Malek Remian LLC

TRANSACTIONS | INTERIM MANAGEMENT | VALUATION | INVESTIGATIONS | EXPERT WITNESS

When Enterprise Value Is at Stake

Once in a lifetime a business may face significant issues of transition, distress, litigation or change, brought about by economic or regulatory impact, competition, consolidation, acquisitions or litigation. MalekRemian has the on-call senior resources to support your management and legal team, to bridge these challenges and realize your long-term goals to protect, grow and monetize stakeholder value.

About Us

MalekRemian is a team of senior operations, restructuring, valuation and litigation support professionals based in metropolitan Chicago and providing services throughout the United States. Our senior professionals have served as company executives, members of boards of directors, restructuring and turnaround advisors, valuation advisors, CPA firm senior audit partners, arbitrators, expert witnesses and forensic accountants.

We combine our years of experience with a hands-on client service model, personal commitment and on-call attention, devoted to helping you solve your business challenges and move forward. We provide independent and unvarnished advice, credible and documented conclusions and extensive industry experience.

Find out more about MalekRemian's track record in operations, restructuring, valuation and litigation support assignments. Whether it is our proven results in successful restructurings and turnarounds, exit transactions realized, value-added transaction structures, independent litigation testimony or valuation conclusions sustained, you will find we have the expert resources and industry know-how to help you protect, grow and recover value.

Industries

Airlines and Transportation

MalekRemian professionals have had significant assignments for a number of mainline legacy air carriers, regional operators and an airport authority, including serving as Chapter 11 Examiner for a major airline. We have served the travel and leisure industry, cruise industry, railcar industry and trucking industry.

Energy and Power

We have served as senior management, turnaround consultants, financial advisors, valuation consultants and expert witnesses in a number ofsignificant energy industry engagements, including extractive industries, independent power and waste-to-energy companies, ethanol plants, distribution and transmission companies and power engineering firms.

Financial Services and Real Estate

Our professionals have years of experience serving as valuation experts, senior audit partners, operations consultants, transaction advisors, turnaround consultants, accountants to Chapter 11 trustees and expert witnesses for many significant financial institutions and companies in the real estate industry. Our experience encompasses securitization transactions, mergers and acquisitions and litigation support engagements. Our expert assignments in the financial services industry include those relating to auditor professional practice standards following business failures and investor losses, tax structures and business viability and valuation determinations.

Retail

MalekRemian professionals have served as turnaround consultants, valuation consultants and expert witnesses in many retail industry assignments including furniture, grocery and clothing stores, and the world's largest department store chain.

Healthcare

Our team has provided hospital administration and operational and facilities consulting services for large healthcare systems, community hospitals, ambulatory care centers, academic medical centers, system-based HMOs, senior housing and major physician groups. Our services in this area include supply chain, information technology, revenue cycle, care/medical management, strategy/growth, capacity management, business unit rationalization, M&A and financial/operations improvement. Our professionals have served as financial and operations advisors, conducted buy-side due diligence and served as sell-side investment bankers for a number of distressed hospital systems, third party medical service providers and a long-term rehabilitation hospital.

Manufacturing and Distribution

MalekRemian professionals have served significant companies in the aerospace industry, automotive industry, steel industry and telecommunications industry, among others. We have played significant roles in the negotiation of debtor in possession financing and realization of creditor recoveries.

Private Equity, Family Wealth and Distressed Investing

Our professionals' history of serving private equity investors in the distressed and under-valued investments space dates to the late 1970s. We have a track record of value-added services across a number of industries, including energy; cable, technology and telecommunications; financial services; manufacturing; and real estate, among others. Our valuation and transaction structuring work for private equity investors has withstood review and challenges in transaction negotiations and due diligence, financial statement audits and many large-case income tax examinations.

Scope of Services

Restructuring and Turnaround

Chief Restructuring Officer / Chief Financial Officer / Chapter 11 Examiner / Turnaround and Financial Consultant

Consolidate / wind-down operations

Section 363(b) sales

Valuations

Debt capacity and cash flow analysis and budgeting

Buy and sell-side due diligence

Assignee / receiver

Expert Witness and Litigation Support

Valuation, damages, causation and mitigation of damages

Financial investigations, business plans and business viability

Solvency (insolvency), avoidance actions and fraudulent conveyances and preferences

Insider transactions and Ponzi Schemes

Tax implications of transaction structures, the value of the tax shield and ability to use tax losses

Accounting methods, audit professional standards and malpractice

Transaction, Financial and Tax Valuations

USPAP compliant valuations

Summary valuations under AICPA guidelines

Built-in gain financial analyses, including assessments of intangible assets under IRS Notice 2003-65

Fresh start accounting valuations and purchase price allocations

Forensic and Fraud Investigations

Quantification / documentation of constructive and actual fraud

Chapter 11 Examiner or Accountant for Examiner

Insider and affiliate transactions

Market comparable transaction terms and out-of-market transactions

Operational Improvement and Strategy

Production management (schedule coordination and optimization, work flow, supply chain, sourcing)

Quality systems (total cost of quality, first time pass rates, training)

Productivity enhancement (production optimization, team building, equipment utilization)

Sales and marketing (sales force analysis, brand identification, product line rationalization and profitability analysis, market strategy and effectiveness)

General management (organization and structure, leadership effectiveness, succession planning, human resource practices, communication)

Strategic assessments and alternatives / sales process and monetization of non-core operating units

Proprietary tools to evaluate residual interests and servicing rights

Budgetary and department accountability / dashboards

Hospital administration and operational and facilities consulting

Energy Industry Operations

Capital markets strategy

Formulation and analysis of drilling programs

Risk management and hedging program structuring and implementation

Organizational design and best practices for middle market E&P companies

Power Industry Operations

Permitting / environmental / regulatory approvals

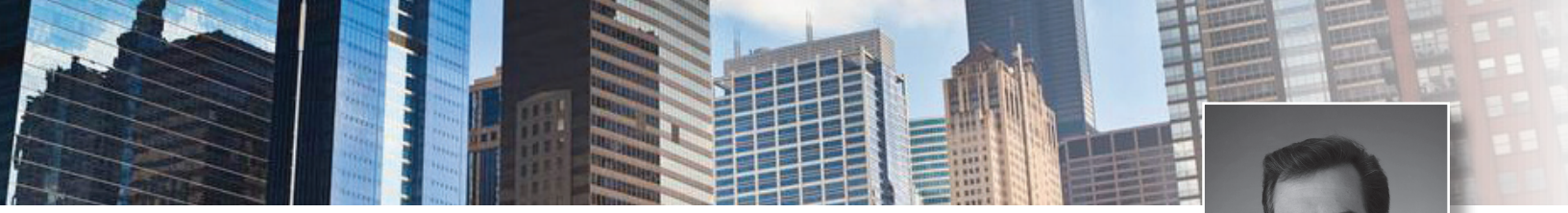
Air, water and wastewater analyses

Engineering, procurement and construction management

Market demand analyses, including repowering and conventional versus renewable

Develop infrastructure for energy facilities

Facility commissioning and start-up



Kenneth J. Malek, CPA, CIRA, CDBV, CFF

Phone: 224.419.3845 Email: KMalek@malekremian.com

Kenneth J. Malek is the President of MalekRemian LLC. He has over 30 years of experience assisting companies undergoing disputes, transition, underperformance and distress, including turnaround, valuation, expert testimony, financial and accounting investigations and advisory and mergers and acquisitions. He has been engaged as an advisor in a number of industries, including financial services, real estate and construction, airlines / travel & leisure, manufacturing and distribution, retail and energy.

Mr. Malek has been retained as the Chapter 11 examiner of ATA Airlines and has testified as an expert in the U.S. District Courts of Delaware, Illinois and Texas, in the U.S. Bankruptcy Courts of Illinois, Indiana, Louisiana, Michigan and Virginia, in the U.S. Court of Federal Claims, at deposition and in arbitration proceedings on matters relating to valuation, damages, causation, solvency (insolvency), professional firm malpractice and director responsibilities. Mr. Malek has been retained as a testifying or consulting expert in over 60 cases.

The out-of-court and Chapter 11 cases in which Mr. Malek has played major roles include Allis Chalmers, Anvan Development, ATA Airlines, Bally Total Fitness, Delta Petroleum, Dornier Aviation (North America), Fansteel, Funding Systems Railcars, Global Crossing, Goss Graphic, InfoVest / CCC, Longview Aluminum, LTV Steel, Mercury Finance, Paul Harris Stores, Pick-Congress Hotel, St. Francis Health Systems, TXCO, USA Commercial Mortgage, Washington-St. Tammany Electric Cooperative, Westell, Wickes Furniture and Wildman.

He has been a valuation advisor for transaction, financial reporting, tax reporting and dispute purposes to a number of significant public companies and private equity funds.

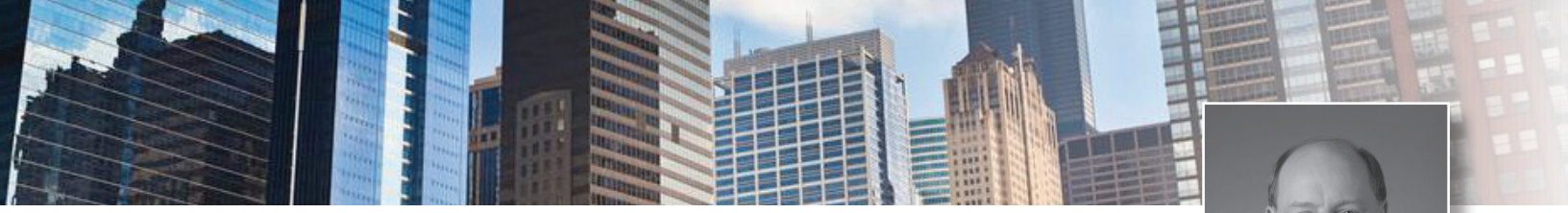
Mr. Malek has served as Chair of the Board of Trustees and Chair of the Audit Committee of Lake Forest Funds, a value-oriented mutual fund, through the date of merger with Profit Funds Group. He has been retained as an advisor to borrowers, debtors, secured lenders, Chapter 11 and Chapter 7 trustees and creditors' committees.

Certifications & Education

Certified Public Accountant, Illinois (1977)
Certified Insolvency and Restructuring Advisor (1992)
Certificate in Distressed Business Valuation (2006)
Certified in Financial Forensics (2009)
Bachelor of Science of Commerce, DePaul University, Majoring in Accounting, with highest honors (1976)
Master of Science in Taxation, DePaul University, with distinction (1978)

Affiliations

Fellow of American College of Bankruptcy (1996)
Past President, Past Chair, Founding and Continuing Board of Directors, Association of Insolvency and Restructuring Advisors (1984)
American Institute of Certified Public Accountants (1977)
Illinois CPA Society (1977)
Turnaround Management Association, National Board of Trustees (2011-2012)



Robert F. Remian, CPA, CIRA, CFF

Phone: 847.977.3522 Email: RRemian@malekremian.com

Robert F. Remian is the Vice President of MalekRemian LLC. He has over 25 years of experience providing acquisition, reorganization, and divestiture services to middle market and Fortune 500 public and privately held businesses, including financial and business advisory, valuation and accounting services. He has been engaged by companies, boards of directors, private equity funds and members of the distressed investment community to assist them in reaching their financial and operational goals, resolving business challenges or complying with accounting, banking, tax and other reporting obligations.

Mr. Remian assists his clients navigate business and financial complexities and respond to the demands of acquisitions, Chapter 11 proceedings or out-of-court restructurings. He formulates and evaluates business plans and cash flow forecasts; assists management with operational decisions and implementation; develops and negotiates plans of reorganization and employee retention plans; advises on business combinations and divestitures; conducts merger and acquisition and plan feasibility due diligence; and performs a variety of financial and situational analyses.

Mr. Remian also performs expert services relating to business disputes, investigations and business and intangible asset valuations. He provides consulting and dispute analyses in matters related to accounting, bankruptcy actions, fraud and fiduciary matters, post-acquisition disputes, wrongful takings and valuation controversies. He has served as a damages and valuation expert, regularly consults on fraudulent conveyance and preference actions, and has significant experience in determining solvency/insolvency.

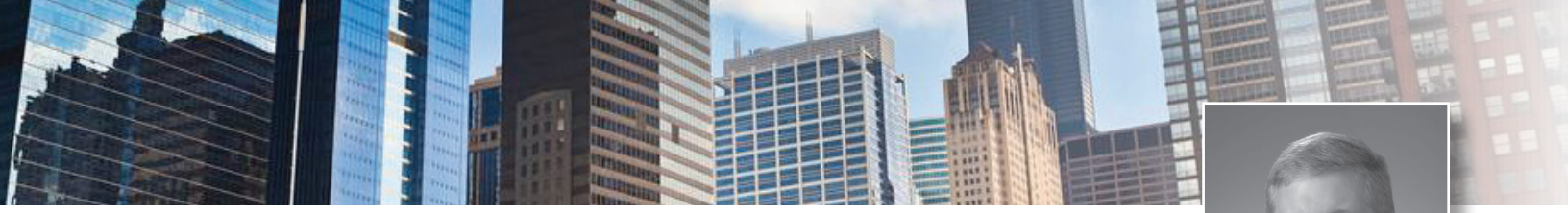
Industries and client engagements in which Mr. Remian has played major roles include energy production (Delta Petroleum, Patriot Renewable Fuels, TXCO); manufacturing (Gabriel Shock Absorbers, Lear, Motorola, TYCO); real estate (Equity Residential, GTJ REIT, Select Marriott Properties); service companies (ABM Industries, Bush Leasing, Rewards Network); steel and steel products (Constellation Enterprises, Fansteel, LTV Steel, Robertson-Ceco); and transportation entities (American Classic Voyages, Continental/United Airlines, Northwest Airlines), among others.

Certifications & Education

Certified Public Accountant, Illinois (1984)
Certified Insolvency and Restructuring Advisor (1996)
Certified in Financial Forensics (2010)
Bachelor of Science of Commerce, DePaul University, Accounting/Finance, High Honors (1983)
Master of Science in Taxation, DePaul University (1991)

Affiliations

American Institute of Certified Public Accountants (1984)
Association of Insolvency and Restructuring Advisors (1993)
Turnaround Management Association (1999)
AICPA Forensic and Valuation Services (2010)



David W. Demeter Jr.

Phone: 847.870.8904 Email: DDemeter@malekremian.com

David W. Demeter Jr. has over 18 years of experience assisting clients with distressed businesses or that are undergoing an extraordinary transaction. Mr. Demeter has completed approximately 70 assignments representing roughly $7 billion in transaction value. He has established a broad expertise in capital goods industries in addition to being engaged in the retail, information technology, transportation and business services industries.

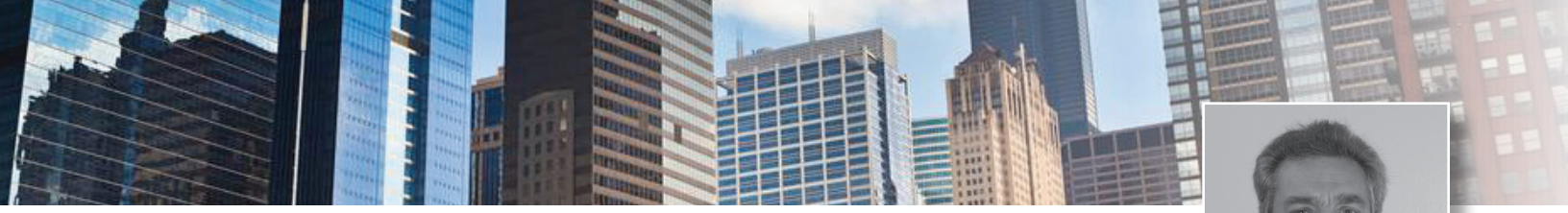
Mr. Demeter is a co-founder of Axiom Financial Advisory, LLC, an investment banking firm specializing in corporate financial advisory for middle-market companies. Engagements have been anchored in detailed cash flow modeling, business valuation, capital structure analysis and the development of strategic alternatives, with many situations culminating in a merger, acquisition or divestiture. Prior to that he was a senior investment banker at CIBC World Markets (formerly CIBC Oppenheimer) where he was responsible for the execution of M&A, strategic advisory and financing transactions for middle market clients. Prior to joining CIBC World Markets, Mr. Demeter was a member of the Corporate Financial Advisory Group of Ernst & Young where he executed M&A, debt restructuring and strategic advisory engagements.

He has represented numerous domestic and international clients in a variety of financing and advisory transactions, including General Motors, Case, Dana, Pierburg GmbH, True Value, Harley-Davidson, Square D, Setco Automotive, Midwest Stamping, Kemper, Britannica, F&M Distributors, Foodbarn, Onex, Cape Air, Fairfield Greenwich Group, General Binding Corp., Stone Container, Fort James, Quality Foods Corp. and Astec Industries.

Mr. Demeter is also experienced at valuing a wide range of derivative securities through the application of theoretical analytical models, numerical methods and simulations. Prior to joining Ernst & Young, Mr. Demeter co-founded Monetary Investments International, a risk management firm focused on the derivative markets and portfolio optimization. He is currently in the graduate program in Applied Mathematics at Northwestern University, where he is focusing on advanced mathematical modeling techniques.

Certifications & Education

Bachelor of Science, Northwestern University, Electrical Engineering (1987)
Masters of Business Administration, University of Chicago Booth School of Business, Analytical Finance and Accounting (1994)



Gerald F. DeNotto

Phone: 847.666.8174 Email: GDenotto@malekremian.com

Gerald F. DeNotto was President of Indeck Energy Services, Inc., a privately owned independent power producer, that developed, owned and operated over 3,000 megawatts of natural gas, coal, hydro and renewable electric power generation projects in the United States, the United Kingdom, Canada and Guatemala. He was involved in excess of $1 billion of buy-sell and finance transaction value.

At Indeck Energy, Mr. DeNotto managed a team of energy and regulatory professionals and was responsible for all aspects of corporate operations, strategy, development and management. This included permitting, environmental and regulatory approvals; air and water / wastewater analysis; engineering, procurement and construction management; analysis of market demand, including conventional versus renewable energy sources; development of infrastructure for energy facilities, including natural gas and electrical interconnection; and facility commissioning and start-up. He has deep experience in energy industry finance, including tiered investment structures, sale-leasebacks, tax advantaged equity structures, nonrecourse debt and multiple-currency transactions.

Mr. DeNotto has served as a director of publicly held Canext Oil & Gas Ltd. (TSE), Tasman Exploration Ltd. (ASE), Hornet Energy Ltd. (TSE and MSE) and Alma Oil & Gas Ltd. (MSE). He was a member of the audit committee at Canext. He was director of Cosworth, Ltd, a U.K. technology and engineering company from 2001 to 2011. Mr. DeNotto has been accepted to the Energy Arbitrators List (EAL) of the International Centre for Dispute Resolution.

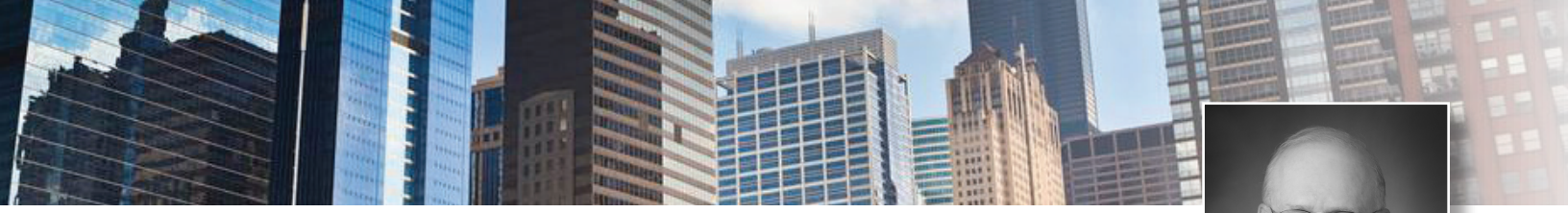
He has served as a speaker or panelist at Projects & Money: Biomass Market Outlook (January 2011), Power-Gen International 2010 – Co-Firing Pellets in Coal Plants (December 2010), Biomass Finance & Investment Summit (October 2010) and Project & Money Summit (January 2010).

Certifications & Education

Admitted to Bar (1980)
Juris Doctor, Loyola University of Chicago (1980)
BA History and Political Science with Honors, University of Illinois, Chicago (1976)

Affiliations

Member, ABA, Illinois Bar Association and Chicago Bar Association
Member, Association of Attorney Mediators
Pro Bono-Volunteer Guardian (2009-present)
Arbitrator, ABA Arbitrator Training Institute – Certified (2012)
Mediator, Center for Conflict Research – Certified (2012)
Mediator, Cook County Major Civil Case Mediation Program
Mediator, Cook County Chancery Mediation Program



James J. Grady, CPA

Phone: 708.822.9752 Email: JGrady@malekremian.com

James J. Grady has over 40 years experience in the financial services industry, including as lead audit partner and reviewing audit partner. Prior to joining MalekRemian, Mr. Grady was a Practice Leader of Ernst & Young's Midwest Region financial services and real estate industry practice in Chicago, where he developed the Firm's audit approach for financial institutions. He was the engagement partner or review partner on audits of financial institutions, brokerage firms, mutual funds, common trust funds, finance companies and mortgage companies.

He is recognized as an expert in generally accepted auditing standards, generally accepted accounting principles and the filing requirements of the Securities and Exchange Commission. As an independent contractor, he has provided technical assistance to Ernst & Young International on audits of central banks and commercial banks in Central Asia and commercial banks in Eastern Europe.

Mr. Grady was the lead partner in services to the mortgage banking industry, as well as review partner on many structured finance transactions including RMBS, CDO, CMO and similar instruments. He was responsible for interaction with and management of SEC review process, auditor due diligence, tracking of underlying mortgage portfolio performance and related waterfall analysis. He has been extensively involved in evaluating the appropriate accounting for many complex financing transactions. As a result of this experience, he developed analytical tools to evaluate the recorded amounts of residual interests and developed similar analytical programs to evaluate servicing assets. He has been a frequent speaker at banking and mortgage banking conferences.

He was also the lead partner on the reorganization of one of the largest troubled real estate investment trusts in the country.

Mr. Grady has provided expert testimony in defense of a major accounting firm in FDIC litigation; assisted the SIPC in litigation against brokerage firm auditors; counseled a multi-national bank regarding financing of a failed leveraged rollup of 50 consulting firms; provided expert testimony concerning the proper accounting for the acquisition and securitization of loans; testified regarding the lack of internal controls at a manufacturing company; and counseled several banks regarding commercial loan securitizations and loan servicing operations.

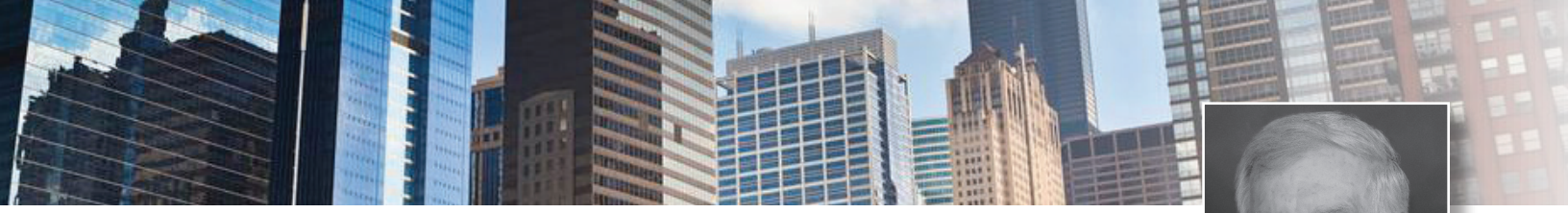
Mr. Grady is a commercial arbitrator for the American Arbitration Association and periodically is chairman or panel member resolving arbitration disputes. He also serves as business consultant for several community banks. As a consultant, he has developed strategic plans integrated with financial budgets and department accountability, revamped board and management reports, developed cost accounting systems and established an enterprise risk management system.

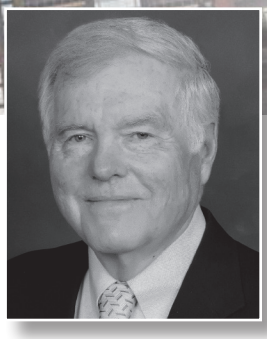
Certifications & Education

Certified Public Accountant, Illinois (1967)
Bachelor of Science of Commerce, Marquette University, Majoring in Accounting (1961)

Affiliations

Member, American Institute of Certified Public Accountants (1967)
Member, Illinois CPA Society (1967)
Member, Commercial Division of the American Arbitration Association
Member of the Board of Directors of Liberty Bank





Donald Hamilton

Phone: 312.961.1229 Email: DHamilton@malekremian.com

Donald D. Hamilton is a recognized senior healthcare executive with over 35 years of experience in hospital administration and operational and facilities consulting for all components of healthcare delivery systems. His experience includes large healthcare systems, community hospitals, ambulatory care centers, academic medical centers, system-based HMOs, senior housing and major physician groups. He was a senior executive in two large healthcare systems as Senior Vice President of Operations and CEO.

During a long career at Ernst & Young, Mr. Hamilton served as Partner and Market Leader for its healthcare practice (then the largest in the nation), where he led consulting teams providing supply chain, information technology, revenue cycle, care/medical management, strategy/growth, capacity management, business unit rationalization, M&A, financial/operations improvement and outsourcing services to advance his client's financial business/strategic objectives.

Most recently Mr. Hamilton served as Senior Vice President and Worldwide Healthcare Business Leader of Parsons Corporation, where he provided program and project management services to healthcare facilities nationwide. He integrated federal and non-federal healthcare practices, rationalized service offerings and reorganized sales and market functions, among other things. Prior to that Mr. Hamilton served as Managing Director and National Healthcare Business Line Leader of Jones Lang LaSalle, where he transformed one of two major business areas into its first industry verticals – healthcare and financial services. He assisted his clients in strategically positioning their real estate in order to optimize and leverage its value and overall profitability, while reducing risk.

Mr. Hamilton has developed and delivered over 50 presentations to state and professional organizations on all aspects of healthcare management and three times that number to client boards and executive management. He was a member of the Governance Institute speaking panel for six years. Mr. Hamilton was also a board member of a healthcare technology company for six years until it was sold.

Mr. Hamilton is a retired Lieutenant Colonel in the United States Marine Corps. He served two tours of duty in Vietnam, as Infantry Company Commander and as Advisor to the Army of the Republic of Vietnam, and is proficient in Vietnamese. Following active duty Mr. Hamilton was a reservist for 28 years, where he served as Marine Liaison Officer to the Naval Readiness Command. He is a graduate of the Naval War College and numerous junior schools.

Certifications & Education

Advanced Management Program, Harvard Business School (1988)
MHA—Healthcare Administration, University of Minnesota (1970)
BA—Political Science/Economics, Macalester College (1964)

Affiliations

Life Fellow, American College of Healthcare Executives
Fellow, American Association of Healthcare Consultants
Clinical Professor, Carlson School of Management, University of Minnesota
Adjunct Faculty, Fiqua School of Business, Duke University
Clinical Professor and Graduate Student Mentor, Kellogg School of Management, Northwestern University

Stephen P. Lucado

Phone: 312.560.5639 Email: SLucado@malekremian.com

Stephen P. Lucado has over 17 years of experience in providing merger, acquisition and divestiture advisory and capital raising services as well as business reorganization and bankruptcy advisory to middle market businesses in a variety of industries including energy, healthcare, consumer products, manufacturing, retail, professional services, packaging, financial, transportation, real estate, leasing and high technology. He also has provided valuation, litigation and dispute analysis services.

Mr. Lucado currently serves as Chairman of a Marcellus focused publicly traded E&P company, where he is primarily responsible for capital markets, financing and shareholder outreach efforts. He also recently served as the interim Chief Financial Officer of an E&P company with producing properties in Texas, Colorado and Wyoming, and he led that company's restructuring of over $175 million in funded debt obligations. Prior to serving in this capacity, he was a Director at a credit focused hedge fund, where he managed investments in the oil and gas (upstream / midstream / downstream), power, healthcare and building products industries.

Prior to working at the hedge fund, he spent five years as a Director at a large publicly traded financial consulting firm, where he focused on capital raising, business reorganization and bankruptcy advisory services. He also previously worked as an investment banker and private equity investor with a middle market merchant bank. Early in his career, Mr. Lucado was an executive in the corporate finance practice at Merrill Lynch & Co. He began his career at Citicorp, N.A., where he provided corporate finance services to both Fortune 500 and middle market clients.

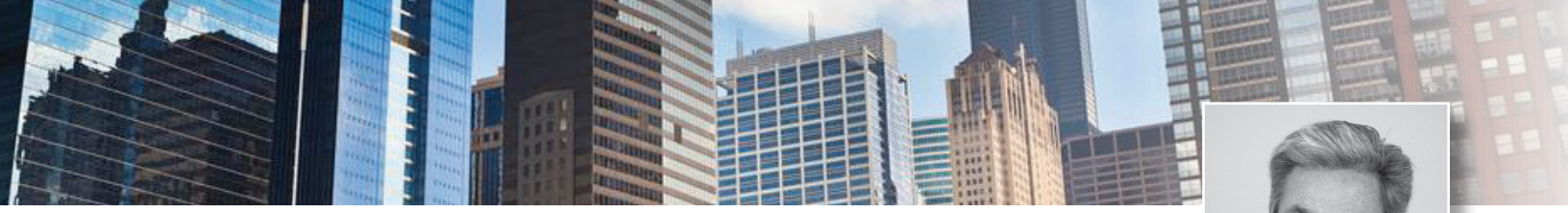
Mr. Lucado is a graduate of Harvard University and has an MBA from the University of Chicago Booth School of Business, where he graduated with High Honors. He has passed the Series 7 and 63 exams and has been designated a Certified Insolvency and Restructuring Advisor. He is currently the Treasurer of the Harvard Club of Chicago, where he has been a Director for over ten years.

Certifications & Education

Master of Business Administration, Booth School of Business, High Honors (2006)
Bachelor of Arts, Harvard University, History and Science (1994)

Affiliations

Chairman of the Board of Directors, Trans Energy, Inc. (OTCBB: TENG)
Treasurer of the Harvard Club of Chicago



Gregory A. Traphagen

Phone: 312.543.6283 Email: GTraphagen@malekremian.com

Gregory A. Traphagen's experience comprises senior executive and consulting roles in the manufacturing and distributing industries, working with world-class companies such as General Electric, AMP, Akzo and Delco, at operations in the United States, China, Korea, Hong Kong, Taiwan, Mexico, Japan and the European Union. He is uniquely qualified to assist companies in addressing the complex quality, culture, supply chain, profitability and logistics issues of performance improvement, acquisition due diligence and integration, out-sourcing, off-shoring and on-shoring.

Over the last 30 years, Mr. Traphagen has served as CEO, senior plant manager, business unit manager, business owner, interim manager and specialized function consultant. He has a proven track record in applying interdisciplinary strategies to operational challenges, rapidly assimilating plans with positive outcomes in operations as well as the bottom line. His diverse background in operations comprises –

Production and efficiency management (schedule coordination and optimization, work flow, supply chain, sourcing)

Quality systems (total cost of quality, first time pass rates, training, lowering scrap, waste and product recall costs)

Productivity enhancement (production optimization, team building, equipment utilization)

Sales and marketing (sales force analysis, brand identification, product line rationalization and profitability analysis, market strategy and effectiveness, managing through transition and change)

General management (organization and structure, leadership effectiveness, succession planning, human resource practices, communication)

Warehousing and distribution.

As operational challenges have interdependence on all functions, Mr. Traphagen takes a holistic approach to finding solutions. Combining this approach with full engagement by all necessary stakeholders is the recipe for sustained results.

Mr. Traphagen has been able to achieve significant quality, performance and productivity results in a variety of manufacturing experiences. As President and CEO of a domestic manufacturer in the lighting industry, he salvaged a company from the precipice of bankruptcy by restructuring its product line, dramatically reducing its costs, revamping its sourcing strategy and ultimately saving more than 200 U.S. manufacturing jobs. Mr. Traphagen's company was featured on MSNBC's "Pick of the Week."

During a General Electric assignment, when faced with an excessive scrap rate, Mr. Traphagen developed and led a multifunctional team to staff the round-the-clock production operation resulting in a 30% improvement in quality, a 50% improvement in profitability and a 14% improvement in back orders.

Certifications & Education

Bachelor of Arts, State University of New York at Oneonta, Majoring in Economics (1976)
Juris Doctor, Albany Law School, Specializing in Labor Law (1979)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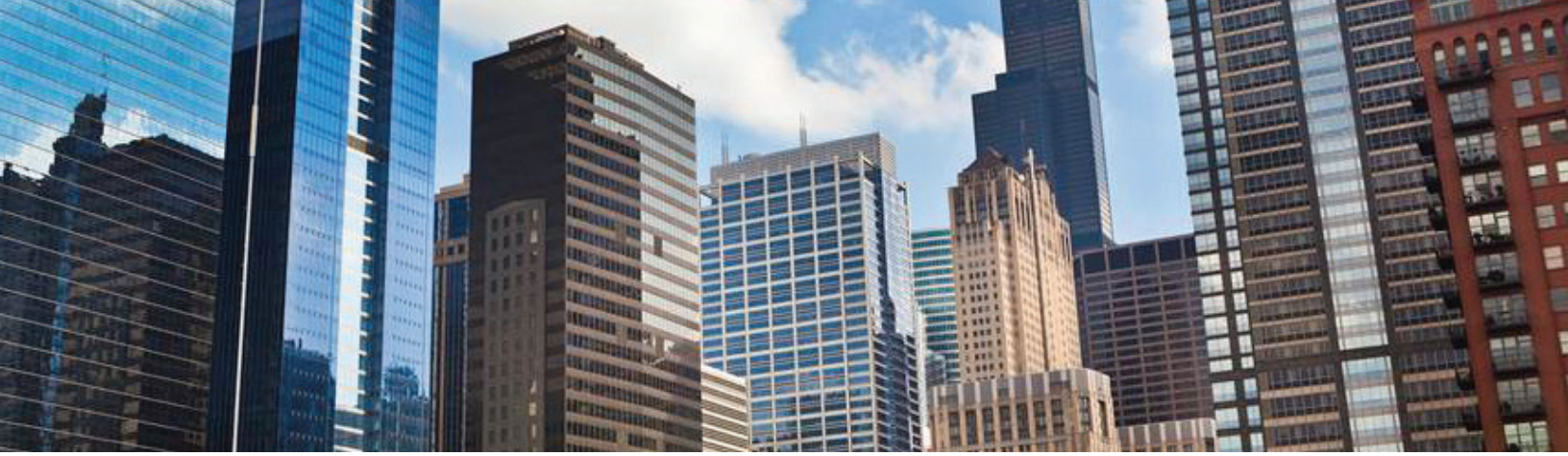
REMIAN LLC



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