



A COMPANY ON THE RISE

Atlantic Scaffolding is a high-performance scaffolding contractor that specializes in critical path turnaround projects, cat cracker turnarounds, boiler outages at power plants and paper mill shutdowns.

Atlantic's freedom from dependence on any single manufacturer allows the company to choose and offer the right scaffold system for its clients' needs. This ensures that every scaffold the company builds is the best scaffold for the job.

Atlantic fosters a culture of excellence, recruiting, training and retaining the top people in industry.

Atlantic Scaffolding is tradition, innovation, people and technology. Trusted by industry and government, the company is committed to its leadership position in the scaffold industry. Atlantic's promise is nothing more than the most efficient, progressive and safe scaffolding support industry has to offer.

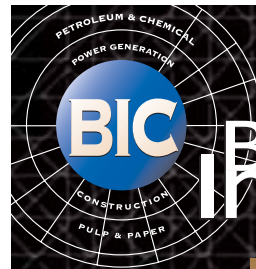


Atlantic Scaffolding's unique EXCEL scaffolding system provides user-friendly components, making every scaffolding job safer and more efficient. The EXCEL system is durable, strong and lightweight. It features the "no tool, automatic positive locking trigger connector," and exceeds all of OSHA and Cal-OSHA guidelines.



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ATLANTIC SCAFFOLDING COMPANY – A COMPANY ON THE RISE

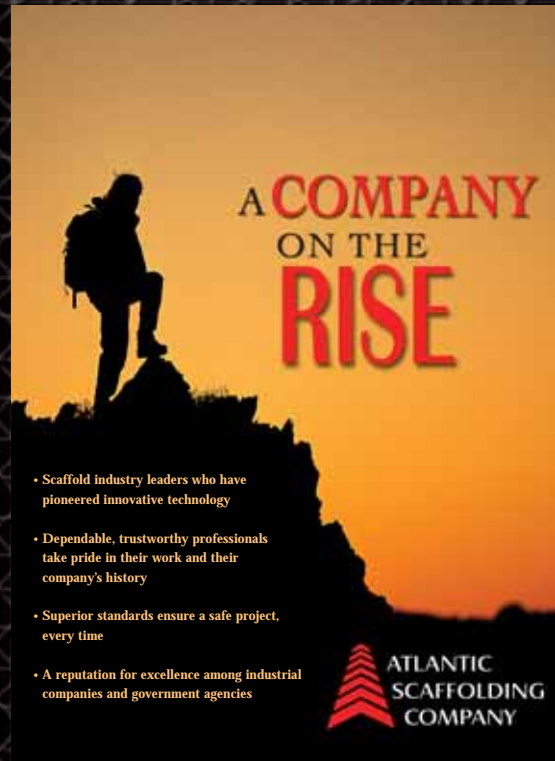
Atlantic Scaffolding Co. is a high-performance, safety-driven scaffolding contractor specializing in delivering safe and efficient access in turnaround, maintenance and capital projects.

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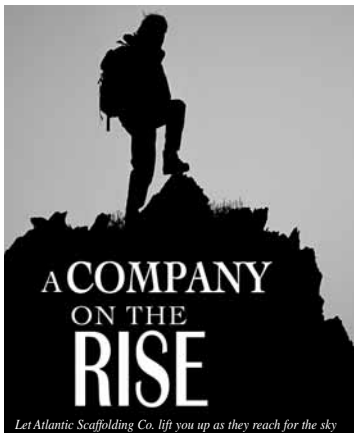
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- ExxonMobil Senior VP Edward Galante discusses contracting issues
- An interview with Scaffold Industry Association President Harold Gidish
- Pipelines: Past to Present
- Motiva's Convent, La., refinery recycling efforts set standard for industry
- August blackout sparks legislative action
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- MAPS helps meet Maritime Security Act requirements
- Minerals Management Service continues dispersant testing
- Inspecting storage tank coatings: special considerations
- High-pressure hose safety
- Good or bad: Judging a turnaround is risky business
- 2004 BIC events planner



- Scaffold industry leaders who have pioneered innovative technology
- Dependable, trustworthy professionals take pride in their work and their company's history
- Superior standards ensure a safe project, every time
- A reputation for excellence among industrial companies and government agencies





By SHERRY DUPRE
Associate Editor

When Pete Vrettakos began his career in the scaffolding industry, he had hopes of one day becoming successful. However, he had no idea just how prosperous he would be — or that he would someday be the founder and CEO of one of the most respected scaffolding companies in the business — Atlantic Scaffolding Co.

Since his days of working from his pickup truck, Vrettakos' vision has manifested into a company that only gets stronger with time. The company — which now has regional offices located in Baltimore; Baton Rouge, La.; Houston; and Tampa, Fla. — has become a leader in the scaffolding industry.

Atlantic Scaffolding is a high-performance scaffolding contractor that specializes in critical path turnaround projects, cat cracker turnarounds, boiler outages at power plants and paper mill shutdowns.

Vrettakos said that although Atlantic specializes in critical path turnaround projects, the company's services do not stop there.

"We are very strong in maintenance as well," Vrettakos said. "When we complete

Atlantic's versatility allows the company to design and erect a variety of scaffolds, such as those at a gas plant.

a turnaround, our clients like to keep us onsite for ongoing maintenance."

Atlantic Scaffolding's freedom from dependence on any single manufacturer has allowed the company to choose and offer the right scaffold system for its clients' needs. Since the professionals at Atlantic Scaffolding are never tied to any single manufacturer or product line, their choice is never limited. This ensures that every scaffold they build is the best scaffold for the job.

Atlantic Scaffolding has a reputation for helping its clients get their plants back on line, and this reputation is driving the company's growth.

In fact, over the last three years, Atlantic Scaffolding has grown by more than 300 percent. The company has increased in revenue, business and the number of people on its staff. Since 2000, Atlantic Scaffolding's employees have increased from 200 to more than 700.

"There is a David and Goliath theme to our story," Vrettakos said. "We have always competed with huge, well-financed companies. Now, we are a major competitor in the scaffold business."

A step above the rest

Vrettakos said that although the company started small, it is now recognized as a major player in the scaffolding industry, with a world-class customer base.

The company has grown slowly and safely, focusing on good customer service. The company values its business relationships, and Atlantic Scaffolding's highly skilled staff works hard to provide each client with the most efficient, progressive and safe scaffolding support the industry has to offer.

"We have formed relationships, and we get repeat business from many clients who are satisfied with our performance and safety levels," he said.

Vrettakos said that the key to their success has been their sound business principles. At Atlantic Scaffolding, safety always comes first. The company has never sacrificed the safety of a project for the sake of a lower cost.

"We encourage our clients to evaluate the end cost of a project, not the initial cost," Scott Thibodeaux, vice president of business development for Atlantic Scaffolding, said.

Quality people provide quality service

From the beginning, Vrettakos knew that to compete with larger companies, he had to attract and keep the very best people. The result is a culture of excellence in which the most talented professionals thrive. The company attracts people who are proud to be a part of the Atlantic Scaffolding team. The company's execution team is second to none.

Atlantic's innovative team works with each client to develop an aggressive plan, utilizing Atlantic's cutting-edge technology to meet and exceed the customer's needs and expectations. Atlantic Scaffolding's mission is to continually develop innovative solutions for its customers' projects, and the company's career professionals are dedicated to accomplishing this on each and every project they do.

Atlantic Scaffolding's team believes that time is of the essence when it comes to getting a job done. They appreciate the value of getting a job done as quickly and efficiently as possible without sacrificing safety.

"We believe in getting in there and getting the job done. If you are not helping by improving the client's facilities, you are hurting them by causing unnecessary delays in production," Vrettakos said.

A brief history

The company's history began in 1980, when Vrettakos started Atlantic Rigging Corp., a grass-roots operation.

"At first, it was just my pickup truck and me," he said.

He eventually hired and trained a few helpers and scaffold builders.

"Professional scaffolding has not always been a craft in the United States. Contractors were doing their own scaffolding. But when the Occupational Safety and Health Administration (OSHA) started enforcing its regulations and insurance companies began to pressure contractors to adhere to them, professional scaffolding began to emerge as a craft."

In the first 10 years of the company, Vrettakos said they mainly worked in the Washington and Baltimore area.

"We scaffolded almost every government building and memorial in our first 10 years. We even did Reagan's and



Atlantic Scaffolding assists in lowering an old regenerator head assembly into a temporary 'Jig stand' constructed from the EXCEL system.

George W. Bush's inaugurations and a restoration of the White House facade," Vrettakos said. "We had a lot of amazing jobs for such a little company."

Then, in 1982, the company completed a large outage job — the Crane Station coal conversion project — for Baltimore Gas & Electric (BG&E), which is now Constellation Energy Group.

At that point, scaffolding evolved into a turnkey service instead of being just a rental warehouse.

"(BG&E) really liked our work. They asked us back to work directly for them, instead of for a contractor," he said. "We have worked with them ever since. In our latest contract, we have been there for five

"[Atlantic Scaffolding] is superior. They are one of the safest, lowest-cost scaffold erectors that I know of. They are the best in the business, and the safest. I recommend them 100 percent."

— Gary Edwards, purchasing manager for Georgia Pacific's Leaf River plant

years, and I don't think we are leaving anytime soon."

In 1990, the company changed its name to Atlantic Scaffolding Co.

Atlantic Scaffolding continued to build its relationship with the power industry. Then, in the late '80s and early '90s, it added the pulp and paper business to its repertoire.

The company began taking jobs up and down the mid-Atlantic. In the early-to mid-1990s, the company began taking jobs in the chemical business. In the mid-'90s, Atlantic Scaffolding moved into refineries.

"As we got into each of those industries, we did well by cultivating and growing into each one," Vrettakos said.

Atlantic Scaffolding then broke its way into the Gulf Coast, starting with

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Florida. The company took some phosphate mining projects there.

"In Louisiana, we were introduced to a company that was manufacturing a scaffold system called EXCEL, invented by scaffolding industry veteran Joe Williams," Vrettakos said.

As Atlantic Scaffolding's relationship with the EXCEL product and with Williams developed, the company became an exclusive distributor for EXCEL. In 1998, Joe Williams closed his scaffold contracting company and joined Atlantic as a director, vice president and stockholder.

"Williams is a fixture in the Gulf Coast scaffolding business. He has a lot of experienced, top-notch staff and great contacts," Vrettakos said.

Atlantic's growth was accelerated by a strategic partnership with Jacobs Engineering Group, a leader in the engineering and construction industries that has offices worldwide. Jacobs enhanced Atlantic's credibility and provided the company with opportunities nationwide.

Unique services

While Atlantic Scaffolding has the freedom to offer its clients a variety of scaffolding systems, the company most often uses EXCEL, its system of choice. Atlantic is the exclusive domestic distributor of the EXCEL scaffolding system for all industries outside of nuclear power. This unique modular system has made many clients loyal to Atlantic Scaffolding.

The versatile EXCEL scaffolding system features strong, durable, lightweight and user-friendly components and an automatic locking mechanism which requires no tools for erection or dismantling. The system's structural integrity is enhanced by diagonal corner braces on all horizontal bars.

In addition, EXCEL has an integral external or internal ladder system and offers the greatest number of vertical attachment points on the market today. The system's standard components comply with hand railing regulations, including the new 38-inch to 45-inch hand railing regulations, for both



Atlantic erects challenging scaffolding around structures such as this water tower.

OSHA and Cal-OSHA.

Although this patented technology may have a slightly higher unit cost, the overall cost is significantly less.

Building with EXCEL requires fewer parts, allowing for fewer man-hours during assembly and disassembly. EXCEL assemblies approximately 25 percent faster than other scaffolding systems and 70 percent faster than tube and clamp. This translates into less inventory and less personnel, decreasing clients' bottom line cost.

"In today's competitive markets, outage and turnarounds are schedule-driven. Scaffolding is traditionally the first in and last out. Excel Scaffolding provides us with the ability to either meet or exceed those expectations," Keith Bonwit, vice president of Atlantic's Northern operations, said.

In addition, EXCEL can be designed to meet practically any challenge. Atlantic's computer-aided design (CAD) drafting system is fully integrated to maximize EXCEL's design specifications and benefits.

For more information about the EXCEL system, please visit the Web at www.excelcaffold.com.

EXCEL, as revolutionary as it is, can be further enhanced by Atlantic's proprietary management software information system, DSM589 (Defining Structures Management System). DSM5 provides Atlantic's clients with cost-accounting and planning data. It features tracking capabilities and valid invoicing data that provides unrivaled management control. DSM5 helps clients make informed choices because it can project a scaffold cost before the project is begun, instead of after it is completed.

"DSM5 is a decision-making tool, not just an information provider," Vrettakos said.

Safety

Atlantic Scaffolding's safety record speaks for itself. Atlantic knows that although building scaffolding can be dangerous, it does not have to be unsafe. The company never minimizes its emphasis on safety. In fact, it exceeds OSHA's safety requirements.

As one of the early members of the Scaffold Industry Association (SIA), Atlantic has been instrumental in the development of scaffolding safety training and is one of the first companies accredited to teach the SIA training program.

Vrettakos has served as president of the SIA Northeast Chapter and is currently a director and executive committee member of the national SIA organization.

Testimonials

Gary Edwards, purchasing manager for Georgia Pacific's Leaf River plant, has worked with Atlantic Scaffolding for more than 13 years.

"We have an annual outage in February of every year, and they do 100 percent of our scaffolding. They scaffold our recovery boiler both inside and out.

They also do the inside of the furnace. We have to inspect the tubes and do nondestructive testing each year, and they do all the scaffolding for that as well. They do several projects for us," he said.

Edwards said that he is pleased with Atlantic Scaffolding because they had a better grade of scaffolding and a great supervision team.

Their relationship has continued, he said, because of Atlantic's superior performance. Edwards also said that he is pleased with their prices.

"We are on our seventh year without a price increase from them," he said.

The company's safety performance is excellent, Edwards said. Last year, he said that of the several thousand man-hours, there were no recordable accidents.

Edwards said that he is impressed by Atlantic's versatility, especially that of Richard Williams, their project manager.

"There is nothing about scaffolding that he can't make work. We have unusual circumstances, but give him an hour, and he will scaffold the side safely. And that is what it is all about. He is really good at what he does," he said.

Edwards said that Atlantic's overall quality is second-to-none.

"They are superior. They are one of the safest, lowest-cost scaffold erectors that I know of," he said. "They are the best in the business, and the safest. I recommend them 100 percent."

Shining stars

Pete Baste, manager of maintenance services for Constellation Energy Group, has been working with Atlantic Scaffolding for close to 20 years.

Baste said that, initially, he chose Atlantic Scaffolding because of their low cost.

Productivity was also a factor, he said. "And over the years, we kept renewing the contract," he said.

Atlantic Scaffolding consistently wins the bid to be Constellation's blanket contractor.

"In fact, we don't have to bother bidding it because they beat everybody so badly. We go to them because we know their rates, and we know their productivity," he said.

Baste said that over the years, Atlantic has worked on many projects with his company. "They have probably done more than 10 total boiler scaffolds on our coal-fired units — huge 200-foot-high, 60-foot-wide boilers. These are scaffolds that you have to put in through a small door and erect up to the top of the unit," he said. "And, that is all outage related, so you want it up as fast as you can and down as fast as you can."

"They have also done scaffolding on our precipitators, which are 200 feet wide by 100 feet long by 100 feet high. Those



Atlantic Scaffolding erected a portico scaffold in front of the White House.

are big scaffolding projects, and they had the expertise to do it."

Baste said that he appreciates that Atlantic Scaffolding is continuously improving their system.

"For instance the EXCEL scaffolding system they are using at the present time is much more productive in terms of erection. It takes less man-hours and goes up faster, so there is a productivity improvement. It is quicker than other scaffolding systems, which gives us a tremendous amount of time saved in our outages so we can get back on line sooner," he said.

He said that the time frame of a project is very important and the EXCEL system allows Atlantic to get the job done faster than anybody else does.

"Also, the EXCEL system has the capability to tie off the safety harnesses," he said. "It's approval for that where other scaffolds aren't, so it's a tie-off point for our people," he said.

This, Baste said, enhances the safety of the jobs. He said that Atlantic's safety record with Constellation Energy Group is outstanding.

"I can't recall them having an accident here in 10 years," he said. "And, it is a very dangerous business, so that speaks for itself. We don't even allow people to bid on our projects unless they have a tremendous safety record."

Baste also said that Atlantic's projects are consistently completed on time.

"We wouldn't use them if they weren't," he said.

Baste also values Atlantic Scaffolding's customer relations skills.

"Pete Vrettakos has always taken special interest in our work, making sure that we were satisfied," he said.

"I would tell anybody that they would have a hard time finding a scaffolding company to perform any better. They have it all — productivity, cost, a quality scaffolding product and customer service," he said.

For more information, please call (800) 766-6130 or visit the company's Web site at www.atlanticcaffold.com. For Northern operations, call Keith Bonwit at Ext. 1008, and for Southern operations, you can reach Scott Thibodeaux at Ext. 5334. □

