



14795 SW 72<sup>nd</sup> AVENUE  
PORTLAND, OR 97224  
PHONE: 503.620.4020  
WWW.DELTAFIRE.COM  
CCB# 64174

## **COVID-19 Memo**

### **Update**

**May 19, 2020**

First and foremost, thanks to everyone for following the CDC and OHA guidelines to protect yourselves and others from the Corona Virus. Following these guidelines has proven to be effective. We do not want to let our guard down as the State of Oregon and surrounding communities slowly reopen.

A few of you may remember the Savings and Loan crisis of the late 1980's and early 1990's. More will remember the Dot-Com bubble of the late 1990's. No one will forget 9/11/2001. You probably recall the mortgage housing crisis of 2008. Each of these calamities caused a real threat to our economy and to our personal livelihood. While the Corona Virus is unique or novel, the resulting impact to our ability to take care of our families is very similar.

At Delta Fire, Inc., in each case we pulled together, shared resources, tools, equipment, etc. At times if necessary, we even shared shifts when work became scarce. These were difficult times and required sacrifices by the entire team. Through each of these tough periods we came out on the other side stronger.

We are rapidly approaching another situation that will require everyone to take stock in what they can do to increase our efficiencies without sacrificing safety or the quality of our work. The management team has been developing a plan to weather this oncoming storm. We are also seeking input from all team members for ideas that could assist in this effort. Our collective success lies in our ability to adapt to an everchanging construction landscape. That means in part, pursuing work that we would not ordinarily consider, changing our approach to different types of work and giving careful consideration to crew sizes and makeup.

We have already seen a significant decline in the number of opportunities as developers are taking a wait and see approach to new construction. This will cause increasing pressure from competitors and inevitability drive pricing downward across all market sectors. This is even more reason to examine how we work and how we can remain cost effective.

Many of you have not experienced an economic downturn since you have been in the trade. As a company, we have and will take whatever measures are necessary to protect our team members. There may be times when we are forced to take actions that appear extreme, but they are intended to keep Delta Fire, Inc., and its members working through what we expect could be a difficult time for the foreseeable future.

Sincerely,

Steve and Andrew Cartales