

2002 EBJ AWARD WINNERS SHOW RESILIENCE AND CREATIVITY IN A CHALLENGING MARKET

Welcome once again to the annual EBJ Business Achievement Awards. This year's cast of glittering stars include no more than 17 business achievement medalists and 21 merit awards. So button up your tuxedo and let's get on with the show!

SMALL FIRMS (<\$20 MILLION)

Gold Medal: Remediation Inc. for growing from a startup in June 2000 to 75 employees and a sizeable equipment fleet at the end of 2002. Revenues took off from \$4 million in 2001 to \$17 million in 2002, or over 400% growth. New Jersey-based Remediation is a contractor providing demolition, dismantlement, rigging, hazardous waste management and remediation to Fortune 500 and top ranked ENR corporations including Dupont, BASF and Honeywell. It ascribes its growth to the trademarked Remediation methodology of "synergistically combining our vast experience and resources to provide effective and safe turnkey services."

Silver Medal: Environmental Waste Management Associates LLC, a Parsippany, NJ-based contractor for growing to \$15 million and increasing average project size from \$150,000 to \$800,000 in 2002. The company attributes much of its growth to Secur-It, a program that guarantees a fixed-price cleanup until a no further action letter is obtained. In the program, AIG Environmental supports EWMA's guarantee, providing cost overrun insurance up to twice the guaranteed price, and liability insurance for known and unknown pollution.

Bronze Medal: Panther Technologies Inc., a 2001 EBJ gold medalist, for its growth to \$5.3 million in revenues in 2002 and a net profits increase of 400%. Started in 2000, Panther's contract work includes decontamination, demolition, landfill capping and site remediation in the Northeast for pharmaceutical, chemical, waste and transportation companies. President Peter Palko says: "Our niche continues to be our expertise in reducing cost to closure either by value-engineering conventional approaches, cost-avoidance or innovative solutions," including creating other companies to support our Brownfield Redevelopment Initiatives as well as our innovative technology development programs. In 2002 Panther introduced a product line with PermeOx Plus, an oxygen release compound for in-situ treatment of hydrocarbons in groundwater.

Honorable Mentions: The Sustainable Company which, since its founding in March of 2000 in Sausalito, California, has grown to \$3 million serving legal, financial/insurance and commercial/industrial clients in a consulting capacity. Sullivan Consulting Group, founded in San Diego in 1998, for growing from a two-man operation to over 45 personnel with annual revenues exceeding \$5 million in 2002. A major contributor to growth was the August 2002 acquisition of remediation contractor Pacific Treatment Environmental Services to allow SCG to expand into turnkey projects. SCG clients include the US Navy, US Army, US Air Force, state and local governments and local commercial entities. SLR International Inc. (fully owned by SLR Group Ltd. of England) which since inception in July 2000 has grown to 40 professionals and revenue of \$4 million with offices in Alaska, Washington and California. SLR is involved with permitting, planning and compliance work in support of oil & gas producers throughout Alaska. Other market niches include toxicology, product stewardship, environmental management, spill response in cold climates and an emerging niche to implement stewardship, lifecycle and continuing improvement programs for the biotechnology and hi-tech sectors. INTERA Inc. for its management- and employee-funded buyback from Duke Engineering and its first-year performance of \$11

2002 EBJ Business Achievement Awards Recipients

SMALL FIRMS

Gold: Remediation Inc.

Silver: Environmental Waste Management Associates

Bronze: Panther Technologies Inc.

Honorable Mention:

The Sustainable Company

Sullivan Consulting Group

SLR International Inc.

INTERA Inc.

Schoor DePalma

MIDSIZE FIRMS

Gold: Compass Environmental Inc.

Silver: WRS Infrastructure & Environment

LARGE FIRMS

Gold: Weston Solutions Inc.

Silver: Kleinfelder Inc.

Bronze: SECOR International Inc.

Bronze: Geologic Services Corp.

Honorable Mention: SCS Engineers

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million in revenue and EBIT of 20%. INTERA revived its name in the marketplace after seven years, and reestablished its reputation as a high-end consulting firm and for its flow and transport models of subsurface contaminants. Schoor DePalma for continuing its double-digit growth in environmental work to \$19 million (or 25% of the firm's total). Expansion in its remediation work necessitated the establishment of two new departments: Utilities & Insurance Remediation and Site Assessment & Remediation.

MEDIUM FIRMS (<\$100 MILLION)

Gold: Compass Environmental for continued and focused growth from 100 to 180 employees in 2002. Brian Delaney, director of operations & development for the Chicago-based Compass says: "Rather than follow others into unfamiliar, new, unrelated programs to compensate for the economy or lagging sales, Compass strengthened our focus into the core business units of remediation, industrial cleaning, demolition and Liabilities to Assets." Besides winning \$5 million of work from Fortune 500 firms which it had not worked with before, Compass acquired a 285-acre steel mill that represents a \$30-million remediation, demolition and redevelopment effort. The effort is completely funded by Compass, it is performing all the work associated with the site and will create over 200 jobs in Kansas City.

Silver: WRS Infrastructure & Environment Inc. for showing that a previously unprofitable unit of a major corporation can change direction as a private firm. WRS struggled for ten years as a part of Westinghouse but in 1997 WRS was taken private by a team of management with River Associates LLC as the investment partner. After averaging annual losses of \$6 million on revenues of \$45 million during the 10 Westinghouse years, WRS has achieved average profits of \$3 million on average revenues of \$65 million over the past five years. In 2002, WRS achieved the best year in its 15-year history, and an \$11 million improvement over the last full year's loss under Westinghouse.

Bronze: Geologic Services Corp. for 68% growth to \$24.8 million in environmental management services predominantly to the petrochemical and oil & gas industries. Founded in 1981, the employee-owned, Connecticut-based GSC with 8 offices in 6 states has grown from 120 to 222 people in the last three years. In 2001 GSC launched sister company Perillon Software Inc. which provides collaborative program management software for EH&S departments in industry and regulatory agencies.

Honorable Mention: SCS Engineers for sustaining growth in a difficult market to reach more than 400 employees, managing its first major acquisition and completing a senior management transition by electing a new President & CEO. The innovative selection process was conducted through a representative committee of 18 employee-owners to endorse James Walsh to replace SCS founding principal Robert P. Stearns as President/CEO.

LARGE FIRMS

Gold: Weston Solutions Inc. for its dramatic change in structure and performance to become a successful employee-owned company. The former publicly-held company went private in June 2001 and it now has a consistent record of profitability, growth and financial stability. EBITDA has increased four-fold since 1999, appraised value increased 35% in its first seven months as a private company and a 50% debt reduction is expected by June 2003. The turnaround has re-energized client development and improved employee engagement, reduced turnover and improved client loyalty.

Silver: Kleinfelder Inc. has grown from \$65 million in 1998 to \$165 million in 2002 with 57 offices and testing laboratories and 1,400 employees throughout the midwestern and western United States. Founder Jim Kleinfelder set a precedent by opening the company books to every employee and making them shareholders. Since his retirement, Kleinfelder has acquired several firms allowing them to expand geographically and adding environmental planning and construction management to its core services of environmental, geotechnical and construction consulting.

2002 EBJ Business Achievement Awards Recipients (Continued)

TECHNOLOGY MERIT AWARDS

- EnviroLogic
- Space Imaging LLC
- Lantec Products Inc.
- SRE Inc.
- Pacific Northwest National Lab
- Purafil Inc.
- USFilter

PROJECT MERIT AWARDS

- Gannett Fleming Inc.
- Golder Associates
- Foster Wheeler Environmental Corp.
- US Filter Operating Services
- Ruekert/Mielke
- Chemical Safety Corp.

IT MERIT AWARDS

- ENSR
- Aerie Technologies
- InteGreyted Consultants
- Locus Technologies
- Integrate
- Emerson Process Management

HOMELAND SECURITY AWARDS

- Marasco Newton Group
- Strategic Diagnostics Inc.

Bronze: SECOR International Inc. for near elimination of its debt and a doubling of EBITDA since 2000. Recent client successes have included United Technology, BP Oil and Chevron Texaco for the \$100-million privately held firm, but the real accomplishment has been its focused management. Says Stephen Andersen, VP of technical programs; "In early 1998, through a management transition, SECOR began a process of maturation where growth and top-line revenue were intentionally slowed and organization, stability and bottom-line profit were emphasized. We abandoned the traditional 'hunter-gatherer' C&E model in 2001 and opted for a customer-centric approach focused around large core commercial clients."

TECHNOLOGY MERIT AWARDS

Awarding medals for environmental technology is touchy given the multitude of applications, systems and engineered solutions. So rather than pick winners, EBJ has chosen to issue merit awards for those nominations that caught our interest for innovation in products, projects or IT applications.

EnviroLogic for its work with the US Military Sealift Command, US Navy P2 Initiative and the USCG for the onboard treatment of oily wastewater and its development of the *Navalkleen* biotreatment kit.

Space Imaging LLC for succeeding in selling its high-resolution satellite imaging services in a growing number of environmental applications including forest fire risk assessment in Florida, urban and forest monitoring for the state of Kentucky and a complete digital portrait of Puerto Rico which is supporting infrastructure, natural resource and emergency response planning and management.

Lantec Products Inc. for its new *Q Pac* tower packing system which creates a 33% cost saving in packed towers for scrubbing, absorption, air stripping, etc. by allowing substantially higher air velocities.

SRE Inc. for the CAP Clean Air Plant, a portable, biological air cleaning system for industrial air emissions remediation projects and one of the first applications of biological treatment in indoor air quality

Pacific Northwest National Lab, operated for DOE by Battelle, for a cost effective remote sensing system for rangeland monitoring of 262 million acres of BLM land that uses spectral signatures to portray overgrazing, weed invasion or fire damage. PNNL is also recognized for *Sensor Fish*, a fish-shaped device with accelerometers, pressure gauges rate gyros used to reveal what juvenile salmon experience as they pass through hydroelectric dams.

Purafil Inc. for the industry's first international sale of a 1-ton chlorine emergency gas scrubber for a Melbourne Water plant in Australia where plants using substantial amounts of chlorine have been classified as Major Hazard Facilities.

USFilter for the introduction of *Actiflo*, a ballasted flocculation clarification process with a small footprint that has provided a new weapon for communities dealing with CSOs (combined sewer overflows) and SSOs (storm sewer overflows). *Actiflo* has been installed in Bremerton Wash., Sioux Falls SD., Little Falls NJ., and Londonderry N.H.

PROJECT MERIT AWARDS

Gannett Fleming Inc. for ushering the Keystone Sanitary Landfill in Pennsylvania to becoming the first ISO 14001 certified landfill in the U.S. Gannett Fleming developed the environmental management system (EMS) and incorporated the practices of three diverse facilities into one EMS.

Golder Associates for its novel application of risk analysis to the transportation sector in its work for Washington State Department of Transportation, which is proposing \$30 billion in megaprojects over the next 20 years. Prior to this application, developed mostly in pipelines, flood-control dams and Superfund sites, risks were assessed qualitatively and poorly prioritized.

Foster Wheeler Environmental Corp. for its establishment of a universally applied work process that ensures consistent quality, cost, schedule and safety in all its projects. The approach is expected to save more than \$200 million on the \$1.2-billion Rock y Mountain Arsenal cleanup

US Filter Operating Services for the formation of the nation's largest private-public partnership with the city of Indianapolis. The new 20-year agreement covers all facets of the city's waterworks system that serves 1.1 million people, secures a five-year ~~rate~~ on water rates and ties 20% of the company's annual fee to performance.

Ruekert/Mielke for negotiating the Racine Intergovernmental Agreement and devising a novel regional revenue sharing formula driven by the need to expand the City of Racine's wastewater plant. The Wisconsin city's tax base steadily eroded as suburban areas that depended on its water infrastructure developed around it, and the suburban areas were stymied in their attempts to incorporate and support development to the point that areas were acrimoniously competing with each other for development

Chemical Safety Corp. and its CEO Tony Diamantidis for the foundation of the Athens Environmental Foundation dedicated to all the environmental issues surrounding the 2004 summer Olympics in Greece.

IT MERIT AWARDS

ENSR for its extensive use of client and project extranet sites that provide real-time information. Examples include a food manu-

facturer that managed its spring water supply sources daily through drought, a chemical company that managed all information relating to its petroleum tank remediation program and a power company that tracked regulations and maintained 100% compliance.

Aerie Technologies for its *Aerie PocketDynaQ* system that integrates handheld and desktop systems to simplify the process of monitoring compliance, regulatory, industry or company standards. The Access-based system generates reports, follow-up cues and correction dates directly from the field data.

InteGreyted Consultants for furthering development of *GlobalNetEHS*, a worldwide community of 500 EHS professionals in 30 countries contracted to provide EHS intelligence under the direction of InteGreyted's senior management. Multinational clients include Abbott Labs, Shearing Plough, Kimberly-Clark and Kennametal. InteGreyted's international revenue has increased 50% to amount to 25% of their business.

Locus Technologies for developing *LocusFocus*, an Internet-based suite of applications for remote operation of groundwater treatment facilities, managing environmental data, using handheld data collection and transfer devices, document storage and on-line collaboration.

Integrate for launching a web-based version its *TerraBase* application for environmental technical data management. Among the customers of the new web-based approach are Waste Management.

Emerson Process Management for its *SmartProcess* optimization software that uses models and artificial intelligence to portray cost of generation and emissions performance for power companies across a fleet of generating stations. The system has forecast SO₂ compliance issues, optimized limestone usage in scrubbers, managed NOx emissions and supported emissions reductions and the generation of trading credits in both SO₂ and NOx.

HOMELAND SECURITY AWARDS

In what we hope is an only-in-2002 category, the following companies are recognized for developing products or services relating to immediate needs in homeland security.

Marasco Newton Group, an SRA International company, for its work in developing the new emergency response plan for the Washington Council of Governments, including water supply safety; coordinating the region's disaster response drills for federal, state, district and 17 jurisdictional governments; and serving as the prime contractor for EPA's chemical and emergency preparedness program.

Strategic Diagnostics Inc. for rapidly deploying the *Microtox* technology it acquired from Azur Environmental in 2001 to water quality security applications. Used predominantly for wastewater and research prior to 9/11, SDI developed additional protocols and application notes and as of the end of 2002 *Microtox* is being used by more than 50 major drinking water utilities across the country.

The cleanup of the World Trade Center site and the Pentagon after the 9/11 attacks involved at least 50 environmental companies, and ongoing monitoring, security and anti-terrorism projects continue to involve at least 100 more. Needless to say these are too many companies to list independently, but the U.S. environmental industry—and these companies in particular—deserve recognition for their responsiveness and ingenuity in solving such immediate and high-profile problems in a time of national need.

And on that somewhat somber note of industry flag-waving, we conclude the 2002 EBJ awards. Tune in next year! n

About EBJ Business Achievement Awards

EBJ solicited the industry via email, website and word-of-mouth for 200-word nominations for the 2002 EBJ awards. Awards were determined by an internal committee and selected advisory board members. Congratulations to the 2002 winners and EBJ encourages all interested companies to participate next year. (Disclaimer: Company audits were not conducted to verify information or claims submitted with nominations.)