



# ARMARA

The Companies of ARMARA: A. R. Management, Inc. (ARM) • A. Rice, Jr. & Associates, Inc. (ARA) • A. R. Management/Garrison, LLC (ARG)

Make sure the company that gets the job  
can get the job done.



*Resources. Response. Results.*



# Qualified to get the job. Organized and equipped to get the job done.

The companies of ARMARA have been successful for more than 15 years because we provide our clients with a unique brand of resource management:

- facilitating access to whatever supplemental personnel, equipment, or supplies a client needs in order to operate
- managing directly or indirectly the employment of those resources to a client's specification and satisfaction.

We can complement a client's resources with those of ARMARA. Where necessary, we can add the resources of companies outside the ARMARA group, even including those of a competitor. By carefully selecting only those projects that fit our capabilities, we can ensure that everyone involved benefits substantially from the successful completion of every job.

This commitment to mutual benefit is at the heart of the ARMARA Empowerment Formula™ (AEF). This is our characteristic approach to the total job. Combined with our lineup of reliable resources and our timely response, the AEF delivers the results that our clients value.

*Resources.*

*Response.*

*Results.*

## RESOURCES

The companies of ARMARA are organized, staffed, and equipped to deliver a broad range of services, including but not limited to, industrial cleaning, construction, mechanical contracting, safety and janitorial supplies and materials.

**Industrial Cleaning:** Large-scale cleanup is a company specialty. We can deliver experienced personnel and appropriate equipment to municipalities or industrial facilities for a range of cleaning or site-maintenance services, from site preparation to demolition.

- high-pressure blast cleaning
  - sand, ice, and water
  - 10k, 20k, and 40k psi
- vacuum collection
- street sweeping and dust control
- environmental remediation
- lead and asbestos abatement
  - containment and removal
- sewer and drain services
- decommissioning and demolition



**Construction:** We have the expertise and equipment to support our clients in a wide range of commercial building activities. Our significant resident resources, combined with those of our joint-venture partners, enable us to handle even the largest projects. We can provide union or non-union personnel, as a job may require.

- design-build projects
- landfill construction
- facility closure and demolition
- general carpentry and drywall
- flooring and tile substrates
- doors, locks, and hardware





**Mechanical Contracting:** We can install, maintain, and upgrade a full range of mechanical systems, including process or utility plumbing, iron work, and HVAC equipment. Our expertise extends to critical applications, such as those used in the bio/pharmaceutical or food-processing industries.

- plumbing or process piping
- HVAC systems
- iron work
- automatic welding

#### **Safety and Janitorial Supplies and Materials:**

Our distribution operation makes available a full lineup of safety and cleaning supplies, including many products designed for environmentally responsible use. Among the products that can be delivered are recycled materials and consumables, as well as those produced using sustainable processes or made by Native American companies. Supplies and materials can be ordered as needed or on scheduled delivery.

## **RESPONSE**

The ARMARA companies can provide clients with access to an extensive pool of qualified and experienced people, along with the general or specialized equipment needed to get the job done. We can integrate our personnel into a client's workforce or provide independent supervision, as desired. And our managers have a history of excellent relationships with multiple unions, so we can succeed whether a jobsite is union or not.

We are prepared to start and to finish on our client's schedule. We can take on short-term, long-term, recurring, or open-ended assignments anywhere in the US or internationally. We've been at work for more than 15 years, with no time lost for safety reasons and without a single claim for workers' compensation.

## **RESULTS**

The effects of our commitment to providing value are evident in our company and in the list of clients we serve. With a current staff of more than 150 people, the companies of ARMARA are expanding at a healthy rate. We are on a path to grow at an annual rate of nearly 30%. Much of this growth can be attributed to our relationships with current clients, providing us not only with repeat business, but also with a solid source of referrals for the future.

We have successfully handled jobs of all sizes throughout the country:

#### **PSCNow**

Industrial cleaning in power stations, chemical plants, and paper mills, with crews at work in as many as 12 states from Maine to Iowa. Based on client satisfaction with services, the project grew from initial involvement of one crew on a five-day assignment.

**Scope:** Renewed relationship with long-time client, leading to business worth more than \$600,000 in 2008.

#### **Detroit Metropolitan Airport**

Provided crews for construction of safety and temporary worksite facilities; performed site maintenance and truck operations as part of waste and debris removal. Our personnel facilitated relationships with multiple unions onsite.

**Scope:** Nearly \$1.3 million in labor and construction services within 16 months.

#### **Severstal Steel**

Industrial cleanup of furnaces and boilers at steel mill, included high-pressure blasting and vacuum trucks for material removal. Provided certified cleaning crews and truck operators, becoming primary subcontractor for heavy-duty cleaning personnel.

**Scope:** Responsibilities extended to multiple plants, averaging \$750,000 per year between 2004 and 2008.

#### **Village of Deerfield**

Removal of sludge from municipal wastewater treatment plant, both on a schedule of preventive maintenance and as emergency operations. Provided equipment, supervisory personnel, and operators trained to work in confined spaces.

**Scope:** Operations involved specialized crew and equipment at negotiated day rate.

#### **Toledo Automotive Plant**

Cleaning and subsequent decommissioning of automotive assembly plant: provided labor, vehicles, and equipment for both phases of this operation, coordinating schedule with the prime contractor to remove specified waste and materials prior to closing.

**Scope:** Continuing operations over a 12-month period, totaling \$900,000.

#### **City of Detroit Recreation Department**

Supported Empowerment Zone program with instructors to work with students five days a week after school on extracurricular activities, including chess, art, dance, drama, music, and martial arts.

**Scope:** Starting with two instructors, involvement grew to more than 25 instructors in approximately 20 schools within a four-month period. Total: \$80,000.

## Business Certifications

### **8 (a) Participant; Small Disadvantaged Business (SDB)** *U.S. Small Business Administration*

A. R. Management, Inc., has been certified as a participant in the U. S. Small Business Administration's 8 (a) program. The SBA's 8 (a) program has been created to help businesses gain access to the federal procurement market.

The firm has also been certified as a Small Disadvantaged Business (SDB) in the federal government's SDB program.

### **Minority Business Enterprise (MBE)** *Michigan Minority Business Development Council*

A. Rice, Jr. & Associates, Inc., has met the requirements of the Michigan Minority Business Development Council in qualifying as a minority-owned and controlled company.

### **Disadvantaged Business Enterprise (DBE)** *State of Michigan, Department of Transportation (MDOT)*

A. R. Management, Inc., is considered a Disadvantaged Business Enterprise (DBE) in accordance with MDOT's DBE program procedures.

### **Business Certification Program (BCP)** *Wayne County Human Relations Certification*

A. R. Management, Inc., has complied with all requirements of the Wayne County Business Certification Program. The firm is eligible to participate in the county's procurement process using Equalization Credits. A. R. Management has established compliance with Wayne County's Fair Employment Practices Resolution.

### **Small Business Enterprise (SBE)** *Wayne County Airport Authority*

The Wayne County Airport Authority has certified A. R. Management, Inc., as a Small Business Enterprise.

## The ARMARA Empowerment Formula™

The ARMARA Empowerment Formula (AEF) is a blueprint for expanding opportunities for our clients and for our contracting partners.

A client can diversify its corporate vendor base, either by adding ARMARA to the list, or by applying one of our certifications to a current vendor who has been providing value and satisfaction. The relationship remains in place at no additional cost because ARMARA can manage the complete supply chain, from materials to machinery, controlling total system costs while delivering quality work.

Our project partners, including subcontractors, benefit from exposure to a broadened market base with increased earning potential. A relationship with ARMARA can provide a company with access to expertise or equipment to complement its resident capabilities.

In return, ARMARA is able to offer prospective clients a greater selection of services in a cost-effective manner. It's a winning proposition all around.



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