



**BUILDING  
SOMETHING  
BIGGER THAN  
OURSELVES**

**WE'D BE HONORED TO WORK WITH YOU**

Each day we strive harder to do better – and to be better. We never take anything for granted. We think of our business as more than how we make a living – it's how we live our lives.

**AVALLONE**  
ARCHITECTURAL SPECIALTIES

SERVING THE CONSTRUCTION INDUSTRY

*Since 1976*

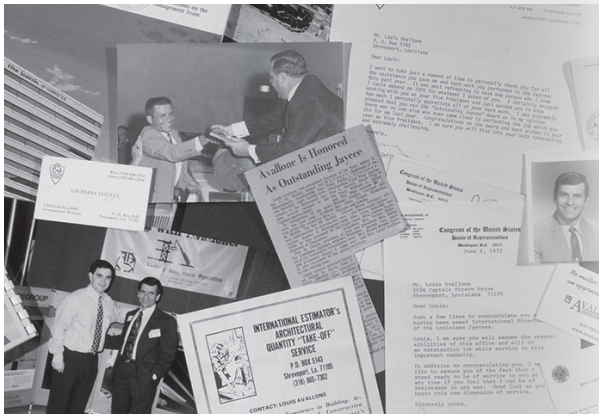
## IT ALL STARTED IN A GARAGE

It all started in a garage — well, not exactly — but a small, backroom office where Louis Avallone, Sr. dreamed of building something bigger than himself. After immigrating to the United States from Italy in 1964, Louis, Sr. began working toward his own personal American dream, bringing with him an unwavering determination and a strong belief in the power of hard, honest work.

After attending LSU in Baton Rouge, he began a career in the construction industry, first as an estimator and later founding his own business, where he has practiced those same principles for almost fifty years.

We still follow his example today in everything we do. We believe in hard work. We believe in integrity. We believe in real relationships with real people. We love what we do, and we love helping people. And whether you came to the United States from somewhere else, like Louis, Sr. or you were born on American soil, we'll do our very best work for you. The fruited plains may be abundant, and the purple mountains may be majestic, but the true beauty of America — like our organization — is in its people.

**We'd be honored to work with you.**



# ONLY THE BEST

TO ENSURE YOUR SATISFACTION



Most companies have vision and values, but few have practiced them in our industry for as long as we have. Since 1976, we've recognized that the signing of an order is an expression of your confidence and that we have a personal responsibility to you — and ourselves — in maintaining that confidence. Whether you call it a "vision" or a set of values, it has nothing to do with the mere transactions of bidding projects, making a sale, or growing just for the sake of getting bigger. It's about building a lifetime relationship, one customer at a time.

Each of our customers defines "relationship" differently and very personally. For some, it means being able to pick-up the phone any day of the week, even after hours, and get attention on a matter — or an emailed response late in the evening — for the peace of mind that comes from planning ahead. For others, it's about stability, and knowing the character of the organization. Knowing what a good relationship means to our customers is the starting point for serving each of them well.

Our core values should guide every conversation we have, every decision we make, and every interaction we have among our team members and our customers. If we can't link what we do to one of our values, we should ask ourselves why we're doing it. It's that simple.

- 1 Do What You Say You're Going To Do.
- 2 Be Considerate of Others.
- 3 Do What Is Right.
- 4 Maintain a Positive Attitude.

CORE VALUES

# DEPARTMENTS



## ESTIMATING

Henry Ford once said, “The best we can do is size up the chances, and calculate the risks involved, estimate our ability to deal with them, and then make our plans with confidence.” Well, this pretty well describes our approach to estimating, whether it’s a hard-bid or negotiated project. We know that sometimes our customers need a dialogue with us, not only a price, because they want options and the benefit of our experience, not just explanations or excuses. This is why you want to hire a professional, like us. We’re proud of the seasoned team of estimators we’ve assembled, and whether it’s your first project with us, or your fortieth, our Estimating Department would be honored to work with you.



## PROJECT MANAGEMENT

It is often said that the “P” in “PM” is as much about “people” as it is about “project management” and that’s why our team structure is different. With other companies, a project can go through many hands — leaving you unsure of whom to contact. With us, the Project Manager you meet when the project begins is yours for the entire project, and he or she is empowered to respond quickly and accurately to your questions, or to call up one of our many specialists on the team, for alternate means and methods to get the job done. And because we’ve documented almost 40 years of past projects, of every size and scope, we can share proven ways to make the most of your time, budget, and involvement — on every project.

Defining successful project management can be difficult, so our commitment to you is simply this: Apply our knowledge, skills, and experience to enhance the likelihood that your project will be completed on time, within budget, to the specified quality, and will be appreciated by the project’s stakeholders, as well.

## ARCHITECTURAL SUPPORT

We share the same overall objective of most every construction and design professional: to satisfy our client’s needs. Although each of us provides a different expertise, the only way to successfully deliver on our objectives is to collaborate together, and this is why we prefer to partner early with the design professional, and the client, to achieve the greatest shared results. From accurate cost estimating to preliminary schematic drawings, we can reduce the risks of inflated contingency rates or the need for costly re-drawings or unsubstantiated change orders. We work with the design professional and Owner, relying upon history, data, and case studies, to help you manage costs, and avoid design and scope changes. We understand that design professionals want to feel confident in recommending a supplier or manufacturer to their client. Whether it’s an age-old product, or a specialized life safety product to contain smoke or restrict fire, we’ll bring continuing education opportunities to you, and product advice, that is in the best interest of the Owner and design professional.

## FIELD OPERATIONS

A good field supervisor for a subcontractor is proactive, professional, and provides concise leadership throughout the project. This is what you can expect from working with us in the field, including collaboration with other trades, especially if our work could be done better at a different time or by using different resources. While we “furnish only” many products, we “install” many more, and our Field Operations team is competent on the scopes of work to complete their tasks safely and with pride in their workmanship. We’ll man the job adequately, be proactive, and treat the jobsite like our own home.

## SERVICES



### SPECIFICATIONS WRITING

Our specification writers are knowledgeable and efficient. Our goal is to help the design professional and guarantee the Owner’s needs are met. Our team has a strong understanding of local building codes, including IBC, ANSI, and NFPA. We have built lasting relationships with many of the major manufacturers and our team has the expertise needed to minimize conflicts between various scopes of work, across the board.

### MAINTENANCE & REPAIRS

It is crucially important to follow all recommended maintenance. Our trained technicians can provide routine maintenance to ensure your products will meet their life expectancy. We offer maintenance plans that we keep up with, and we’re available for service calls 24/7.



*since 1976*

**AVALLONE**  
ARCHITECTURAL SPECIALTIES



email: [onesource@avallone.net](mailto:onesource@avallone.net) web: [www.avallone.net](http://www.avallone.net)

**Shreveport**

P.O. Box 5143, Shreveport, LA 71135  
815 King Place, Shreveport, LA 71115  
phone: 318.797.4331 fax: 318.797.4330

**Metairie**

Suite 301, 2901 N. Causeway Blvd., Metairie, LA 70002  
phone: 504.495.9680 fax: 318.797.4330