

# Moran Environmental Recovery Merges with Fleet Environmental Services

## A Versatile Powerhouse is Formed

**I**n a move that has already begun showing benefits for both companies, Moran Environmental Recovery (MER) has merged with Fleet Environmental Services, of Randolph, Massachusetts. The merged companies will do business under the MER name. The company is being run from MER's existing headquarters in Jacksonville, Florida.

The new partnership has created a premier provider of diversified environmental field services, with nearly 300 employees operating out of nine strategically located resource centers along the United States eastern seaboard. Brian J. House, MER's new president and CEO, described the merger as "a natural fit," with both companies having long shared the same business values and commitments to safety, quality, and customer satisfaction.

MER now serves a broad customer base comprising more than a thousand clients in the marine, industrial, commercial and government sectors. Many of the relationships are long-term.

The company performs nearly 10,000 turn-key environmental projects per year, ranging in scope across four core competencies: industrial and marine cleaning; facility decontamination and

abatement; site remediation; and emergency response. Specialized, highly trained personnel perform the work in strict compliance with complex regulatory requirements, using state-of-the-art equipment and risk management tools. MER provides its services using in-house resources, a capability that is unique in the industry and which results in exceptional quality control and competitive advantage.

While a majority of its business is focused on supporting clients' daily business maintenance operations, MER is also a recognized emergency spill response contractor, with nationwide capabilities and experience. Its management team and crews have participated in the response and recovery efforts mounted for essentially every major U.S. environmental event since the company's founding seven years ago.

Strong growth at MER is being aided by the synergy that flows from the company's relationship with Moran, a virtue that is highly advantageous to both MER and Moran customers. Some of Moran's towing and marine transportation customers, for instance, routinely need environmental field services as well, and Moran is able to make many referrals to MER. The work MER performs in these maritime relationships includes bilge pumping,





**Opposite page:** In Savannah, a new vacuum truck and the tugs Cape Charles and Edward J. Moran.

**Above:** Top: An MER beach clean-up team in action. Middle left: A hazardous materials decontamination operation. Middle right: A team sets up mobile pressure washing units, preparing to clean a ship that was soiled by an oil spill. Bottom left: Under contract with the United States Coast Guard, an MER employee cleans a pier that was contaminated by an oil spill in Philadelphia, Pennsylvania. Bottom right: MER employees spread absorbent material to clean up a diesel-fuel spill.

maintenance tank cleaning, repair tank cleaning (at the dock and while underway), general emergency response and clean up, and a host of other essential services for marine facilities. When work must be performed aboard vessels that are underway, MER provides experienced riding crews.

By virtue of the expanded geographic reach that resulted from its merger, MER is able to conveniently serve all of Moran's east coast ports of operation. It offers its services on a pre-scheduled or per-call basis.

Conversely, MER customers that require marine towing in connection with environmental field services often have convenient access to Moran's tugboat fleets.

And, Moran itself is a MER customer; it relies on its trusted subsidiary for routine bilge pump-

outs, barge cleaning, waste disposal and special project work. In April 2008, MER provided *First Responder Operations-Level Defensive Response Training* to employees at an LNG facility at which Moran operates in Ensenada, Mexico. More recently, the company's crews assisted in clean-up operations at Moran's Port Arthur, Texas facility in the aftermath of Hurricane Ike.

MER's current brand consolidation is a logical outgrowth of its history. Moran created Moran Environmental Recovery in 2001, as a joint venture with Environmental Recovery Group, a Jacksonville, Florida company that expanded its services to cover the entire Southeastern U.S. The company grew robustly, and today, post-merger, its greatly expanded range and unprecedented versatility have made it a pacesetter in the industry. ■