

SCS BUILDS GLOBAL PROJECT BASE IN SOLID WASTE AND LANDFILL GAS EXPERTISE

SCS Engineers is an employee-owned environmental consulting and construction firm that studies, designs, builds and operates environmental and energy projects and systems; and monitors a wide range of environmental control systems. SCS's core capabilities are: solid and hazardous waste management, landfill gas, site remediation, renewable energy, and regulatory compliance for air, water, and soil. Dana L. Murray, PE., BCEE is a Professional Engineer and American Academy of Environmental Engineers and Scientists' Board Certified Environmental Engineer with twenty-four years of professional experience in civil/environmental engineering. She leads SCS' International Services practice area and has worked on solid waste projects in numerous countries including Argentina, Brazil, Bangladesh, Chile, Colombia, the Dominican Republic, Ethiopia, Ghana, Indonesia, Jordan, Mexico, Nigeria, Poland, Russia, Serbia, Turkey, and the Ukraine.

EBJ: SCS provides a wide variety of services in the United States. Do you provide all these services internationally? If you do not, which ones do you focus on and why?

Murray: SCS provides mostly consulting services and limited field services type work outside the U.S. To date we focus on providing our expertise in solid waste and environmental consulting such as feasibility studies, due diligence, landfill and landfill gas design, operations training and sustainable materials management planning.

EBJ: Which services generate most of your international revenue? Which international regions generate most of your revenue?

Murray: In recent years, our largest revenue source for our international practice has been our work with the U.S. EPA through the Global Methane Initiative (GMI) and the Climate and Clean Air Coalition (CCAC). This work focused on assisting developing countries with improving landfilling, landfill gas collection and sustainable materials management with the goal to reduce methane and black carbon emissions. This work was focused on countries in South America and Mexico, Asia (India and Indonesia), Africa (Ethiopia, Ghana and Nigeria) and some of Eastern Europe (Ukraine, Poland, Serbia and Turkey). We also have revenue from the private sector (mostly in Mexico and Israel), local governments and private landfill owners.

EBJ: What strategies are currently being implemented to grow the international side of the business? Are you considering any acquisitions?

Murray: SCS is conservative in our approach to our international business. We are selective in our clients and in countries where we will work. We consider risk in being able to get paid and in the safety of our employees. We would prefer to work for the U.S. or other governments or development banks. Our international practice has grown because of our expertise and reputation.

EBJ: Which geographic regions is your company concentrating marketing environmental services on, and which regions do you believe are most promising for 2017-2020?

Murray: The geographic region that we are most focused on is Mexico and South America but would not rule out other regions.

EBJ: How much work is your company doing in relation to climate adaptation planning or resiliency; and what clients have provided the most demand for services in this area?

Murray: Most of our work is related to climate adaption and resiliency because improving solid waste management conditions involves methane or black carbon reductions and making communities more resilient from waste slides, water contamination, vectors and improved local air quality.

EBJ: What is the history of your business in the Middle East?

Murray: We have performed projects in the Middle East since the early 1990's. We did a large solid waste management privatization project in Egypt for USTDA and a landfill project in Lebanon. In addition, we have performed many landfill and landfill gas engineering projects in Israel since the 1990's and such projects are ongoing.

EBJ: How has SCS gone about doing business in India?

Murray: Most of our work in India has been through our U.S. EPA contract work with GMI and CCAC.

EBJ: Any other developing economies where you made significant inroads?

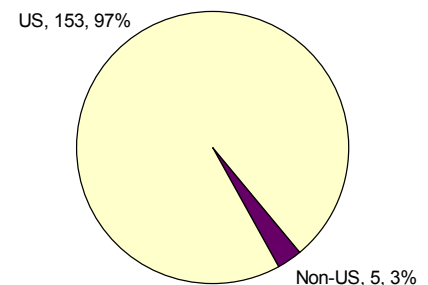
Murray: We have had several highly technical assignments in Brazil, Argentina and Chile where we have been able to provide specialized solid waste consulting.

EBJ: How important is it to establish localized subsidiaries? Or joint ventures, or partnerships?

Murray: Having a local engineering firm that we can partner with is very important to a successful project. We have developed these types of contacts through our work with U.S. EPA and our association with the **International Solid Waste Association (ISWA)**.

We have not had as much success with localized subsidiaries. ■

SCS Engineers Revenues in 2015 (\$mil)



Source: EBJ C&E database