



ALL AMERICAN ENVIRONMENTAL SERVICES, INC.
CONSULTING ■ FIELD SERVICES ■ TRAINING

CAPABILITY STATEMENT

AAESI CONTACT INFORMATION: Contact Ed Conaway, President
telephone: 800-777-8474, email: conaway@comcast.net, fax: 410-309-9810
web address: www.aesi.com

WHO WE ARE: All American Environmental Services, Inc. (AAESI) is a Vietnam era veteran owned small business organized by current ownership in 1992 for the purpose of developing and providing OSHA safety and health training programs, and related consulting/technical support services for public and private sector clients in the Mid-Atlantic region; D-U-N-S Number 15-190-4059. In March 1993 AAESI was certified by the EPA as an approved external training provider; one of a select group of about 50 training organizations nation-wide who meet the EPA's exacting quality standards for firms conducting hazardous waste operations and emergency response training.

CORE COMPETENCIES: A team of associates including individuals certified by the Maryland Instructor Certification Review Board, AIHA Board Certified Industrial Hygienists, Certified Safety Professionals, NETA Certified Environmental Trainers, Professional Geologists, Certified Hazardous Materials Managers, Licensed Professional Fire Protection Engineers, Certified Fire Protection Specialists and Licensed Medical Practitioners.

WHAT WE DO: AAESI's business activities focus on OSHA, EPA and NFPA code driven EH&S training and related consulting services. Key NAICS identifiers are:

- 611310 Professional Schools – Fire & Rescue, Hazmat and EMS Response Training
- 611519 Fire Fighter Training including Advanced First Aid/CPR-AED Training
- 541611 Administrative and General Management Consulting Services
- 541690 Safety and Security Consulting, OSHA/NFPA compliance
- 541620 Environmental and Site Remediation Consulting – Hazardous Waste Management and Spill Contingency Plans and Training
- 561990 Other Support Services – Emergency Action Plans and Training, Employee Medical Clearance Exams & Testing
- 541330 Industrial Engineering (Fire Protection/Life Safety Code Consulting)
- 541380 Environmental Testing Services, i.e. IAQ, H2O and Radiation Dosimetry, Respiratory Protection, Blood Chemistry Testing
- 621999 Hearing (Audiometric) Testing

WHERE WE DO BUSINESS: AAESI operates its School of Occupational Safety and Health in Columbia, Maryland (CAGE Code 1BGZO) where about 120 regularly scheduled open-enrollment and client-specific classes, plus approximately 25 special classes at client sites world-wide are conducted annually. Approximately 1200 individuals per year are served.



ALL AMERICAN ENVIRONMENTAL SERVICES, INC.
CONSULTING ■ FIELD SERVICES ■ TRAINING

WHY WE DO WHAT WE DO: We are dedicated to applying the knowledge and experience of our professionals in a manner that enables our clients to not only satisfy the letter of current mandatory occupational safety and environmental protection regulations, but also allow them to meet the intent of those laws, which is to provide workplace environments that minimize employee health and safety risks while on the job. This is our commitment to our clients and the approximately 1,200 individuals we train each year.

WHEN DO WE PERFORM: Whenever needed 24-7-365! Operating from a modern 7,000 square foot facility, with a significant investment in curricula, training equipment, and learning aids; coupled with a versatile and flexible cadre of professionals, we are ready on demand. All work inquiries received are channeled through our Program Management system to assure that we reliably meet all client commitments.

HOW WE PERFORM OUR WORK: We are able to provide reliable, responsive service to the best professional standards by: (1) thoroughly understanding our client's needs, objectives, and expectations, as well as the project environment, i.e. chemical hazards, exposure risks, work tasks, etc., (2) realistically assessing our capability to satisfy the client's requirements in a cost-effective manner within the time frame sought, (3) assigning the most knowledgeable and experienced individual(s) from our cadre of professionals to perform the project under the direction of a Project Manager/Lead Instructor, if necessary, and (4) utilizing the company's Program Management system to provide project progress visibility and assure that both client and company objectives and schedule milestones are being achieved.

A COMMITMENT TO QUALITY: Since current ownership acquired AAESI in 1992 the client base has grown from about 250 clients to approximately 1100. The following POCs represent a cross section of client representatives familiar with the quality and reliability of our services:

- DOD-Warrenton (VA) Training Center Fire Department
- Knolls Atomic Power Laboratory (Bechtel Marine Propulsion Corp (GOCO)
- St. Mary's County (MD) Government Department of Public Safety
- U.S. Army Edgewood Chemical Biological Center (Aberdeen Proving Ground)
- U.S. Army 716th EOD, Ft. Richardson, Alaska
- U.S. Army USARPAC EOD Control Team, Schofield Barracks, Hawaii

Also check our "Client List" and "Testimonials" under the "Who We Are" link