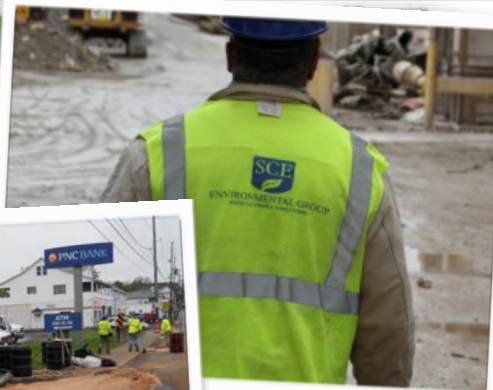


# SCE TIMES

FALL 2012

WASTE IS A TERRIBLE THING TO MIND

ISSUE FIVE



## What's New?

### Phase 1 of IDC Project Completed

Phase 1 of the \$3.5MM Interstate Distribution Center (IDC) project has been completed. This very successful project was completed with ZERO lost workdays and ZERO accidents with over 96,000 man-hours worked.



### SCE Wins JFK Remediation Project

SCE has been awarded a \$3MM multi-year contract from the Port Authority of NY/NJ for the operation and

maintenance (O&M) of two remediation systems at the Bulk Fuel Farm and the Satellite Fuel Farm at JFK Airport in Queens, NY. Work will commence in November '12 and run through November '14.



### SCE Expands Personnel Support Division

SCE has expanded our personnel support division through a strategic acquisition of a small company. This division was formed eight years ago to assist companies in meeting the challenges of an ever-changing worldwide marketplace. With the

flexibility to assist clients to maintain proper staffing levels due to disparities in workload, servicing multiple contract locations, fulfilling seasonal requirements, and responding to the periodic needs for specialists or professionals possessing unique skills, SCE is a full-service staffing company. SCE is one of the few staffing companies dedicated specifically to the environmental and construction markets.

From one person to one hundred people, SCE can provide the personnel required to get the job done safely.

1380 Mt. Cobb Road  
Jefferson Twp, PA 18436  
P. 570-383-4151  
F. 570-383-8225



Follow Us On

LinkedIn



# Newsworthy

## Tablet PC Goes Company-Wide

SCE has rolled out the use of tablet PC's for all field managers. SCE has employed the use of tablets for over 18 months on the Talisman Energy Chapter 102 inspections, but recently adopted this technology company-wide. Tablet PC's are loaded with MSDS's, JHA's, Company forms, project accounting software, and electronic time clocks. These tablets are updated real-time from the office and eliminate the need of four 3-ring binders of material that whereupon our managers would carry with them on projects.

## Projects

- SCE has completed 62 projects thus far in 2012. Currently, SCE has 16 active projects in 5 states.

## SCE Opens Pittsburgh Office

SCE opened an office in Pittsburgh, PA. This office will help support the Western Marcellus and Utica Shale work as well as many other commercial and industrial clients throughout PA, WV, and OH.

## "The SCE Spill" Newsletter

SCE has introduced a monthly e-newsletter called "The SCE Spill". This news flash will highlight a safety topics, employee accomplishments, community involvement, or news you can use and will be sent on a monthly basis.

## Community Support

SCE's relationship with worldwide partner Enterprise Holdings has yielded a donation of \$2500 to Marley's Mission, a non-profit that provides equine assisted therapy for children who have experienced trauma.



## Safety

SCE's 2012 Safety Committee, led by Matt Seymour, meet on a monthly basis to discuss safety topics and the objectives of the Committee. A safety committee is an organizational structure where these members represent the entire SCE group. These members meet and discuss safety concerns, near losses, training, and a variety of other Health & Safety topics.

SCE is currently carrying an impressive 0.806 EMR through Q3 2012.

## SCE Joins Marcellus Shale Coalition (MSC)

SCE is pleased to announce our joining of the Marcellus Shale Coalition (MSC). Founded in 2008, the MSC works with exploration and production, midstream, and supply chain partners in the Appalachian Basin and across the country to address issues regarding the production of clean, job-creating, American natural gas from the Marcellus and Utica Shale plays.

"SCE's presence in the Appalachian basin relative to oil & gas work has significantly increased in the past two years and it continues to be a major focus for our business", says Frank Andrews, Client Manager for SCE.

Andrews continues to say, "the MSC will play a key role in our continued growth and broaden our strategic alliances with many of our existing clients. As we continue to move into the Utica Shale and the Bakken Shale, these relationships will strengthen and the MSC will be a key component of our overall plan for SCE's safety culture and overall corporate governance."





# Employee Spotlight



## Rick Jefcoat

SCE welcomes Rick Jefcoat to our Finance team. Rick is settling into the *CFO position* and has hit the ground running. Rick brings over 20 years experience as an auditor/consultant, and financial/operations executive in private industry. Rick is experienced in accounting, finance, analytics, project management and is accomplished with operating, process, policy, quality, control and information systems. Rick's background also includes Mergers & Acquisitions, investment banking and growth companies. His specific industry experiences include manufacturing, construction, banking, professional services and energy.

Prior to joining SCE, Rick was the President of a 75-100 person Northeastern Pennsylvania general contractor and engineering company.



## Frank Andrews

We proudly welcome Frank Andrews to our Sales Team. For most of you from this area, you know that Frank served as an anchor and reporter at WNEP-TV in Scranton from 1980 to 1998, doubling for much of that time as news director. He moved to WYOU as anchor and news director. Andrews resigned from WYOU in March 2006 to run for the Pennsylvania State House, winning a 5-way Democratic primary in a district that included almost 60 percent of Scranton. He went on to

easily win the general election and represent the 113th district as a Pennsylvania State Representative. In his private life, Frank was the top salesperson in the US for an Insurance Brokerage firm prior to joining SCE.

At SCE, Frank will concentrate on developing new clients while growing our public (local, state, and federal) portfolio as well as strengthening our oil & gas markets.

## Recruiting

SCE is currently recruiting for the following positions:

- Sr. Project Manager
- Estimator
- Project Superintendent
- Project Foreman
- HDPE Pipe Fitters
- Certified Pipeline Welders
- Environmental Technician / Laborers
- Construction Laborers
- Field Health & Safety Officers
- Sales/Business Development



## New SCE Offices

Work is nearing completion on the new Mt. Cobb office space. SCE recently relocated its offices from Dickson City to Mt. Cobb, PA (Jefferson Twp.) with a new office build out. This move has consolidated operations, sales, admin and field activities into one location while adding additional offices for the accounting department and our CFO.

# Letter from the President

As the 3rd Quarter comes to a close, we have completed the busiest month of bidding in the history of SCE. Fortunately, we have won a significant amount of these bids and are entering Q4 2012 & Q1 2013 with the largest backlog of work in SCE's existence. It's an exciting time for our Company. With the economy still in turmoil, SCE continues to plow new ground and open up new markets throughout the Country.

We are excited to open a new chapter with joining the Marcellus Shale Coalition. Although we have been working in the Appalachian Basin for three years, this membership will allow the expansion of our services to many new clients as well as develop many new partnerships throughout the industry.

As we navigate the waters and continue to keep our eyes focused on the goal of being a \$50MM company, we are clearly exceeding our plan. Our departments have synergized and each manager has shown great leadership to elevate SCE to the next level. We are moving ahead into uncharted waters of growth and new markets with confidence and calm. What we have done with this organization is truly remarkable. We have built a company that is safety oriented, strong, resilient, and adaptive to change. Charles Darwin once said, "It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change." This is an organization we should all be proud of and look towards the future of growth and prosperity.

I would like to close with one of the greatest quotes of all time which is sometime overused. In this case, it is a perfect ending for a great TEAM!!! "Winning is not a sometimes thing; it's an all time thing. You don't win once in awhile, you don't do things right once in awhile, you do them right all the time. Winning is habit. Unfortunately, so is losing." – Vince Lombardi

With many thanks, *Jody Cordaro*