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## ATLANTIC SCAFFOLDING CO. REACHES NEW HEIGHTS

Celebrating yet another year of safety success and record growth, Atlantic Scaffolding is a company on the rise. The company's recent acquisition by Sterling Capital Partners U.S. positions the high-performance scaffolding contractor to set its sights even higher in 2005.

## COSS STRENGTHENS POSITION AS NEW STANDARD FOR SAFETY PRACTITIONERS

The Certified Occupational Safety Specialist (COSS) program has become the benchmark for safety practitioners in a wide range of industries. A recent designation by the American Petroleum Institute and a growing number of authorized training providers is further strengthening COSS's position as the new standard.

### FEATURES:

- An interview with Lori Ryerkerk, refinery manager at ExxonMobil in Beaumont, Texas
- What can a plantwide energy assessment do for you?
- Shutdowns: How do you measure success?
- LNG — What it means for your industry
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*A Company on the Rise*

innovative  
solutions



# Scaffolding company reaches new heights

*Atlantic Scaffolding Co. enhances its innovative solutions*



Atlantic Scaffolding Co., a high-performance scaffolding contractor, is a company on the rise. The company, which specializes in critical path turnaround projects, cat cracker turnarounds and boiler outages at power plants and paper mill shutdowns, was founded as a grassroots operation by Pete Vrettakos in 1980. Since then, the company has continued its ascent to become a national leader in the scaffolding industry.

"2004 was an important year for this company on the rise. We made some important improvements to our company's financial foundation and management team, and in the technology of our software, to allow us to take the next step up to enhance the level of service we provide our customers," Vrettakos, CEO of Atlantic Scaffolding, said.

One of those changes: Atlantic Scaffolding was recently acquired by Sterling Capital Partners U.S. The acquisition, which took effect Oct. 1, will allow the company to reach even greater heights.

The new ownership provides the company with access to more capital, creating favorable conditions for growth opportunity and allowing Atlantic Scaffolding to acquire more and better tools.

"We are coming out of the box — not only with the new ownership, but with the access to capital to facilitate sustainable growth," Scott Thibodeaux, vice president of business development for Atlantic Scaffolding, said.

Structures Management System). DSMS provides Atlantic's clients unrivaled management control with its cost-accounting and planning data, tracking capabilities and invoicing data.

Now, DSMS offers even more features, including a scaffold locator.

"In the last 12 months, Atlantic Scaffolding has made a significant improvement in program changes that made it a lot more user-friendly and a lot more effective in terms of what it can do," Vrettakos said. "DSMS went from basically an Excel spreadsheet-driven program to a true database program that allows our customers to more easily track and isolate scaffolding program costs.

"The enhancements made to DSMS allow us to present and track scaffolding costs in a lot greater detail on a lot more real-time basis," he said. "It is our belief that the more accurate real-time data that we can provide to our customers, the more it allows them to make better decisions and further reduce their total cost of scaffolding.

"The level of detail and the reporting capabilities that it now has are going to allow us to generate reports about anticipated dismantle dates of scaffolds that are up and allow us to identify what is still up and what needs to come down. We see that not only as a big cost savings, because it eliminates unnecessary rent, but it is also a safety enhancement for the plant, because unnecessary scaffolding is a safety hazard.

"The inclusion of the GPS technology will allow them to identify exactly where they are in the refinery."

"This unique software enhancement can be used as a constructability tool," Thibodeaux said. "We scan the plan view of a refinery or plant and populate longitude and latitude coordinates. With the aide of pocket PCs equipped with intrinsically safe GPS units we provide scaffold locations plantwide. The wireless e-mail function of the portable PCs will provide additional efficiencies. We have the ability to communicate scaffold request information to our supervisors in the field, eliminating redundant return trips to the field office for work assignments.

"This software upgrade has improved our position at two major facilities," Thibodeaux said.

Currently, the GPS system is the prototype stages, and the company anticipates that the system will be on line by Jan. 1, 2005.

## Other changes

Among other changes during 2004, Atlantic Scaffolding relocated its corporate headquarters from Jessup, Md., to Columbia, Md.

"The new facility is more convenient. It is larger and provides us with more efficient work space and better working conditions for our staff," Vrettakos said.

Finally, the company opened a new office in Nederland, Texas, in November. The office will serve as a sales office/employment processing center.

The company's other regional offices are located in Baltimore; Baton Rouge, La.; Houston; and Tampa, Fla.

## Raising the bar for safety

2004 was also a record year of safety success for Atlantic Scaffolding.

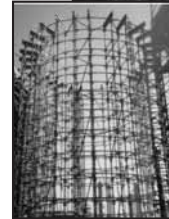
One of the company's impressive safety records is an improved incident rate for fiscal year 2004 and an improved EMR rating.

"We have had a substantial reduction in our EMR to 0.053," Vrettakos said.

In addition, Atlantic received four Meritorious Safety Performance awards from the NPSA.

Atlantic's safety success can partly be attributed to improvements made to its safety plan, including the implementation of employee incentives programs.

In addition, Atlantic has incorporated



Atlantic Scaffolding Co.'s "jig stand" technology offers a variety of advantages when compared to traditional structures.

Atlantic Scaffolding Co. values safety as its No. 1 priority. The company received four Meritorious Safety Performance awards from the NPSA.

the Scaffold Industry Association's (SIA) competent person training program into its safety plan.

"We have decided that the SIA training program is the highest quality program relevant to the scaffold industry," Vrettakos said. "We have put more than 100 of our staff members through the course during the past year."

While the SIA provides the training materials and grades the tests, Atlantic Scaffolding uses its own certified instructors. The company has been an accredited training institute for the program since the program's inception.

"The training program is an independent program developed by a training institute, not by our own company," Vrettakos said. "We feel that because it is independent, it is more relevant and important for us."

## A solid foundation

Amid Atlantic Scaffolding's recent whirlwind of change, the company stands firm on its foundation of innovative solutions.

For many critical path applications, Atlantic's scaffolding system of choice is EXCEL. This unique modular system, used in conjunction with the DSMS software tools, has saved Atlantic clients time and money through labor savings and schedule improvements, allowing units to come back on line faster.

The versatile EXCEL scaffolding system features strong, durable, lightweight and user-friendly components and an automatic locking mechanism that 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 OSHA and Cal-OSHA.

Building with EXCEL requires fewer

*"I am proud to associate my name with Atlantic Scaffolding.*

*Atlantic represents quality through and through."*

— Joey Hagmann, manager of engineering and turnarounds,  
Placid Refining Co. LLC in Port Allen, La.

"The transaction left us with a very strong balance sheet," Vrettakos said. "The Sterling Capital transaction provides the company with the financial strength to make additional investments in growing the business and assure our customers that we will be able to keep the commitments we make."

The company was formerly held in part by Jacobs Engineering Group, a leader in the engineering and construction industries that has offices worldwide. While Jacobs is no longer a financial partner of Atlantic Scaffolding, the company will maintain a strategic partnership with Atlantic Scaffolding.

## Innovative technology

Improvements the company made in 2004 include enhancements to its proprietary scaffold management software information system, DSMS™ (Defining

"This new version can be customized to meet the needs of specific customers and the way they want to look at their scaffolding costs. This is a tremendous tool for us and our customers to enhance the safety of their scaffolding program and enhance the efficiency of the program," he said.

Atlantic is also working on additional enhancements to the system, including global positioning satellite (GPS) technology.

"That is going to allow a user to track where scaffolds are in a refinery on a real-time basis. We see this as important enhancement, because in a refinery, a scaffold can be difficult for a crew to locate," Vrettakos said. "They kind of blend in with everything going on in the refinery, and the crew may spend unproductive time searching for the right scaffold to take down.

parts, allowing for fewer man-hours during assembly and disassembly. EXCEL assembles 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, especially in turnaround and outage situations.

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.excelscalfold.com](http://www.excelscalfold.com).

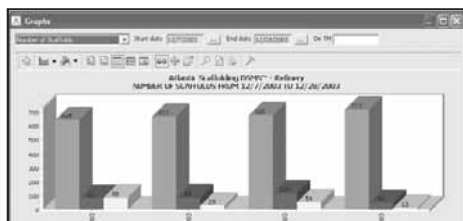
In addition, Atlantic Scaffolding has developed a temporary FCCU "jig stand" proven to be a feasible alternative to traditional structures. This technology utilizes Atlantic's EXCEL Modular Scaffolding System and offers the end user greater flexibility and reduced overall cost, eliminates waste and is dual functioning.

**"It is a very good system because it allows you to scaffold inside and outside off of the framing — instead of the old way where you build a temporary steel structure, set the head down on it, then have a conventional scaffolding company come in to scaffold up the inside and outside of the structure," Jim Clifton, senior vice president of engineering and construction for MEI, said. "Also, it is 100-percent safer. It is an engineered scaffold."**

Atlantic Scaffolding's new jig stand technology offers a variety of advantages when compared to traditional structures:

- > Flexibility: The structure can be designed to accommodate space restrictions of operating units and can be moved if necessary to facilitate changes in landscape.

- > Reduced cost: Atlantic Scaffolding's



In 2004, Atlantic Scaffolding Co. made significant improvements to DSMS™, its proprietary management software information system.

recent client discussions have indicated overall savings, depending on the size of the structure, in excess of \$200,000 when compared to traditional jig stand costs.

- > Waste elimination: Due to the extended cycle runs, this temporary approach reduces the wasteful disposal typically associated with traditional jig stands. The old structures are often scrapped because they are not feasible to store and reuse for future outages.

- > Dual functioning: Traditional jig stands require erecting of scaffolding for the mechanical contractor to perform the work (an added cost). Atlantic Scaffolding designs the jig stand with a 4:1 factor of

safety. This allows the scaffold to not only double as a support structure, but personnel access is also permitted.

Atlantic also prides itself on its execution team, which is second to none. The company's culture of excellence attracts some of the industry's the most talented professionals who are proud to be a part of the Atlantic Scaffolding team.

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.

In addition, the team appreciates the value of getting a job done as quickly and efficiently as possible — without sacrificing safety.

#### Case study

Placid Refining Co. LLC in Port Allen, La., first experienced Atlantic Scaffolding's innovative solutions during a major turnaround in 2003.

**"Our 2003 turnaround had lots of**

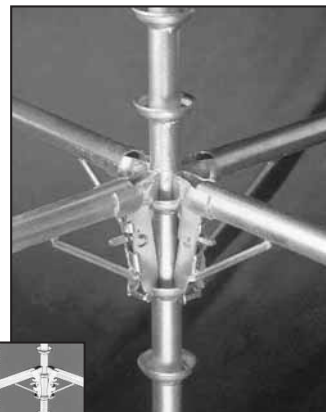
**work," Hagmann said. "Atlantic is able to do this to a greater extent than any other companies I've seen because they have some creative approaches.**

**"They have custom designed pieces they can take out of the scaffold for ground-level access reasons that are easily re-installed the first morning of the turnaround. They also use inventive designs so as not to inhibit operator access to equipment while the units are being shut down. They clear everything with operations, or it doesn't go in. We had well over 90 percent of the scaffolding installed pre-turnaround, which is better than I've ever seen."**

Hagmann said the first thing that interested him in Atlantic Scaffolding was the design of the company's hardware.

**"They have a distinct advantage with their design that I don't think the other companies can match," he said. "It is very strong and is made to be put together fast and be taken down even faster. That translates into efficiency improvements you can easily see.**

**"It goes up so easily and quickly. I have been in the business for 25 years, and I have heard people gripe about scaf-**



Atlantic's versatile scaffolding system of choice, EXCEL, is designed to meet practically any scaffolding challenge.

**"Atlantic is simply the best scaffolding outfit I have ever seen."**

— Joey Hagmann, manager of engineering and turnarounds, Placid Refining Co. LLC in Port Allen, La.

**refinery-wide maintenance and capital project work, and it was the largest we've done since I've been here," Joey Hagmann, manager of engineering and turnarounds for the refinery, said. "We knew going into this effort that the services some people consider to be just a 'low-bid-is-best' commodity, like scaffolding, can actually impact the entire turnaround workflow and cost you a lot of money if they are not executed effectively.**

**"We wanted only the best for this key support function so that the other high-dollar contractors could perform at their peak efficiency. We had to have a scaffold contractor in there that could do the job right, do it fast, and do it safe," Hagmann said.**

They chose Atlantic Scaffolding. **"That turnaround was our first big experience with Atlantic. It was great — they just made everything happen so fast. I kept getting compliments from contractors, operators and safety people that they were building and modifying the scaffolding rapidly and that they weren't getting in the way and holding things up," he said.**

One of the strategies used by Placid is to put up as much scaffolding as possible before the actual start of the turnaround.

**"That allows us to get a head start on things and make sure we aren't waiting on scaffolding to start any critical path**

**folding for that many years. I saw [Atlantic's design], and I could see that just the design itself would add efficiency to the whole picture."**

Hagmann said that Atlantic's creative approach to scaffolding makes a lot of sense.

**"If you get a little bit creative, you can work pretty easily around some things that get in your way," he said. "Atlantic has done that — and not at the expense of safety. It is just a smart way of doing things."**

These days, the Placid refinery counts on Atlantic Scaffolding for its major turnarounds and capital projects.

**"If we do anything that has any size to it, we use them," Hagmann said. "Atlantic is simply the best scaffolding outfit I have ever seen."**

Hagmann said the hardware design is not the only impressive thing about the company. **"Ricky Williams [of Atlantic] is in charge of on-site supervision during our major events," he said. "He is always on top of things — no pun intended. He's very knowledgeable and doesn't require a lot of instruction. You can tell him generally what you want and if he hasn't seen it or done it before, he can easily picture it in his mind and make it happen fast."**

Hagmann said he also values Atlantic Scaffolding's excellent safety performance.

**"We are very safety conscious at Placid. We have more than 14 years without a lost-time injury at our site. It is pretty remarkable," he said. "And we are very focused on safety from the top down.**

**We won't even consider using a contractor if their safety record isn't exemplary."**

Hagmann said he considers Atlantic Scaffolding to be one of his refinery's success partners.

**"They work the jobs out ahead of time with us, they figure out the most efficient way of doing it, and when we give them the green light they really get after it. They are smart, fast and efficient, and that all boils down to cost-effective — not just for the scaffolding part, but for the whole job," he said. "I wouldn't want to do a turnaround without them as a part of the team.**

**"They are a pleasure to work with, and represent one less worry during a turnaround.**

**"I wouldn't think twice about signing my name to a recommendation to use them. They are that good," he said. "Anybody who can't be happy with Atlantic's performance probably can't be satisfied with anything. Based on everything I've seen, Atlantic represents quality through and through. Good design, good people, good work ethic — what more could you ask for?"**

#### Reaching new heights

During 2004, Atlantic Scaffolding completed a number of substantial projects, including one at the Marathon Ashland Petroleum's Catlettsburg, Ky., refinery, and clean fuels upgrades.

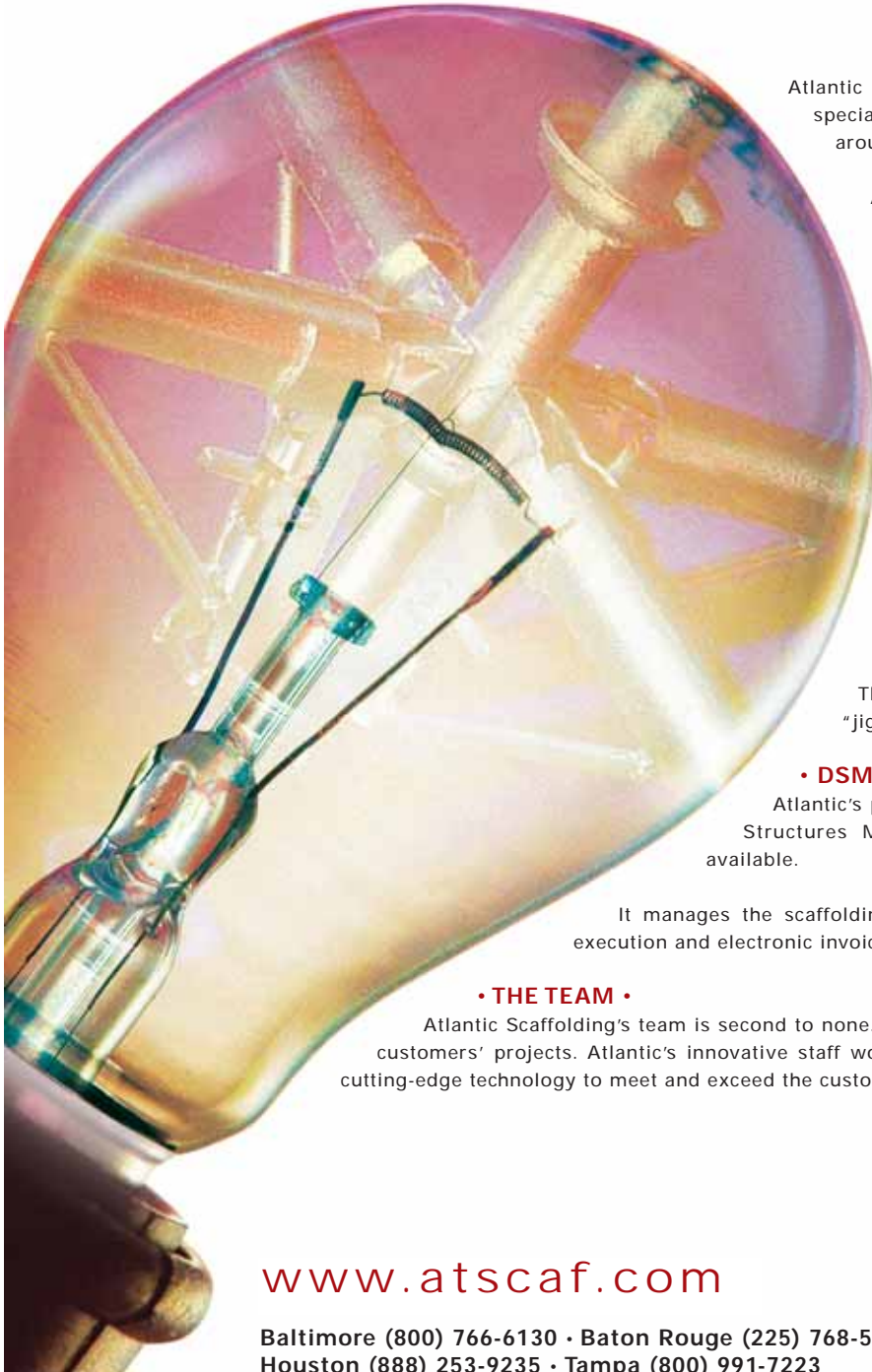
"The thing that really stands out about this past year was the growth of the company and the recognition and credibility that Atlantic has gained," Vrettakos said. "People know who we are now. A lot of that has to do with the amount of work we have done. We have worked with a lot of companies over the last couple of years, and we are starting to become a name that people recognize."

The company's growth and success can be attributed to the philosophy of its dedicated staff, who believes in constantly climbing to reach new peaks.

"We are continually improving," Thibodeaux said. "This is a journey — not a destination."

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

# innovative s.o.l.u.t.i.o.n.s



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

## • The Atlantic Difference •

### • EXCEL •

Atlantic'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.

The EXCEL system provides a low-cost alternative to traditional "jig stands" for major FCCU revamps.

### • DSMS •

Atlantic's proprietary scaffolding management software DSMS (Defining Structures Management System) is one of the most comprehensive available.

It manages the scaffolding process from conceptual planning and estimating to the execution and electronic invoicing phase of any scaffolding project.

### • THE TEAM •

Atlantic Scaffolding's team is second to none. Our mission is to safely develop innovative solutions for our customers' projects. Atlantic's innovative staff works with each client to develop an aggressive plan, utilizing cutting-edge technology to meet and exceed the customer's needs and expectations.

[www.atscaf.com](http://www.atscaf.com)

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