 100,000 sf of lead-contaminated surface materials were abated from both terminal areas.

This project faced several challenges. The installation of the security fencing could only be performed during the trains' shut-down and maintenance period at night. Also, project mobilization and demobilization proved challenging as the distance between the terminal entry point and the work location was over 2,000 ft.

This project was completed ahead of scheduled requirements with no recordable working incidents.



# RADFORD ARMY AMMUNITION PLANT CONDUCTIVE FLOORING REMOVAL & SOIL EXCAVATION RADFORD ARMY DEPOT, VIRGINIA



# At a GLANCE

#### **Client Contact:**

Chris Kalinowski, P.E. ARCADIS of North Carolina, Inc. 801 Corporate Center Drive, Ste. 300 Raleigh, NC 27607 (919) 854-1282 chris.kalinowski@arcadis-us.com

#### Services:

- 41,000 sf of Asbestos and Regulated Materials Abatement
- 650 cy of Contaminated Soil Removal and Disposal

Project Value: \$851,422

Performance Period: 50 Days

Number of workers: 18

Man hours: 13,668

Self-performed - 100%



Winter Environmental was subcontracted by ARCADIS to perform site remediation activities at the Radford Army Ammunition Plant, New River Unit (RFAAP-NRU), Radford Army Depot, Virginia.

Plant production activities at RFAAR-NRU began in 1940 and ceased after World War II. Winter Environmental's project scope included the abatement and demolition of 34 remnant manufacturing structures and the excavation and removal of contaminated soil in two areas. This process included the installation and maintenance of erosion and sediment controls; clearing, grubbing and chipping of vegetative cover; and removal of asbestoscontaining and other regulated materials from the conductive flooring material. Following confirmation that all contaminates had been removed, sites were backfilled and finished with a with top soil cover and vegetative cover.

Removal of the conductive flooring material proved most challenging in project execution. The material was utilized during the original manufacturing operations on the flooring to prevent the buildup of static electrical charges. It was was exposed to weathering over the years when the wooden roofs and walls of the structures were removed following World War II. This environmental weathering caused much of the conductive flooring material to degrade into a red, powder-like substance that had migrated into the surrounding soils, contaminating them with asbestos, lead, copper and other regulated, heavy metals.

In total, all 34 structures required remediation and restoration activities. Approximately 41,000 sf of conductive flooring materials and 650 cy of contaminated soils were removed from the site and disposed at permitted, off-site disposal facilities. The project was successfully completed in a 10 week schedule.





#### Client Contact:

Scott Condra Senior Vice President Jacoby Develpment, Inc. 171 17th Street NW Suite 1550 Atlanta, GA 30363 (770) 399-9930

Project Value: \$2,100,000

Performance Period: July 2001 - ongoing

Number of workers: # workers

Man hours: # hours

Self-performed - 100%



Prior to construction, Atlantic Station was the largest urban brownfield site in the United States. In preparation to convert the former Atlantic Steel Site into a new mixed-use development, Winter Environmental was contracted to complete the design and construction of two groundwater treatment systems. Winter Environmental designed systems to prevent the migration of potentially contaminated site groundwater and ones that could also be relocated quickly to prevent conflicts with the ongoing construction of the new mixed-use development.

Major work conducted on the site included well drilling, concrete construction, building construction, buried and process piping installation, process equipment installation, electrical, instrumentation, system startup, and commissioning. The two groundwater treatment systems were safely installed within three months and, since their initial installation, have been easily relocated, several times, with no disruption of the construction site activities.

As an additional service to this project, Winter Environmental was contracted to install a two-foot barrier cap, covering 15 acres of the Atlantic Station property. Work during this phase included the transport of heavy metal-contaminated soil, structural demolition, clearing/grubbing, grading, pre- and postremediation surveying, and capping. Approximately 45,000 cy of clean soil had to be hauled into the site to construct the barrier.

Atlantic Station received the Phoenix Award in 2004 in recognition of being The Nation's Best Brownfield Project.





Safety

# Safety

Winter Environmental practices a "Safety Culture". We have always placed the highest priority on the safety of our employees and subcontractors. Our policies and procedures are those of Winter Construction and are to effect continuing improvement in worker safety and loss prevention. Winter Environmental is a drug-free workplace.

This comprehensive program is managed by the company's Vice President of Risk Management, Tim Thomas, and is implemented by a staff of full time inspectors and trainers. It encompasses extensive and regular training, inspections, incentives and swift, decisive corrective measures in all applicable areas of OSHA compliance. All superintendents, foremen and operators are required by company policy to be competent persons in every aspect of their work, including excavation, scaffolding, fall protection, hot work and confined space entry.

A well-entrenched culture of zero accidents at Winter Environmental has produced one of the best safety records in our industry, with an Experience Modification Rate of 0.87.

# Winter is a recent recipient of the National Associated Builders and Contractors, Inc. (ABC) Gold Level S.T.E.P. Award and the Award of Safety Excellence from the Georgia Chapter of ABC.

S.T.E.P. is a merit based safety recognition program for the merit shop. Established in 1989 by the ABC National Environment, Health & Safety (EH&S) Committee, the Safety Training and Evaluation Process (STEP) program was developed and written by contractors, for contractors for safety benchmarking and improvement and is based on company OSHA records and overall safety program and practices.





February 5, 2016

Re: The Winter Construction Company Experience Modification Rating

To Whom It May Concern:

Greyling Insurance Brokerage & Risk Consulting, Inc. (Greyling) is the insurance broker for The Winter Construction Company. This letter is to confirm that the Experience Modification Rating (EMR) for The Winter Construction Company is as follows for the Anniversary Rating years shown below:

- 2011 .90
- 2012 .89
- 2013 .87
- 2014 .69
- 2015 .70

Should you have any questions regarding this information, please feel free to call me.

Sincerely,

Matias Ormaza

(Insurance broker for The Winter Construction Company)



February 4, 2013

# The Winter Construction Company

# Became a Member of the PICS Consortium on: 2/23/11

This document certifies that the company above is a Member of the PICS Consortium. This company will be an authorized user of the PICS database, as long as a full PICS membership is maintained.

John D. Moreland



Jesse Cota, V.P. Operations



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