

# STATEMENT OF QUALIFICATIONS



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## 1.0 EXECUTIVE SUMMARY

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DALCO Services Corporation (DALCO) is an Environmental Remediation Contracting firm established in 1997. DALCO's Chief Executive Officer David A. Lester, an experienced Remediation/Construction operations manager, has excelled through providing superior, quality environmental protective services at competitive prices. Under his direction DALCO has become a regional leader in providing Environmental Remediation ONE™ Contracting Services.

David Lester's background includes being in the environmental management industry since 1988. He also has over ten years of general management experience. DALCO is divided into the major functional groups of finance/accounting, marketing, operations, and administration.

DALCO's environmental services will reduce the liability of its clients and improve the condition or understanding of the condition of our natural environment. DALCO carries general liability, workers' compensation, pollution liability, and automobile insurance policies to reduce risk in this high technology/construction services business.

### **SERVICES:**

Environmental Remediation ONE™ Contracting Services

### **MANAGEMENT TEAM:**

Mr. David A. Lester, President/CEO  
Mr. Todd Brooks, Health and Safety Officer; Installation/Removal Superintendent  
Mr. Dale Anderson, Operations Superintendent  
Mr. David White, Director of Marketing and Sales  
Mrs. Joanna Trueblood, Office Manager and Accounting

### **CORPORATE SERVICE TEAM:**

Attorney: Bauer & Densford  
P.O. Box 1332  
Bloomington, IN 47402-1332

Accountants: Melhiser Endres Tucker  
301 East Elm Street  
New Albany, IN 47150

Banker: First Harrison Bank  
3131 Grant Line Road  
New Albany, IN 47150

## 2.0 CONCEPT

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DALCO Services Corporation is an Environmental Remediation Contracting firm established in 1997. Since its inception DALCO has become recognized as a regional leader in performing sub-surface investigations, underground storage tank removals, above ground storage tank installations, storage tank upgrades, contaminated soil and/or ground water remediation, and industrial clean up. Clients, including major corporations, depend on DALCO's environmental services to reduce their liability through improving and restoring the footprint they leave on our natural environment.

DALCO's environmental services provide two important and distinct functions:

- (1) Environmental services reduce the future liability of clients, and
- (2) Environmental services improve the condition of our natural environment

DALCO's concept of an environmental services firm is one that provides a full range of services from initial site sub-surface extraction's of soil to implementation of a site clean up (Remediation). DALCO's broad spectrum of capabilities allows its clients to save time and expense by dealing with one contractor who will oversee every aspect and assure compliance with all local, state and federal regulations.

DALCO will utilize past experience and continued core skill set training on improving technologies to assure its competitive advantage in the future.

## 3.0 SERVICES

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This section provides details for the environmental services described in the Concept section. DALCO SERVICES CORPORATION is a sub-chapter S corporation in Indiana whose major business is Environmental Remediation Contractor.

DALCO has been established to provide environmental remediation services for environmental consulting/engineering companies, major oil companies, manufacturing facilities, industrial corporations, and government entities.

### **Sub-surface Soil Collections/ Investigation via Direct Push**

DALCO utilizes a Direct Push sub-surface soil probing unit made by Geoprobe® Systems to collect samples from below ground surface for evaluation. It is particularly useful as an initial screening method in site investigation prior to the placement of permanent monitor wells, or as an investigation method to confirm the presence/absence of contamination on previously undeveloped sites.

### **Aboveground Storage Tank (AST) Removals & Installs**

Installation and removals of Aboveground Storage Tanks is becoming more popular in commercial and industrial settings. Many companies are switching from Underground Storage Tanks (UST) to AST's for their emergency/backup generators fuel storage or other applications. DALCO is licensed for Storage Tank Installation in the states of Indiana and Kentucky.

### **Underground Storage Tank (UST) Removals, Upgrades & Installs**

DALCO has vast experience of UST removals, upgrades and installations due in part to governmental regulations concerned with protecting our environment. Clients using UST's include gasoline service stations, truck stops, and factories. DALCO's entire staff of field employees are OSHA certified and its superintendents are licensed for UST removals/installs in the region.

### **Contaminated Soil Remediation**

DALCO's experts utilize the appropriate technique and technology for each job. Soil Remediation may be as simple as excavating the contaminated soil and transporting it to a permitted landfill or recycling facility. Other projects may require in-place Soil Remediation and groundwater recovery and treatment utilizing high vacuum extraction, bio-Remediation, soil venting, or pump and treat systems to recover lost products over time.

### **Contaminated Groundwater Remediation**

Contaminated Groundwater beneath a property has become one of the most common environmental liabilities. DALCO can eliminate the source of contamination as well as provide innovative techniques and technology to remove residual oil and solids from impacted groundwater. DALCO's expert has instructed proper groundwater sampling techniques for the Kentucky Division of Water.

### **Industrial Cleaning & Immediate Response**

DALCO offers turn key solutions to almost any environmental project. DALCO has experience with many industrial cleanup problems such as mold cleanup, lead abatement, hazardous materials removal, microbiology decontamination and other concerns potentially harmful to the environment. DALCO can provide immediate response to emergency situations.

### **High Vacuum Extraction and Soil Venting Technology**

DALCO utilizes High Vacuum Extraction technology for remediation of impacted groundwater containing residual oil and volatile organic contaminants. High Vacuum enables a single extraction pump to service an entire network of extraction wells. This extraction technology added benefit provides "soil venting" in this one process. Utilizing a single pump reduces overall costs with the added benefit of keeping the entire pumping station housed in one small enclosure.

### **Bio-Remediation & Chemical Injection**

DALCO keeps current with ever-evolving technologies to control the harmful effects that contaminants have on our environment. One such technology is the use of naturally occurring microorganisms to speed up the process of detoxification of organic compounds. Unlike traditional chemical surfactants, microbes are non-toxic, biodegradable and friendly to the environment.

### **Pump and Treat Systems**

Traditionally the core technology for Groundwater Remediation has been Pump and Treat Systems. After careful subsurface analysis DALCO enhances this technology with modifications such as in situ enhanced bioremediation, solvent flushing, steam flushing or other appropriate technologies best suited to perform the specific task required. DALCO provides turn key solutions for your remediation needs.

### **Certified Mold Remediation**

Exposure to mold can cause a variety of health effects and symptoms. DALCO's Certified Mold Remediation Experts assess the size of the mold or moisture problem, determine the potential health risks associated with its removal and develop a comprehensive plan for complete clean up and remediation. After careful analysis DALCO will eliminate the mold problem.

### **Site Remediation Systems Service and Maintenance Agreements**

DALCO offers the best solution to those concerned with controlling their effect on our environment. DALCO offers a number of maintenance and service packages to suit most that will ensure trouble free operation and avoid unexpected repair costs while reducing the risk of contamination. DALCO keeps you in compliance so that you can focus on your environmental programs.

### **Well Monitoring, Recovery, Extraction, Install and Abandonment**

DALCO is a certified well driller for this region of the United States. All wells are logged and once a well is decommissioned, proper well abandonment is an important component in groundwater protection practices and is equally important in the prevention of potential safety hazards and liability. Rely on DALCO to comply with current government standards.

### **In-Ground Hydraulic Lifts (HL) Abandonment**

Hydraulic Lifts dominate the Lift Industry and within the last 10 years concerns have surfaced regarding the potential danger of hydraulic fluids leaking into the ground and contaminating the environment. Major corporations have relied on DALCO to inspect their lifts and provide abandonment services if necessary. DALCO provides a full range of services focused on protecting our environment

### **Sitework, Restoration, Trenching, and Excavation**

DALCO is a full service environmental services firm capable of complete ground manipulation. We utilize our own heavy equipment to perform all tasks necessary for sitework, trenching and excavation. Our OSHA certified on-site technicians are fully equipped and able to safely handle contaminated soil. DALCO reduces liability by following current governmental standards.

### **Construction, Demolition and Concrete**

DALCO provides turnkey environmental remediation service solutions that deliver value. DALCO is experienced and equipped for all phases of construction and demolition. DALCO is also capable of safely completing construction and demolition in the presence of environmental contamination. DALCO is dedicated to protecting our environment

### **Oil/Water Separator Services**

Many industrial companies use Oil/Water Separators (OWS) that if not properly managed can pollute surface or groundwater and eventually lead to costly environmental violations. DALCO provides comprehensive services for the evaluation, maintenance and repair of OWS systems. DALCO protects our environment by keeping your equipment working properly.

### **Safety and AIM (Approved & Certified in Achieving Incident Free Operations in Marketing)**

DALCO is committed and practices “safe and incident free operation” by focusing on how activities are done. We follow the guidelines of assess, analyze, and act. We are proactive in the following:

1. Safe Performance Self-Assessment (SPSA)
2. Incident Investigation
3. Near Miss Investigation
4. Incident Prevention Observation (IPO)
5. Job Safety Analysis (JSA)
6. Stewardship

### **Geoprobe® Direct Push Sub-surface Soil Probing**

DALCO utilizes the Geoprobe® method for collecting sub-surface samples of soil, soil gas, and groundwater from below ground surface. It is particularly useful as an initial screening method in site investigation prior to the placement of permanent monitor wells, or as an investigation method to confirm the presence/absence of contamination on previously undeveloped sites.

## **Geoprobe® Direct Push Sub-surface Soil Probing**

Please send us your scope of work or RFP to see how we can save you money.

Dalco Services provides direct-push Geoprobe®, conventional drilling and subsurface investigations throughout the US.

**Projects Completed in:** Ohio, Pennsylvania, Virginia, Indiana, Iowa

Tennessee, West Virginia, Kentucky, Georgia, Illinois, Maryland,

Texas, Michigan, Missouri, Alabama, Montana, Wisconsin, Washington State.

### **Partial List of Equipment:**

- ★ Conventional hollow stem auger rigs, 3.25", 4.25" and 6.25" ID augers.
- ★ Air Rotary and roller cone/tri-cone bits for bedrock drilling.
- ★ 6610 DT Track Mounted Geoprobe® rig with auger capabilities.
- ★ Three 4x4 truck mounted Geoprobe® rigs, including a 2003 Geoprobe 5410.
- ★ Mast-mounted portable Geoprobe® 540M rig for extremely confined areas.
- ★ Available 54LT and 54DT Geoprobe® rigs, for limited access work areas.
- ★ Macro Core, 2.125" & 3.25" Dual Tube, Large Bore and RH-60 soil samplers.
- ★ Screen Point SP-15, Mill Slot, Groundwater Profiler ground water samplers.
- ★ 0.5, 0.75, 1, 1.5, 2, 4, 6 inch PVC monitor well diameters, pre-packed screen.
- ★ High-pressure grout and injection machines for ORC, HRC, and Fenton's.
- ★ Submersible Grundfos pumps for well development and aquifer testing.
- ★ Trailer-mounted self contained steam cleaning decontamination units.
- ★ PIDs, FIDs, CGIs, Water Level Meters, TLC, pH, Oil/Water Interface probes.

**Experienced Personnel:** DALCO's personnel are approved and certified in AIM and maintain a history of safe and incident free operation by focusing on how activities are accomplished. DALCO Services employs OSHA 40-hour trained, experienced licensed drillers and rig operators. Select employees are medically monitored. We employ licensed professional geologists to provide our clients with the quality service they deserve and have come to expect from us.

## 4.0 COMPETITION

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DALCO's competitors are companies that conduct environmental and hazardous waste service on a local, regional, and national basis. Direct competition occurs in the Underground Storage Tank/Remediation sectors. These include mid-size companies that have long-standing reputations in all aspects of groundwater management including underground tank management and firms that specialize in Remediation technologies.

Competition is primarily from three sources: full service environmental organizations, specialized full service UST management companies, and contractors providing only a portion of the complete UST service that may be required.

The companies providing underground storage tank services are two primary types:

-  Firms providing complete services including engineering surveys, site assessments, installation of compliance upgrading, and soil and groundwater Remediation.
  
-  Contractors, who generally provide tank removal and upgrading services.

Research indicates that competitive firms are making efforts to diversify their client base as well as services in an effort to be more competitive. Firms are merging or seeking acquisition/merger relationship with firms that offer services similar to their own.

A policy of competitive pricing reveals that DALCO prices fall into the mid-range of environmental contracting firms and is supported by the U.S. EPA Federal Register. DALCO guarantees customer satisfaction.

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## 5.0 OPERATING AND CONTROL SYSTEMS

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### FINANCIAL CONTROL SYSTEMS

#### **BILLING**

Clients are billed weekly for small contracted projects. Large contracted projects are billed monthly or when they are completed, whichever comes first. One hundred (100) percent of all services are performed under base bid contracts with change order billing on a time and material basis.

#### **PAYMENTS**

Subcontractor agreements state that subcontractors will be paid when its client pays DALCO. All payments are made from the corporate office.

#### **COLLECTIONS**

Accounts receivable turnover is approximately two months. Calls are made weekly to clients with invoices outstanding more than 30 days.

#### **REPORTING**

Management meets weekly to review and discuss the current status of the above three areas and how they affect cash flow. Management meets monthly to review the financial statements and the detailed aging of accounts payable.

### PROJECT CONTROL SYSTEM

Responsibility and accountability for the budgetary performance, timeliness, and quality of environmental services provided by DALCO are assigned to superintendents and/or managers (site leaders). Site leaders are required to manage projects, both financially and technically, from the time the services are proposed through completion of DALCO's involvement with the projects.

## **BUDGETARY PERFORMANCE**

Site leaders track and manage budgetary progress through reports provided by DALCO's computerized billing system. On a weekly basis, site leaders are provided with a detailed listing of all chargeable items and services posted against each project. Site leaders are required to insure that all charges posted are applicable and to make appropriate adjustments. Site leaders will be required to compare the posted charges with the approved budget in reference to the progress against the approved scope of services. Changes in scope and/or justified cost overruns must be identified by site leaders and appropriate action (contact client) taken. Budgetary performance of projects is also reviewed by administration, who will assist the site leaders with project and client maintenance.

## **TIMELINESS**

DALCO managers and crews are required to manage company resources so project deadlines and regulatory demands, as set forth by clients, are met.

## **QUALITY**

Site leaders are ultimately responsible for the quality of all project work. This requires open lines of communication between the client, DALCO management and the site leaders. Quality includes prompt arrivals, professional appearance, a safety first attitude, and hourly progress toward the completion of the project. Technical assistance and support are provided to site leaders through communication with other managers and continued training. Trust in GOD, a positive attitude, sound principles, and using the best people will provide the best service for the best value.

## 6.0 PARTIAL CLIENT LIST

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- ✦ Alt and Witzig Engineering
- ✦ American Drilling Services
- ✦ Bigfoot Oil
- ✦ BBL Environmental Services
- ✦ BP Oil
- ✦ Campbell Hausfeld
- ✦ Chevron USA
- ✦ Clorox
- ✦ Commonwealth of Kentucky
- ✦ Corradino Group
- ✦ General Electric Company
- ✦ Kenvirons Engineering, Inc.
- ✦ Louisville International Airport
- ✦ Mactec Engineering
- ✦ Marathon Oil
- ✦ Remington Arms
- ✦ Shield Environmental
- ✦ Speedway Super America
- ✦ State of Indiana
- ✦ Tecumseh Products
- ✦ Tetra Tech
- ✦ Texaco
- ✦ University of Louisville
- ✦ University of Kentucky
- ✦ United Parcel Service

## 7.0 REFERENCES

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Mr. Greg Cutshall, PG  
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(859) 253-9036

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Geo Logic, Inc.  
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