Building and Energy Solutions

- **ABM Building Solutions:** BES contract with Wright State University that will save the school $35.8 million over the next 15 years; University Network Expansion - Pensacola, Florida. Awarded contract with American Casino and Entertainment Properties for Stratosphere and Aquarius locations in Las Vegas, NV. Substantial project with Elbert County Schools in Northeast Georgia providing lighting, controls, and HVAC units.

- **ABM Electrical & Lighting Solutions:** Energy retrofit project awarded through Chevron Energy Solutions for Live Oak School District; Lighting retrofit and upgrade project to multiple Essex properties; Lighting and electrical work project for the Westin Palm Desert.

- **ABM Electrical Power Solutions:** Performed the critical role of commissioning on the Terminal High Altitude Area Defense (THAAD) missile defense system in Turkey and Qatar; THAAD system in Turkey experienced a problem in the protection system causing critical delays to the system start-up and ABM quickly determined the cause, a design flaw in the protective relay system, and provided a solution; ABM was then asked to travel to Qatar to solve a similar situation.

- **ABM Franchising Group:** Network expansion – Linc Service: Baltimore, Maryland; Columbia, Missouri; Exeter, New Hampshire; Salt Lake City, Utah; GreenHomes America: Bakersfield, California; Palm Springs, California; TEGG: Chicago, Illinois; Monterrey, Mexico. Hosted the 2013 Continuing Education Conference January 31st – February 2nd in Houston, TX – more than 1,000 attendees from over 200 locations attended and 50 vendors, the largest collection of vendors to date, participated in the annual Vendor Showcase.

- **Healthcare Services:** Received recognition from the CEO, CFO, CIO and CTO of Memorial Healthcare Systems for cost avoidance by saving $1.6 Million on a $5.4 Million EPIC (Patient Information System Project) Conversion; Expanded ABM’s relationship with Ascension Healthcare - awarded five year contract with St. Vincent’s Healthcare to provide facilities management services for St. Catherine Laboure Manor in Jacksonville, FL and for Clay County Hospital in Middleburg – Clay Hill, FL; Secured three year contract for preferred supplier for clinical engineering services with Novation, LLC GPO (Healthcare Group Purchasing Organization); Successfully completed Joint Commission survey at New England Sinai Rehabilitation Center in Boston, MA.

Facility Services

- Delta Air Lines portfolio rebid five – year deal. Locations include Delta’s general offices in Atlanta, Boston Logan International Airport, Cincinnati/Northern Kentucky International Airport, Salt Lake City International Airport and San Francisco International Airport.

- Awarded five-year Delta contract at LaGuardia Airport in New York.

- Awarded five-year contract with Lantheus Medical Imaging

- Awarded three-year contract with Engility

- Awarded three-year contract with Gilead Sciences, Inc.
• Facility Services has a large rollout and expansion of Corrigo currently underway.

Government Services

• We officially transitioned from Linc Government Services to ABM Government Services earlier this month.

• ABM Government Services recently secured multiple task orders by the U.S. Government to provide linguist services in Iraq and Qatar under the $9.7 billion Defense Language Interpreting and Translation Enterprise (DLITE) contract. Read the press release.

HHA Services

• Received five-year contract with Multicare Health System in Tacoma, WA for environmental services. Two hospitals included: Tacoma General Hospital and Allenmore Hospital of the Multicare system.

• Three-year contract with Davis County Hospital in Bloomfield, IA for Food & Nutrition

• Three-year contract with Auburn Community Hospital in Auburn, NY for environmental services.

Janitorial

• Awarded O2 Arena contract in London, expanding ABM’s presence internationally. The five-year deal with the second largest arena in the UK also expands ABM’s global partnership with AEG.

• ABM served as presenting sponsor at the annual AEG Conference in Los Angeles February 4-7.

• We recently rolled out a new Sports and Entertainment vertical market brochure as well. You can find it on theShelf here. Just go to ‘ABM Marketing Collateral’>Brochures

• Awarded multi-year contract to service six new malls within the Westfield Malls portfolio, all of which are located in Los Angeles.

• Awarded multi-year contract with Union Bank servicing multiple locations.

• ABM will be a sponsor at the Annual Food Manufacturing & Safety Forum in Dallas, TX February 26-27. The food summit attracts 200+ senior level food and beverage professionals seeking to learn how to improve productivity, achieve continuous improvement and maximize food and safety and quality while reducing costs throughout operations.

ABM will be conducting one-on-one appointments with the heads of Food Processing and Manufacturing to determine how we meet their needs. ABM has serviced food processing facilities for over 50 years, supporting over 20 million square feet of regulated FDA space during that time. All 90 of our food production clients have the highest inspection ratings.

• We have recently upgraded our sales ‘playbooks’ in Salesforce. The Janitorial sales team now has access to two restructured playbooks that contain content, tools and coaching to assist in converting leads and closing sales. Those of you with playbook licenses can access these new versions here.
We recently hosted our 5th annual Distributor Appreciation Reception at ISSA’s International Conference in Chicago. Approximately 400 attendees were present to see Jim McClure, President, OnSite Services and John Bierer, ABM VP of National Purchasing present Dade Paper a check for $10,000 as our Outstanding Compliance Partner for the Year. Additionally, Georgia Pacific was honored as ABM’s Manufacturer of the Year and Brady Industries was honored as ABM’s Distributor of the Year.

Parking

- ABM Parking Services was awarded the City of Rockford, Illinois contract for the city’s entire parking system, which includes 32 surface parking lots and five parking decks, totaling 7,879 parking spaces
- Tampa International Airport (TPA) Employee Shuttle win – complementing our existing contract for operating the entire on-site parking system for TPA (which was renewed in 2012), this new shuttle contract transports 2 million airport employees annually between an employee-dedicated parking lot and the main terminal.
- Baylor Medical Center in Dallas, TX win – 80 ABM employees provide valet parking services at 17 different stations, parking a total of 400,000 vehicles annually.
- Dallas-Fort Worth Airport Express Shuttle contract win – consists of 100 ABM employees operating 20 full-size city buses. We transport 1.8 million passengers annually to the North and South remote parking lots at the airport.
- We are very excited to announce that ABM Parking Services recently introduced our new mobile parking app and consumer website. Read the full press release here.

Security

- Awarded a multi-year contract to provide services Solivita, a prestigious 4,300 acre gated golf community, located in Central Florida, 20 miles south of Walt Disney World. ABM Security Services will provide a ‘Visitor Management System’ for the community, which allows ABM officers to process visitors quickly, print out bar coded guest passes, and accurately record and archive all transactions. This approach solved the problem of communication between the multiple golf-course community’s gatehouses and greatly enhances the protection of everyone in the community.