



# Maryland Aviation Administration

**Martin O'Malley**  
Governor

**Anthony G. Brown**  
Lt. Governor

**Darrell B. Mobley**  
Acting Secretary

**Paul J. Wiedefeld, A.A.E.**  
Executive Director

December 12, 2012

Subject: Apeiron Stone Care

To Whom It May Concern,

As Manager, Budgeting and Contract Administration for Operations and Maintenance at the Maryland Aviation Administration (MAA) and Baltimore/Washington International Thurgood Marshall Airport (BWI Marshall) with oversight of 69 maintenance and service contracts, I am happy to introduce and recommend Apeiron Stone Care to your organization.

Since February 1, 2012, Apeiron has been responsible, on a daily basis, for maintaining 691,039 square feet of hard floor surfaces at the BWI Marshall terminal building. That includes 440,001 square feet of terrazzo, terrazzo C&E, porcelain mirror tile, ceramic tile and ceramic tile C&E, as well as 251,038 square feet of exterior granite, concrete and porcelain tile plus other outside vertical surfaces. In addition, during the spring and summer of 2011, Apeiron restored, resurfaced and polished 284,828 square feet of terrazzo flooring at BWI Marshall using a diamond honing process that returned the terrazzo floors to their natural condition. The restoration and maintenance of the hard floors is an on-going part of the MAA's green cleaning initiative.

With a record 22.39 million commercial passengers flying through BWI Marshall in 2011, the maintenance of the hard floors is an all important job. The cleanliness and shine of the hard floor surfaces are among the very first things our customers notice, and the maintenance and service provided by Apeiron meets the high standards set by the MAA. Whatever the challenge, Tim Riviere and his staff are professional, proactive and always have a solution.

If you have any questions please don't hesitate to contact me at 410-859-7143.

Sincerely,

Stephen B. Rogers  
Manager, Budgeting and Contract Administration  
Operations and Maintenance