

THE TIMES

Chronicling Life in the Sage Family August 2013

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Celebrating Sage & Family's Successes

Take note of some of our recent accomplishments, including growing demands for EHSMS work, a trip to France, a successful flares workshop, Boiler MACT initiatives, changes with LBTF, growth for the GSWR unit, and more...plus some fun personal stuff to enjoy!

What's Happening Now

Get the highlights from across the miles—from golf tournaments to conferences to outings with friends. Plus, get the scoop on the latest updates with Oris, and Tanks.

Special Feature

Dexter: LDAR Specialist and...Software Developer?

Dexter has embarked on a somewhat unexpected new venture—software development.

Resources: Nothin'!

We haven't heard from you, so we've got nothin'!
What have you got to share?

And here's to this newsletter's contributors! Thank you to Anita Doepke, John Joyce, Paul Daigle, Russell Lee, Stephanie Quinn, Heather McArthur, Mike Cogdill, David Ranum, Courtne Hodge, Roxanne Chinn Johnson, Kelly Liu, Ahna Boley, Natalie East, and Gregg Bessire.

EDITOR, **RAMONA LISZT**
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SAGE life



Where to next...

CELEBRATING SAGE & FAMILY'S SUCCESSES

- Environmental Health and Safety Management Systems (EHSMS)
- Sage Bags Marseille
- Flare Instrumentation Workshop
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RESOURCES: NOTHIN'!

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We've had a flurry of interest from our clients to assist them with becoming ISO 14001 and OHSAS 18001 certified.

Sage Bags Marseille

Sage's expertise in quantifying leaking emissions took our team all the way to France.

Flare Instrumentation Workshop

Sage's June workshop brought together clients and vendors for a learning experience unlike any other.

Boiler MACT

Boiler MACT work continues to heat up for Sage and many of our refinery and non-refinery clients.

Conference Update

Each year, the LBTF Conference gets bigger and better. And 2013 has been the best so far. We're already gearing up for another great conference (with a great new name) in 2014.

GSWR Focuses on Growth

The groundwater, soil, waste, and remediation (GSWR) marketing unit is kicking off a marketing initiative and keeping busy with some big project work.

And on a Personal Note...

Isn't it nice to celebrate our personal accomplishments with our family? Wish 'em well.

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Sage has developed an EHSMS facilitation process in which we bring experts in management systems to work with plant implementation teams to streamline the process, ease the development burden, and ensure successful certification. This not only allows us to complete the project (which averages \$50,000/facility), it also provides hands-on time with the core staff at the facility to learn the company's processes, get to know the staff, and understand how they like to work, which usually leads to expanding work into other areas.

Recent EHSMS project developments include the following:

• **Lhoist North America:** *We've been awarded the first phase of a \$1.6-million project for Lhoist North America (lime mining & manufacturing company) to facilitate implementation at their 50 North American facilities over the next five years.*

• **SCA Tissue:** *Over the past two years, we have been facilitating implementation of ISO 14001 at two of SCA Tissue's paper mills. We are now in discussions to expand the support to implement OHSAS 18001 at all five of their locations over the next three years.*

Our core team (Anita Doepke, Phil Sparks, Pam Hesterberg, and IC, Sarah Burton) is actively engaged on these projects and will draw from other experienced staff within Sage for support as the work demands.

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Sage's expertise in quantifying leaking emissions took our team all the way to France.

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David Ranum, Chris Lehmann, and Troy Boley are hot on the international trail, establishing Sage as a leader in quantifying leaking emissions from refinery components. The three recently traveled to Marseille, France to undertake a bagging study for **CONCAWE**, a consortium of European refineries and chemical plants (similar to the **American Petroleum Institute**). CONCAWE wanted to quantify the mass emissions from hydrocarbon leaks identified with the infrared camera. As a result, Sage was asked to conduct a bagging study.

Bagging consists of enclosing a leaking component in a Mylar™ bag, and then pulling sweep air through the bag at a measured

rate while recording bag pressure and temperature. Once conditions inside the bag reach steady-state, gas samples are extracted from the bag for onsite analysis by gas chromatography. From this data, speciated mass

emission rates can be calculated for each leaking component that is tested. In one week, the Sage team bagged 21 components and successfully determined mass emission rates for each.



Enjoying the streets of France—not a bad location for a great international Sage project!

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Sage Bags Marseille

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This project helps to continue establishing Sage as an international player—it has already led to a similar potential opportunity in Spain! It also positions Sage as a leader in quantifying hydrocarbon emissions from leaking process equipment. We already excel when it comes to Leak Detection and Repair (LDAR). With bagging, Sage now expands its LDAR services to include quantifying fugitive emissions. This helps our clients and provides meaningful information to regulators both here and abroad.

Do you want to know more?
Contact **Troy Boley**.



The Sage team works to quantify the mass emissions from hydrocarbon leaks.



The team bagged 21 components in a week's time!



With bagging, Sage is becoming a leader in quantifying fugitive emissions.

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The Flare Instrumentation Workshop held this June was a smashing success! With over 50 clients in attendance representing over 25 different facilities plus 30 vendor representatives, Sage was able to showcase our company as the leading liaison between our clients and vendors.

Day 1 was a filled with eight presentations from vendors, including **Siemens, ThermoFisher Scientific, ABB, Inc., GE Measurement and Control, Fluenta, SICK, Optical Scientific, Inc.,** and **Burrow Global Automation**, regarding their products and how they benefit the consumer. Nigel James of Burrow Global Automation (also the father of one of our

Dexter employees) even had everyone sing "Take Me Out to the Ballgame" as a precursor to the festivities that followed his presentation—Houston Astros vs. Milwaukee Brewers.

On the morning of Day 2, we broke into two groups and visited five vendor facilities around the outer loop of Houston for hands-on learning. SICK, GE, Siemens, ABB, and Thermo each walked us through their facilities. Some took us to their warehouses to see the analyzers and flow meters being made, while others had demo rooms for an up-close view.

Our attendees got a lot out of the experience, and are already asking when our next one will

be. Here are a few comments that attendees shared:

- *"It is good to see the instruments work and see the facility and people to gain more confidence for awarding contracts."*
- *"I found the actual requirements most useful. Fitting instrumentation into a hole requires an understanding of the scope of the hole."*

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Boiler MACT work continues to heat up for Sage and many of our refinery and non-refinery clients.

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The Boiler MACT impacts many of Sage's refinery and non-refinery clients—and we're helping many of them (**Marathon, Valero, Finch Paper, Resolute Forest Products, Arkema Chemical**, and others) with developing compliance plans and strategies to minimize the cost of compliance. Compliance deadlines are March 2014 for area sources and January 2016 for major sources, so now is the time to get in touch with our clients, help them understand their compliance obligations, and explain how we can help them. Every refinery has numerous process heaters subject to the rule, and there are a host of industrial clients and independent power producers

out there that need our help understanding the requirements and determining energy assessment and tune-up needs!

Services that we are providing include:

- *Compliance plan development*
- *Compliance option evaluations*
- *Third-party review of facility compliance plans*
- *Combustion optimization*
- *Boiler tuning*
- *Energy assessments*
- *Air pollution control (APC) equipment conceptual design and specification*

Anita Doepke and Dr. John Joyce are leading this effort. And many Sagers are already supporting clients with Boiler MACT work, including Bill Apple, Phil Sparks, Lori Pittman, Jason Sanders, Taras Lewis, Ashok Patel, and others. Additional information and go-bys on Boiler MACT are saved on Salesforce.

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You've already heard about some of the opportunities, recruits, and connections we made at LBTF 2013. Here are a few more **results** for those data folks out there!

Planning starts early for a conference of this magnitude. Our efforts for 2014 are already underway, starting with a few changes. Over the past three years, the LBTF Conference has made its mark and has since outgrown its name. That's why we're taking a new name in 2014 and beyond that reflects our broader focus on addressing today's most pressing environmental issues—The 4C

Environmental Conference. It's a time to collaborate and connect with peers, and contribute to industry compliance. It's the same great conference with additional topics and the same fundamental mission: to share knowledge, build camaraderie, grow our industry & advance your career. Plus, we're adding a 4th day to the 4C schedule to accommodate additional Essentials training and a new Advanced training track!

It's never too early to start suggesting clients attend to hear recognized industry experts share insights and best

management practices on the most significant environmental enforcement issues of the day in a collaborative, interactive setting. It's a great opportunity to collaborate and connect with peers and contribute to industry compliance!

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Big project work with **Merit Energy Company** has a number of folks busy doing various SPCC work. This is our second year working for Merit, who is an independent oil and gas exploration and production company. Merit requested that we assist them in updating their West Texas SPCC Plans, which include approximately 120 site locations. In addition, we are preparing SPCC Plans for two of their recent acquisitions, which comprise another 80 site locations. Merit thrives and has been built on acquiring new assets, and we look forward to assisting them with more due diligence projects

for their future acquisitions.

On top of project work, the GSWR marketing unit is kicking off a marketing initiative to better inform our existing air clients about the unit's services. The top 28 Sage clients have been selected as a starting point. CSMs responsible for those accounts will be getting calls from GSWR BU members to determine a strategy for promoting our GSWR services at facilities where we are only performing air work. The ultimate goal is to expand our services to those top client facilities.

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Wish 'em well.

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Dexter sponsored the company's very own LDAR Specialist and billiards extraordinaire Paul Daigle in the 2012 U.S. Amateur Open. Paul will be heading to Round Rock to try his hand again this September—stay tuned.



On the left, Paul Daigle racks 'em up at the U.S. Amateur Open.

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Oris released a new version of BEEST this July – v10.03.

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We've got an SSO and new TankESP training coming up.

Making a Splash with A&WMA

Sage had great exposure at two recent A&WMA events.

Hopping in Houston

Our new summer interns are hard at work in Houston.

Sonic Summer Solstice

Sage and HollyFrontier Refining enjoy an outing.

Brick House

Sage hosts a special outing in Galveston.

Rockin' the Dock

Sage and friends went fishin' for some serious fun at the Kemah Boardwalk.

Recent Charity Golf Tournaments

As the saying goes, April showers bring May flowers. But they also bring something else—beautiful golf courses!

Sunshine and Sage at the Kemah Boardwalk

June 29th brought Sage and our clients to the Kemah Boardwalk for a family fun day.

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Oris conducted a webinar on
July 26 to demonstrate the newest
features of both BEEST v10.02
and v10.03.

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Talking about Tanks

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Under-reported breathing losses from heated tanks may have a dire consequence on permit and/or facility operating expenses. EPA has required a terminal in New England to install a regenerative thermal oxidizer (RTO) to treat vapors from heated tanks, and enforcement actions have been initiated at multiple other facilities across the country. Texas (TCEQ) is also now engaged in their own study of emissions from heated tanks.

Rob Ferry and Maria Anker are hosting a webinar on Friday, August 16 at 1:00pm CT to discuss the latest issues affecting the tanks and terminal industry. Plus, Rob brings TankESP training to Houston on September 14, with a hands-on, interactive session that provides step-by-step guidance in the functionalities of the TankESP (spreadsheet) and TankESP_d (database) programs. Contact **Natalie East** for more information on either session.

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Making a Splash with A&WMA

*Sage had great exposure at two recent **A&WMA** events.*

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Sage joined Air & Waste Management Association (A&WMA) for the 106th **Annual Conference & Exhibition** on June 25-28. This is the environmental industries' premier education, networking, and solutions event. Several of our experts were featured presenters:

- *Troy Boley: Review of Recent USEPA Flare Enforcement*
- *Herman Holm: Refinery Flares Under the New NSPS Ja & Implications*
- *Derick Kopp: Paradigm Shift Regarding Flare Combustion Efficiency*
- *Morris Carter: Port Arthur Environmental Justice Initiative*

We also had two representatives present at the A&WMA Southern Section Meeting in Nashville July 9-11:

- *Derick Kopp: Review of Recent USEPA Flare Enforcement Actions*
- *John Joyce: Turning RCRA Methyl Ethyl Waste Solvent into a Viable and Reusable Raw Material*

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Hopping in Houston

Our new summer interns are hard at work in Houston.

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Our Houston interns are getting involved in a number of projects, and they're getting to know the Sage staff. On July 16, the Houston PTs took the interns for dinner—providing a great opportunity for the PTs and interns to interact, get to know each other on a more individual basis, and work together to gain knowledge and advance their careers.



Houston PTs and interns enjoy an evening out.



From left, Anant Lal, Preston DeValasco, Jesus Gallegos, Charles Parmley, Algis Marcinkevicius, Christina Piez, and Raza Kazimi!



From left, Preston DeValasco, Charles Parmley, Algis Marcinkevicius, and Raza Kazimi.

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Sonic Summer Solstice

Sage and HollyFrontier Refining enjoy an outing.

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Several Sage folks celebrated the summer solstice with our friends from the **HollyFrontier** Refining Environmental Department in Cheyenne, Wyoming, with half-price shakes at Sonic. Frontier's Scott Denton was pumped about the outing for about a week—nothing says summer like a frosty shake.



From left, Lorraine Martinez (Frontier), Scott Denton (Frontier), Kelli Wilber (Frontier), Stephanie Quinn (Frontier), and David Weeks (Frontier) cool off with some cool drinks.

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Brick House

Sage hosts a special outing in Galveston.

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Sage and friends headed to the Brick House Tavern following the **Texas Chemical Council/ACIT EHS Seminar** in Galveston this June. The conference featured sessions on safety, PSM, best practices/ lessons learned, environmental, energy management, emergency response, employee health, hazard recognition, emerging trends, security. Our event allowed clients to soak in the information from the day and connect with colleagues.



Relaxing and rejuvenating after the TCC/ACIT EHS Seminar.

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Rockin' the Dock

Sage and friends went fishin' for some serious fun at the Kemah Boardwalk.

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Sage, Dexter, **Calscience**, and **Intergulf** entertained clients on July 11 at the Kemah Boardwalk. Icy beverages, scrumptious food, lively conversation, over 200 species of aquatic life to observe, and Houston's favorite rock band—the Rat Ranch—made for the perfect summer night.



*Sage & friends
leave the rat
race behind
and rock out
with Rat Ranch.*

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As the saying goes, April showers bring May flowers. But they also bring something else...beautiful golf courses!

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Let's face it, golf is a great way get to know the needs our top tier clients like **Progress Rail** and to get more face time with decision makers at companies like **Coca-Cola**. Plus, we are supporting the charities that are close to our clients' hearts.

- **End of May: Northeast TAPPI PEERS Golf.**

*Sage sponsored hole #12 at the Northeast **TAPPI PEERS Conference** golf event.*

- **June 4: Progress Rail Services.**

This year was Progress Rail Services' 20th Annual Christmas for Kids Golf Tournament. The money raised from this tournament goes towards Christmas presents that benefit a local ranch for kids who have been orphaned, abused, abandoned, and neglected. Sage both played in and sponsored the tournament.



Sage's sponsored hole.

*The Sage gang
tees up in support
of Progress Rail's
Christmas for Kids
Golf Tournament.*

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Recent Charity Golf Tournaments

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Representing Sage this year was Larry Darcey, who received 2nd place first flight, Dave Ellison, Jack Wintle, and Ahna Boley. By the way...golf isn't all fun, especially when a snake is lying in the pathway to the next hole. Luckily, Jack Wintle didn't mind and was able to scoot him out of the way with his putter!

• June 21: Guide Right Golf Challenge

*This was the first time Sage has played/sponsored this tournament. We played for Reggie Prime, the Corporate Environmental Manager at **Coca-Cola**. The Guide Right Service Program places the training, experience, and friendly interest of successful men at the disposal of youth needing inspiration and counsel regarding their choice of a life's career.*

The Sage Atlanta team was represented by Dave Ellison, Jack Wintle, Matt Howe, and Ahna Boley.



Golfers and snakes make for an interesting combination



The Sage team hits the course in support of Guide Right Service Program



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Sage hosted the ultimate family fun day at the Kemah Boardwalk, complete with hot dogs and hamburgers on the plaza, a visit to feed the stingrays, and all the rides and games that the Midway had to offer!



Maria Gallegos (Texas United Management) enjoys the day with her husband and kids. Sage is doing a huge project for Texas Brine (part of the Texas United Management family of companies) in Louisiana right now.



Carey Pugh (Ineos) and his family enjoy a day in the sun with Sage!

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*Dexter has embarked on a somewhat unexpected new venture—
software development.*

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Dexter's team customized an LDAR-reporting software product to fit its technicians' field needs better, and now **ADM** wants to buy it.

How It Happened

Dexter was using an IHS product called Essential FEMS (Fugitive Emissions Management System) to store fugitive emissions data, but needed a solution to wirelessly collect LDAR data in the field. Although IHS offered a product called Essential Mobile™ for FEMS, its functionality didn't quite match Dexter's field auditing needs. To remedy the situation, Dexter's IT team developed a Windows Mobile™ software solution from scratch that allows field LDAR data collection with auditing capabilities built right into the technician's workflow.

Meanwhile, ADM was using the IHS FEMS software solution, but it lacked some of the functionality they needed, as well. IHS did not want to invest more money in the product, so their product manager referred ADM to Dexter. Now ADM wants to buy Dexter's software. And that's not all—Dexter may begin doing LDAR work for ADM.

What It Means

Beyond the new revenue stream and a potential new client for Dexter, there is also the way the software impacts Dexter's overall offerings to customers. With it, Dexter can better align regulatory impacts and clients' workflow, leverage field operations with technical operations to deliver better solutions, and possibly become an industry leader in the development of additional software products.

Competition

Name the Software and Win...

We need your help naming the new product. To sweeten the deal, there are several prizes to choose from (**Ipad**, **Xbox One**, the **Bose Cinemate Home Theater speaker system**, or the **La Caja China roasting box**) if you provide the winning name! Details below:

- 8/8 – Webinar invite sent to you
- 8/15 – 30-minute webinar hosted by Judah Fontenot explaining the software; 15 minute Q&A afterward, along with instructions for where to send your submissions
- 8/23 – Closing date for all submissions
- 9/3 – Winner announced, prize (woohoo!) redeemed

*Let's get those creative
juices flowing, yo!*

Where to next...

CELEBRATING SAGE & FAMILY'S
SUCCESSES

WHAT'S HAPPENING NOW

Special Feature
DEXTER: LDAR SPECIALIST AND...
SOFTWARE DEVELOPER?

RESOURCES: NOTHIN'!

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Resources: Nothin'!

Haven't heard from you, so we've got nothin'! We know you've heard snippets about the great things going on around Sage. Let us know so we can share with others and give some visibility to all the awesome new things happening at Sage all the time!

*Have some feedback or want to share for the next newsletter? Contact **Ramona Liszt** or call her at 512-327-0288; 1001.*