

ENR THE TOP 200

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ANTEA GROUP, the Dutch-based environmental services firm, managed the decommissioning and demolition of a bulk oil storage facility in South Africa for an unidentified client. The work, whose value the firm did not disclose, included excavation and disposal of contaminated soils, air monitoring and permitting.

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PHOTO COURTESY OF ANTEA GROUP

Top 200 Environmental Firms

Global Needs Boost Demand

Total list revenue is up 5%, with resurging worldwide private-sector environmental work a key driver By Debra K. Rubin, with Bruce Buckley and Tony Illia



Wall Street analyst Avi Fisher said he “wouldn’t be terribly surprised” if the new parent sold Shaw’s environmental and infrastructure business unit

Neno Duplan, CEO of Locus Technologies, has seen revenue grow from firms’ use of a cloud computing software format his firm developed for managing environmental data. The firm just won contracts from Dupont Co. to manage data from more than 200 of its facilities and from the Honolulu Board of Water Supply for water-quality and -supply data.

“Firms have been missing an opportunity to take a holistic view of their portfolios and benefit from data they originally collected for only one purpose: compliance,” says Duplan. “By studying data for trends and using the results to change their processes, companies would be more likely to avoid making the same mistakes again and would perhaps reduce or eliminate the need to collect data in the first place.”

Looking ahead, Top 200 firms worry about the continuing commoditization of environmental services, the drive of firms to differentiate themselves from their competitors and the need to boost value.

Others see impacts from a continuing global economic slowdown. Robert Levitt, president of Hudspeth & Associates, wonders whether the private sector can “replace” government spending in the environmental arena.

AMEC’s Mahmoud wonders about firms’ ability to withstand a “prolonged” period of uncertainty. “Thus far, most firms have been able to take measures to sustain growth and profitability through overhead reductions, labor cost control and acquisitions,” he says. “However, there is a limit to the effectiveness of these strategies if the external market stays flat or declines across multiple geographies and multiple market sectors for an extended period of time.” ■

Data management by Fran Sweeney, Andrea Pinyan and Mev Barton

Top 200 Newcomer | By Debra K. Rubin

Clean Harbors: Going to Waste



If results reported by Clean Harbors Inc. are any indication, more client waste generation means the economy must be recovering. The firm, which debuts this year at **No. 11** on the Top 200 list, derives 85% of its \$1.1 billion in environmental-services revenue from private-sector clients. The work is mostly for industrial waste handling and disposal but also in engineering; further, the firm is a major emergency responder to oil-spill events, such as in the Gulf of Mexico, Yellowstone River and Michigan’s Kalamazoo River.

The firm, which has total revenue of about \$2 billion, operates 11 landfills in North America for hazardous and some nuclear waste and is boosting its role in the fracking business. “Not a lot of companies are involved in drilling activities from an environmental standpoint. It’s relatively new,” says CEO Alan S. McKim. “To release shale gas from a well, they’re using four to six million gallons of water at a time. We provide a lot of treatment.”

In May, he reported that firm revenue rose 32% for the first quarter from 2011 and landfill volume was up 19%, benefitting from more fracking-process waste treatment. “We see a pretty strong backlog of remediation,” says McKim, who founded Clean Harbors in 1980 as a small tank-cleaning business. The firm also is believed to have a key role in disposing of PCBs from the Hudson River dredging project (see story, p. 42), although McKim did not name General Electric as a client. “Given the dangerous world of energy exploration and production, it’s unfortunate but true that Clean Harbors likely won’t have any shortage of business opportunities in the years to come,” says online financial analyst Dan Caplinger. Clean Harbors is set to release second-quarter results on Aug. 8, but last month, Standard & Poor’s forecast 12% sales growth and 18% margins in 2012. ■

How To Read the Top 200 List

Firms are ranked based on % of gross revenue in 2011 for environmental services. Figures in \$ millions; percents are rounded and may not add up to 100. Firms with subsidiaries are indicated by (†). See www.enr.com for list of subsidiary names. Firms not ranked last year are indicated by two asterisks (**). Company footnotes in red numbers are explained on the side of each page. An alphabetical list of the Top 200 firms can be found on p. 68.

Hazardous/Solid Waste Chemical and industrial waste cleanup, management and/or disposal; asbestos and lead abatement; non-hazardous waste landfill and recycling facilities

Nuclear Waste Nuclear or radioactive materials remediation, storage or disposal.

Air Facility air-pollutant emissions; permitting and energy efficiency.

Water Municipal or industrial water-

system supply and treatment.

Wastewater Treatment Municipal or industrial wastewater or stormwater sewers and treatment systems.

Environmental Management Compliance, due diligence, audits and environmental information technology.

Environmental Sciences Planning, EIS/EIRs, natural resources, wetlands, modeling

Other Environmental markets not included in the above category descriptions.

Clients: Work for these types of owners is shown as a % of environmental revenue. Private Corporations, utilities or other.

Federal U.S. agencies, military services or foreign governments.

State/Local State, county or municipal government entities.

Type of Firm: Based on the largest % of environmental revenue in categories below. Multiple listings appear if the largest % is evenly split between two or more categories or are within 5% of each other.

DES Engineering and/or design; **CSL** Consulting and/or studies; **CON** Construction, contracting and/or remediation; **CM-PM** Construction management and/or program management; **EQP** Equipment or device manufacture; **OPS** Contract operations; **R&D** Technology and/or research and development. **OTH** Services not already designated.